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Q4 2014 Analyst and Investor Briefing

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Q4 2014:

- Sales at €11,039 million (+6.9% Fx & portf. adj.)
- Price +1.0%, volume +5.9%, currency +1.8%, portfolio +2.9%
- EBIT at €561 million (-14.4%) – EBITDA before special items at €1,846 million (+4.4%)
- EBITDA before special items benefitted from higher volumes in all subgroups. Earnings were held back by higher selling and R&D expenses. Positive currency effect of around €40 million.
- Net special items of minus €442 million including €173 million for the derecognition of goodwill as a result of the sGC collaboration agreement with Merck & Co., €89 million in accounting measures for litigations and €77 million in integration costs for acquired businesses.

FY 2014:

- Strong business momentum continues and portfolio transformation underway
- Group portfolio to focus on Life Sciences
- All subgroups contribute to record sales and earnings
- Continued growth momentum for recently launched products
- Group sales €42.2 billion (Fx & portfolio adj. +7.2%)
- Price +0.4%, volume +6.8%, currency -2.8%, portfolio +0.8%
- EBIT €5.5 billion (+11.6%) – EBITDA before special items €8.8 billion (+4.9%) incl. currency impact of minus €400 million.
- Net income €3.4 billion (+7.4%) – Core earnings per share €6.02 (+7.3%)
- Forecast for 2015: further sales growth and clear improvement in earnings

Group Key Figures for Q4 2014

| <i>Euro million</i> | Q4 2013 | Q4 2014 | % y-o-y | Consensus** |
|------------------------------------|----------------|---------------|-------------|-------------|
| Sales | 9,888 | 11,039 | 11.6 / 6.9* | 10,727 |
| EBITDA | 1,433 | 1,464 | 2.2 | 1,620 |
| EBITDA before special items | 1,769 | 1,846 | 4.4 | 1,974 |
| EBIT | 655 | 561 | (14.4) | 911 |
| Net special items | (439) | (442) | (0.7) | (348) |
| EBIT before special items | 1,094 | 1,003 | (8.3) | 1,265 |
| Financial result | (84) | (347) | • | (314) |
| Income taxes | (129) | 16 | • | • |
| Net income | 455 | 224 | (50.8) | 505 |
| EPS (Euro/share) | 0.55 | 0.27 | (50.9) | 0.61 |
| Core EPS (Euro/share) | 1.10 | 1.19 | 8.2 | 1.17 |
| Gross cash flow | 978 | 1,575 | 61.0 | • |
| Delta working capital | 602 | 655 | 8.8 | • |
| Net cash flow | 1,580 | 2,230 | 41.1 | • |
| CapEx (cash relevant) | 776 | 939 | 21.0 | • |
| Operating free cash flow | 804 | 1,291 | 60.6 | • |
| <i>Euro million</i> | Sept. 30, 2014 | Dec. 31, 2014 | | |
| Net financial debt | 8,510 | 19,612 | | |
| Net pension liability | 11,314 | 12,195 | | |

*) Currency and portfolio adjusted sales growth

***) Consensus figures as of January 29, 2015 provided by Vara Research GmbH



Bayer Group Forecast 2015

- The following forecast is based on the business development described in this report, taking into account the potential risks and opportunities and assuming the inclusion of the MaterialScience business for the full year.
- Our forecast for fiscal 2015 is based on the exchange rates as of December 31, 2014, including a rate of US\$1.21 to the euro. A 1% appreciation (depreciation) of the euro against all other currencies would decrease (increase) sales on an annual basis by some €300 million and EBITDA before special items by about €70 million.
- We are planning sales in the region of €46 billion for 2015. This corresponds to a Fx- and portfolio- adjusted increase in the low single digits. We expect Fx-effects to boost sales by approximately 3% compared with the prior year. We plan to raise EBITDA before special items by a low- to mid-teens percentage, allowing for expected positive Fx-effects of about 2% (plus approx. €200 million). We aim to increase core earnings per share by a low-teens percentage, allowing for expected positive Fx-effects of around 3%.
- We expect to take special charges in the region of €700 million with the integration of the acquired consumer care businesses and the planned stock market listing of MaterialScience accounting for most of this amount.

HealthCare

- At HealthCare we expect sales to post a mid-single-digit percentage increase on a Fx- and portfolio-adjusted basis to approximately €23 billion. We predict positive Fx-effects of about 3% compared with 2014. We plan to raise EBITDA before special items by a mid-teens percentage.
- In the **Pharmaceuticals** segment, we expect sales to move ahead by a mid- to high-single-digit percentage on a Fx- and portfolio-adjusted basis to approximately €13 billion. Here we anticipate positive Fx-effects of about 2% compared with 2014. We intend to raise sales of our recently launched products in 2015 toward €4 billion. We plan to raise EBITDA before special items by a low-teens percentage, allowing for an additional €300 million of investment in research and development. We therefore expect to slightly improve the EBITDA margin before special items.
- In the **Consumer Health** segment, we expect sales to increase toward €10 billion, including those of the acquired consumer care businesses. We plan to grow sales by a mid-single-digit percentage on a Fx- and portfolio-adjusted basis. Here we anticipate positive Fx-effects of around 3% compared with 2014. We expect to raise EBITDA before special items by a mid-to-high-twenties percentage, with the acquired consumer care businesses contributing to the increase.

CropScience

- At CropScience we expect to continue growing faster than the market and to raise sales by a low- to mid-single-digit percentage on a Fx- and portfolio-adjusted basis to approximately €10 billion. We anticipate positive Fx-effects of about 4% compared with 2014.
- We plan to improve EBITDA before special items by a low- to mid-single-digit percentage.

MaterialScience

- At MaterialScience we are planning further volume growth in 2015 accompanied by declining selling prices, leading to lower sales. However, we expect to see a significant increase in EBITDA before special items. We aim to return to earning the full cost of capital in 2015.
- For the first quarter of 2015, we expect sales to remain flat with the preceding quarter and EBITDA before special items to gain significantly.

Reconciliation

- In 2015 we expect sales on a Fx- and portfolio-adjusted basis to be level with the previous year. We are planning EBITDA before special items of approximately minus €0.3 billion.

Further assumptions for 2015:

- CapEx: approx. €2.3 billion for property, plant and equipment and €0.3 billion for intangible assets
- Planned D&A: approx. €3.0 billion, including €1.6 billion amortization of intangibles
- R&D expenses: more than €4.0 billion (+10% yoy)
- Financial result: approx. minus €1.0 billion
- Effective tax-rate: approx. 25%
- Net financial debt: below €18 billion at the end of 2015



HealthCare in Q4 2014

| Euro million | Q4 2013 | Q4 2014 | % y-o-y | Consensus** |
|------------------------------------|--------------|--------------|--------------------|--------------|
| Sales | 4,939 | 5,598 | 13.3 / 7.8* | 5,508 |
| Pharmaceuticals | 2,975 | 3,271 | 9.9 / 10.1* | 3,196 |
| Consumer Health | 1,964 | 2,327 | 18.5 / 4.2* | 2,313 |
| EBITDA before special items | 1,337 | 1,426 | 6.7 | 1,515 |
| Pharmaceuticals | 822 | 939 | 14.2 | 949 |
| Consumer Health | 515 | 487 | (5.4) | 565 |

*) Currency and portfolio adjusted sales growth

**) Consensus figures as of January 29, 2015 provided by Vara Research GmbH

Best Selling Pharmaceutical Products

| Euro million | Q4 2013 | Q4 2014 | % y-o-y | % y-o-y Fx | FY 2013 | FY 2014 | % y-o-y | % y-o-y Fx |
|------------------------------|------------|------------|---------------|---------------|--------------|--------------|---------------|---------------|
| Xarelto | 316 | 516 | 63.3 | 65.0 | 949 | 1,679 | 76.9 | 81.6 |
| of which USA | 44 | 102 | 131.8 | 130.7 | 133 | 291 | 118.8 | 119.4 |
| Kogenate | 274 | 301 | 9.9 | 7.8 | 1,202 | 1,109 | (7.7) | (5.6) |
| of which USA | 59 | 97 | 64.4 | 50.2 | 330 | 320 | (3.0) | (3.3) |
| Betaferon / Betaseron | 259 | 190 | (26.6) | (28.5) | 1,038 | 819 | (21.1) | (19.6) |
| of which USA | 130 | 85 | (34.6) | (40.2) | 499 | 352 | (29.5) | (29.3) |
| Mirena product family | 195 | 225 | 15.4 | 10.0 | 719 | 819 | 13.9 | 15.1 |
| of which USA | 113 | 137 | 21.2 | 11.9 | 415 | 499 | 20.2 | 20.0 |
| Nexavar | 194 | 202 | 4.1 | 2.7 | 771 | 773 | 0.3 | 3.5 |
| of which USA | 52 | 70 | 34.6 | 24.5 | 219 | 247 | 12.8 | 12.4 |
| YAZ product family | 219 | 198 | (9.6) | (4.4) | 853 | 768 | (10.0) | (3.3) |
| of which USA | 47 | 37 | (21.3) | (27.3) | 142 | 149 | 4.9 | 4.2 |
| Eylea | 126 | 219 | 73.8 | 74.4 | 333 | 759 | 127.9 | 132.8 |
| of which USA | 0 | 0 | • | • | 0 | 0 | • | • |
| Adalat | 157 | 153 | (2.5) | (2.9) | 603 | 588 | (2.5) | 2.5 |
| of which USA | 0 | 0 | • | • | 4 | 0 | • | • |
| Aspirin Cardio | 120 | 130 | 8.3 | 9.1 | 452 | 486 | 7.5 | 12.4 |
| of which USA | 0 | 0 | • | • | 0 | 0 | • | • |
| Glucobay | 112 | 133 | 18.8 | 12.0 | 423 | 443 | 4.7 | 5.6 |
| of which USA | 0 | 0 | • | • | 1 | 0 | • | • |
| Avelox / Avalox | 106 | 96 | (9.4) | (8.4) | 426 | 381 | (10.6) | (6.9) |
| of which USA | 5 | 0 | • | • | 24 | 0 | • | • |
| Levitra | 69 | 56 | (18.8) | (18.6) | 290 | 245 | (15.5) | (13.1) |
| of which USA | 18 | 12 | (33.3) | (34.5) | 82 | 52 | (36.6) | (35.7) |
| Stivarga | 59 | 63 | 6.8 | 4.0 | 197 | 224 | 13.7 | 16.6 |
| of which USA | 32 | 36 | 12.5 | 0.2 | 137 | 130 | (5.1) | (5.9) |
| Cipro / Ciprobay | 42 | 52 | 23.8 | 27.3 | 197 | 191 | (3.0) | 1.9 |
| of which USA | -4 | 3 | • | • | 13 | 9 | (30.8) | (26.7) |
| Zetia | 45 | 47 | 4.4 | 9.4 | 172 | 168 | (2.3) | 5.9 |
| of which USA | 0 | 0 | • | • | 0 | 0 | • | • |

%y-o-y Fx: Currency adjusted sales growth

- Price +2.0%, volume +5.8%, currency 0.0%, portfolio +5.5%
- Sales growth at **Pharmaceuticals** was mainly driven by the recently launched products (Xarelto, Eylea, Stivarga, Xofigo, Adempas) which contributed €859 million in the quarter (FY 2014: €2,908 million).



- Sales of Xarelto continued to advance strongly especially in the U.S.
- Kogenate sales increased compared to a week prior year quarter mainly due to shifts in order patterns.
- Business with Betaferon receded mainly due to increased competition in the U.S.
- Sales growth of the Mirena product family mainly due to price and volume increase in the U.S.
- Nexavar sales mainly driven by a strong U.S.-business.
- Sales of the YAZ-product family were mainly affected by generic pressure.
- Sales of Eylea continued to rise mainly due to ongoing roll-out activities in Europe.
- Aspirin Cardio and Glucobay driven by the performance in emerging economies.
- Xofigo (€30 million) was affected by temporary product shortages.
- Adempas contributed €31 million in the quarter. In the context of the sGC cooperation with Merck & Co. Bayer will report 50 percent of global sales of Adempas since Q4 2014. The one-time payment of €793 million from Merck & Co. will be recorded as sales and earnings over a 13.5 year period. €15 million of this was accounted for in the fourth quarter.
- Sales growth at **Consumer Health** was driven by Consumer Care. The acquired business of Merck & Co. contributed €289 million in a seasonally weaker quarter. Consumer Care at €1,384 million (+8.7% Fx & portf. adj.), Medical Care at €643 million (-0.2% Fx & portf. adj.) and Animal Health at €300 million (-1.3% Fx & portf. adj.).
- **EBITDA before special items** at HealthCare was driven by the good business development at Pharma. However, earnings were diminished by higher selling expenses and higher R&D spending in both segments and negative currency effects (~€35 million). The acquired business of Merck & Co. contributed €73 million.

CropScience in Q4 2014

| <i>Euro million</i> | Q4 2013 | Q4 2014 | % y-o-y | Consensus** |
|------------------------------------|--------------|--------------|--------------------|--------------|
| Sales | 1,951 | 2,195 | 12.5 / 8.3* | 2,090 |
| Crop Protection / Seeds | 1,797 | 2,028 | 12.9 / 8.7* | • |
| Environmental Science | 154 | 167 | 8.4 / 3.9* | • |
| EBITDA before special items | 319 | 369 | 15.7 | 345 |

*) Currency and portfolio adjusted sales growth

***) Consensus figures as of January 29, 2015 provided by Vara Research GmbH

| Q4 2014 | Europe | | North America | | Asia/Pacific | | LatAm/Africa/ Middle East | |
|--------------------|--------------|--------------|---------------|------------|--------------|------------|------------------------------|-------------|
| | Euro million | % y-o-y Fx | Euro million | % y-o-y Fx | Euro million | % y-o-y Fx | Euro million | % y-o-y Fx |
| CropScience | 377 | (8.3) | 329 | 0.3 | 356 | 4.0 | 1,133 | 21.3 |

%y-o-y Fx: Currency adjusted sales growth

- Price +0.7%, volume +7.6%, currency +3.7%, portfolio +0.5%
- CropScience sales up by 8.3% (Fx & portf. adj.) driven by higher volumes and improved prices.
- **Crop Protection** up 7.8% (Fx & portf. adj.) at €1,821 million mainly driven by growth in LatAm. Fungicides (€568 million, +22.2% Fx & portf. adj.) achieved strongest growth. Herbicides at €517 million (+8.1% Fx & portf. adj.), Insecticides at €482 million (-0.2% Fx & portf. adj.) and SeedGrowth (€254 million, -4.0% Fx & portf. adj.). Strong performance of our **Seeds** business (€207 million, +17.0% Fx & portf. adj.) mainly driven by strong developments in vegetables, cotton and soybean.
- Sales of CropScience in Europe mainly affected by phasing of Crop Protection business into Q3. Strong growth in SeedGrowth. Double digit growth in Seeds.



- CropScience sales in North America flat. Good demand for Herbicides and Fungicides compensated by lower sales in Insecticides and SeedGrowth.
- Sales increase of CropScience in Asia/Pacific mainly due to good growth of fungicides.
- Strong growth in LatAm/Africa/Middle East mainly driven by growth in Fungicides, Herbicides and SeedGrowth. Strong growth of Seeds due to soybean, cotton and vegetables seeds.
- Sales of **Environmental Science** up 3.9% (Fx & portf. adj.) to €167 million driven by consumer products. The business for professional users also grew.
- **EBITDA before special items** at CropScience rose by 15.7% to €369 million. The contributions stemmed from significantly increased sales volumes at Crop Protection and Seeds, higher selling prices as well as positive currency effects. This was partially offset by higher selling expenses.

MaterialScience in Q4 2014

| <i>Euro million</i> | Q4 2013 | Q4 2014 | % y-o-y | Consensus** |
|------------------------------------|--------------|--------------|-------------------|--------------|
| Sales | 2,691 | 2,948 | 9.6 / 5.5* | 2,812 |
| Polyurethanes | 1,472 | 1,591 | 8.1 / 4.4* | • |
| Polycarbonates | 640 | 741 | 15.8 / 10.3* | • |
| CAS | 417 | 460 | 10.3 / 6.7* | • |
| Industrial Operations | 162 | 156 | (3.7) / (6.2)* | • |
| EBITDA before special items | 248 | 217 | (12.5) | 250 |

CAS: Coatings, Adhesives, Specialties

*) Currency and portfolio adjusted sales growth

**) Consensus figures as of January 29, 2015 provided by Vara Research GmbH

- Price -0.2%, volume +5.7%, currency +4.1%, portfolio 0.0%
- Sales increased y-o-y on higher volumes especially in North America and Asia/Pacific. Europe flat. Prices flat overall.
- Sales at **Polyurethanes** increased y-o-y mainly due to higher volumes in all regions except Europe. Prices flat overall but down for TDI, especially in Asia/Pacific and Europe.
- **Polycarbonates** sales were driven by higher volumes y-o-y in all regions except LatAm/Africa/Middle East. Prices were flat overall.
- Sales increase at **Coatings, Adhesives, Specialties** driven by higher volumes. Prices at prior-year level.
- **EBITDA before special items** at MaterialScience down y-o-y mainly due to higher raw material and energy prices and higher fixed cost overcompensating higher volumes and positive currency effects.

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The Annual Report 2014 is available at: <http://www.bayer.com/en/Annual-Reports.aspx?act=add>

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Forward-looking statements

This announcement may contain forward-looking statements based on current assumptions and forecasts made by Bayer Group or subgroup management. Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. These factors include those discussed in Bayer's public reports which are available on the Bayer website at www.bayer.com. The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.

Key figures for Q4 2014

| | HealthCare | | | | Consumer Health | | CropScience | | MaterialScience | | Reconciliation | | Group | |
|------------------------------------|----------------|-----------|-----------------|-----------|-----------------|-----------|----------------|-----------|-----------------|-----------|----------------|-----------|-----------|-----------|
| | Subgroup Total | | Pharmaceuticals | | Consumer Health | | Subgroup Total | | Subgroup Total | | Q4'13 | | Q4'14 | |
| | Q4'13 | Q4'14 | Q4'13 | Q4'14 | Q4'13 | Q4'14 | Q4'13 | Q4'14 | Q4'13 | Q4'14 | Q4'13 | Q4'14 | Q4'13 | Q4'14 |
| € million | € million | € million | € million | € million | € million | € million | € million | € million | € million | € million | € million | € million | € million | € million |
| Sales | 4,939 | 5,598 | 2,975 | 3,271 | 1,964 | 2,327 | 1,951 | 2,195 | 2,691 | 2,948 | 307 | 298 | 9,888 | 11,039 |
| Sales by region: | | | | | | | | | | | | | | |
| Europe | 1,817 | 1,964 | 1,049 | 1,176 | 768 | 788 | 411 | 377 | 1,040 | 1,036 | 278 | 275 | 3,546 | 3,652 |
| North America | 1,286 | 1,597 | 663 | 735 | 623 | 862 | 301 | 329 | 561 | 673 | 4 | 3 | 2,152 | 2,602 |
| Asia / Pacific | 1,080 | 1,230 | 783 | 884 | 297 | 346 | 329 | 356 | 762 | 885 | 12 | 7 | 2,183 | 2,478 |
| LatAm/Africa/Middle East | 756 | 807 | 480 | 476 | 276 | 331 | 910 | 1,133 | 328 | 354 | 13 | 13 | 2,007 | 2,307 |
| EBITDA | 1,069 | 1,079 | 618 | 678 | 451 | 401 | 282 | 367 | 244 | 196 | -162 | -178 | 1,433 | 1,464 |
| Special items | -288 | -347 | -204 | -261 | -64 | -86 | -37 | -2 | -4 | -21 | -27 | -12 | -336 | -382 |
| EBITDA before special items | 1,337 | 1,426 | 822 | 939 | 515 | 487 | 319 | 369 | 248 | 217 | -135 | -166 | 1,769 | 1,846 |
| EBITDA margin before special items | 27.1% | 25.5% | 27.6% | 28.7% | 26.2% | 20.9% | 16.4% | 16.8% | 9.2% | 7.4% | -44.0% | -55.7% | 17.9% | 16.7% |
| EBIT | 631 | 562 | 321 | 375 | 310 | 187 | 163 | 191 | 70 | 43 | -209 | -235 | 655 | 561 |
| Special items | -354 | -376 | -259 | -290 | -95 | -86 | -40 | -32 | -18 | -22 | -27 | -12 | -439 | -442 |
| EBIT before special items | 985 | 938 | 580 | 665 | 405 | 273 | 203 | 223 | 88 | 65 | -182 | -223 | 1,094 | 1,003 |
| EBIT margin before special items | 19.9% | 16.8% | 19.5% | 20.3% | 20.6% | 11.7% | 10.4% | 10.2% | 3.3% | 2.2% | -59.3% | -74.8% | 11.1% | 9.1% |
| Gross cash flow | 840 | 1,234 | 510 | 843 | 330 | 391 | 228 | 382 | 217 | 201 | -307 | -242 | 978 | 1,575 |
| Net cash flow | 959 | 2,185 | 625 | 1,719 | 334 | 466 | 29 | 103 | 545 | 517 | 47 | -575 | 1,580 | 2,230 |
| Financial result | | | | | | | | | | | | | -84 | -347 |
| Net income | | | | | | | | | | | | | 455 | 224 |
| Earnings per share (€) | | | | | | | | | | | | | 0.55 | 0.27 |
| Core earnings per share (€) | | | | | | | | | | | | | 1.10 | 1.19 |
| CapEx (cash effective) | | | | | | | | | | | | | 776 | 939 |
| R&D | | | | | | | | | | | | | 989 | 1,028 |
| D&A and Write-downs | 438 | 517 | 297 | 303 | 141 | 214 | 119 | 176 | 174 | 153 | 47 | 57 | 778 | 903 |
| Employees at end of period* | 55,712 | 60,716 | 37,788 | 39,069 | 17,924 | 21,647 | 22,143 | 23,060 | 14,205 | 14,122 | 20,306 | 20,990 | 112,366 | 118,888 |

*) 2013 figures restated

Key figures for FY 2014

| | HealthCare | | | | CropScience | | MaterialScience | | Reconciliation | | Group | |
|------------------------------------|----------------|--------|-----------------|--------|-----------------|--------|-----------------|--------|----------------|---------|---------|-----------|
| | Subgroup Total | | Pharmaceuticals | | Consumer Health | | Subgroup Total | | FY'13 | | FY'14 | |
| | FY'13 | FY'14 | FY'13 | FY'14 | FY'13 | FY'14 | FY'13 | FY'14 | € million | FY'13 | FY'14 | € million |
| Sales | 18,924 | 19,975 | 11,188 | 12,052 | 7,736 | 7,923 | 8,819 | 9,494 | 1,176 | 40,157 | 42,239 | |
| Sales by region: | | | | | | | | | | | | |
| Europe | 6,853 | 7,364 | 3,918 | 4,396 | 2,935 | 2,968 | 2,799 | 2,957 | 1,071 | 15,086 | 15,806 | |
| North America | 5,024 | 5,312 | 2,540 | 2,728 | 2,484 | 2,584 | 2,211 | 2,334 | 21 | 9,680 | 10,248 | |
| Asia / Pacific | 4,188 | 4,479 | 3,016 | 3,278 | 1,172 | 1,201 | 1,358 | 1,374 | 29 | 8,623 | 9,119 | |
| LatAm/Africa/Middle East | 2,859 | 2,820 | 1,714 | 1,650 | 1,145 | 1,170 | 2,451 | 2,829 | 55 | 6,768 | 7,066 | |
| EBITDA | 4,858 | 5,186 | 3,124 | 3,446 | 1,734 | 1,740 | 2,184 | 2,358 | -313 | 7,830 | 8,442 | |
| Special items | -476 | -298 | -366 | -253 | -110 | -45 | -64 | -2 | -60 | -571 | -370 | |
| EBITDA before special items | 5,334 | 5,484 | 3,490 | 3,699 | 1,844 | 1,785 | 2,248 | 2,360 | -253 | 8,401 | 8,812 | |
| EBITDA margin before special items | 28.2% | 27.5% | 31.2% | 30.7% | 23.8% | 22.5% | 25.5% | 24.9% | -21.5% | 20.9% | 20.9% | |
| EBIT | 3,260 | 3,581 | 2,031 | 2,371 | 1,229 | 1,210 | 1,729 | 1,806 | -490 | 4,934 | 5,506 | |
| Special items | -713 | -331 | -521 | -286 | -192 | -45 | -72 | -32 | -60 | -839 | -438 | |
| EBIT before special items | 3,973 | 3,912 | 2,552 | 2,657 | 1,421 | 1,255 | 1,801 | 1,838 | -430 | 5,773 | 5,944 | |
| EBIT margin before special items | 21.0% | 19.6% | 22.8% | 22.0% | 18.4% | 15.8% | 20.4% | 19.4% | -36.6% | 14.4% | 14.1% | |
| Gross cash flow | 3,573 | 4,011 | 2,293 | 2,745 | 1,280 | 1,266 | 1,590 | 1,835 | -218 | 5,832 | 6,820 | |
| Net cash flow | 2,980 | 4,444 | 1,853 | 3,266 | 1,127 | 1,178 | 682 | 950 | 532 | 5,171 | 5,810 | |
| Financial result | | | | | | | | | | -727 | -981 | |
| Net income | | | | | | | | | | 3,189 | 3,426 | |
| Earnings per share (€) | | | | | | | | | | 3.86 | 4.14 | |
| Core earnings per share (€) | | | | | | | | | | 5.61 | 6.02 | |
| CapEx (cash effective) | | | | | | | | | | 2,157 | 2,371 | |
| R&D | | | | | | | | | | 3,406 | 3,574 | |
| D&A and Write-downs | 1,598 | 1,605 | 1,093 | 1,075 | 505 | 530 | 455 | 552 | 177 | 2,896 | 2,936 | |
| Employees at end of period* | 55,712 | 60,716 | 37,788 | 39,069 | 17,924 | 21,647 | 22,143 | 23,060 | 20,306 | 112,366 | 118,888 | |

* 2013 figures restated