Q3 2012 Earnings Presentation

Good numbers while transforming the company

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Merck KGaA
Darmstadt · Germany

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Agenda

1. **Q3 Operational Update**
2. Q3 Financial Update
3. Guidance

The Group

Solid underlying performance

Key Business Highlights

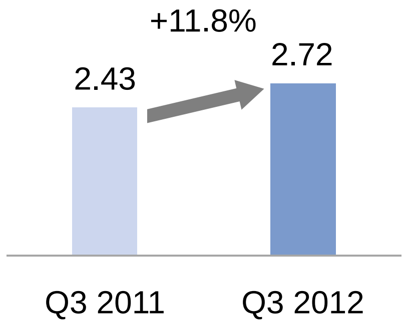
- Good numbers while transforming the company
- Strong performance driven by Biopharmaceuticals and Performance Materials
- Emerging Markets surpasses Europe as the group’s largest geographic region (absolute sales)
- Continued progress being made on Fit for 2018 program

Key Financial Highlights

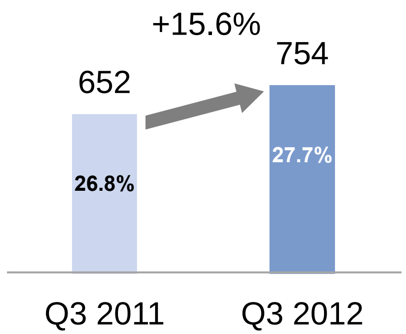
- Strongest quarter in 2012 with 6% organic sales growth, supported by a 6% FX benefit
- EBITDA pre of €754 m is highest in the past two years
- Net financial debt down to €2.1 bn as a result of record free cash flow

Q3 2012 Financials

Sales [€ bn]



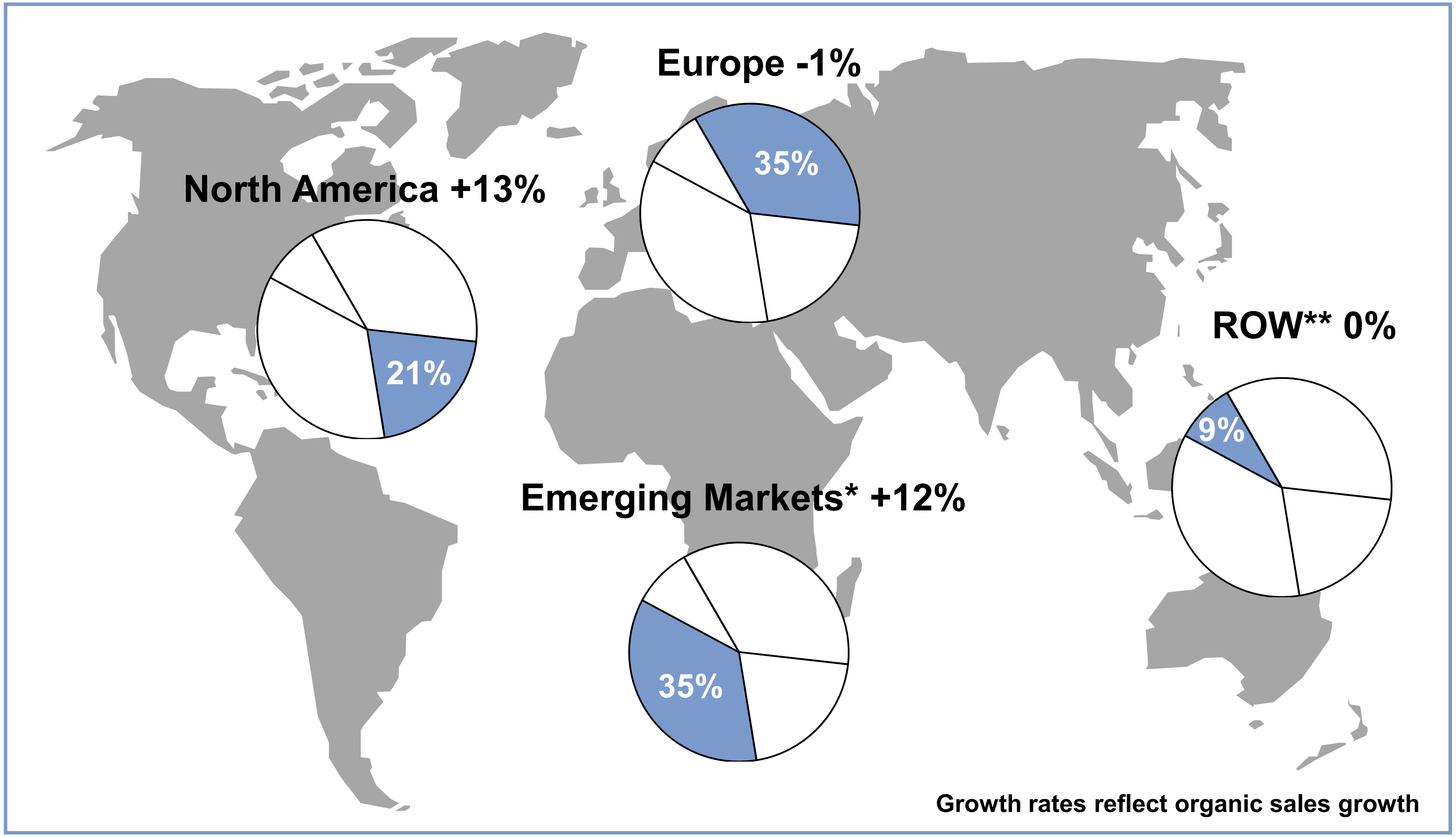
EBITDA pre* [€ m]



* EBITDA pre one-time items, margin shown as a % of sales

The Group

Q3: North America strong, Emerging Markets now surpasses Europe in absolute sales



* Emerging Markets = Latin America + Asia (w/o Japan)
** ROW = Japan, Oceania, Australia, Africa

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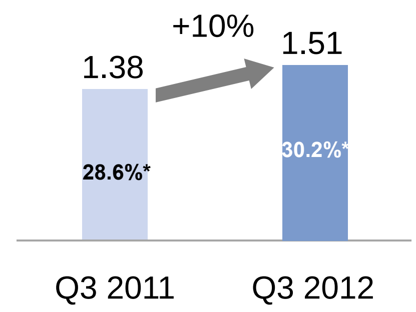
Divisional overview - Pharmaceuticals

Biopharma-ceuticals

- Solid organic sales growth of 5% reflects strong underlying volumes and price increases
- Rebif sales grow 10% organically for second straight quarter, Fertility & Endocrinology remain strong
- Significant improvement in profit margins is the result of more effective resource allocation and first savings from cost efficiency program

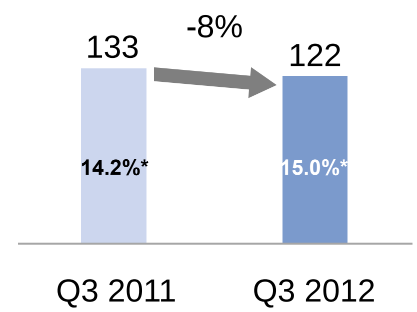
Sales [€ bn]



Consumer Health

- Weak top-line performance due to change of business model and soft European markets
- EBITDA pre margin increases to 15% as the division more successfully manages its business
- Division implements further initiatives as part of its efficiency program

Sales [€ m]

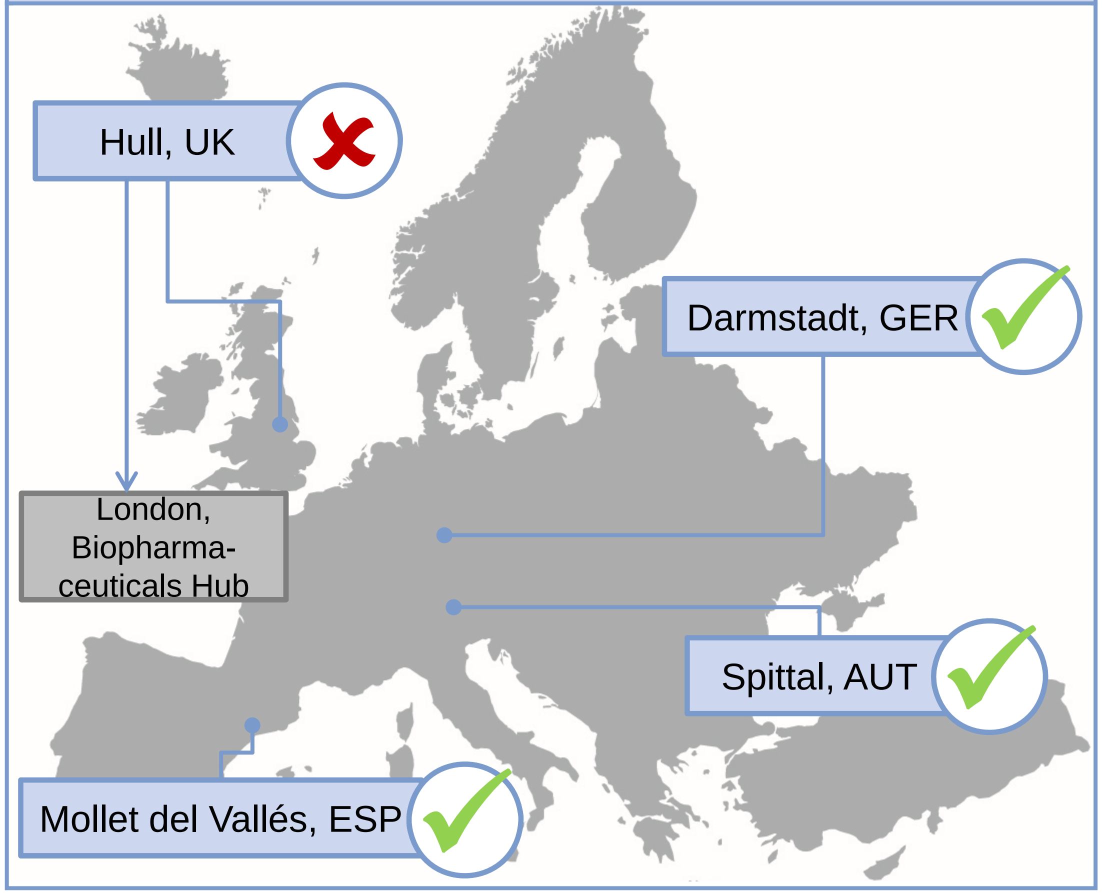


* EBITDA pre one-time items, margin shown as a % of sales

Consumer Health

Seven Seas* restructuring: proposal to close Hull, UK production plant

Large European Production Sites - Consumer Health



Summary

- <u>Proposal</u>: Outsource all manufacturing and packing of Seven Seas* products, while reducing the overall product portfolio
- <u>Rationale</u>: Underutilization of the plant, no state-of-the-art production processes
- <u>Target</u>: Improve the production set up and profitability of the Consumer Health business

* a subsidiary of Merck KGaA, Darmstadt, Germany

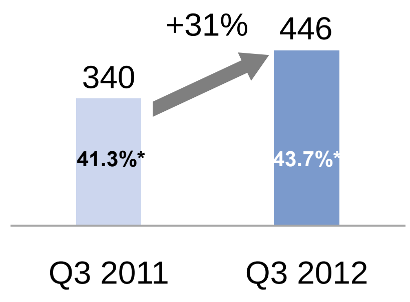
Chemicals Q3

Divisional overview – Chemicals & Life Science

Performance Materials

- Organic sales growth of 20% led by record sales of Liquid Crystals (partly pre-ordering)
- Strong growth in China driven by expanding domestic LCD market
- PS-VA and IPS are strongest performing products
- EBITDA pre margin improves despite pricing pressure and weakness in pigments

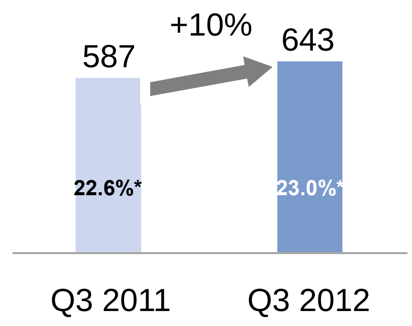
Sales [€ m]



Life Science

- Solid organic sales growth of 3% driven by Process Solutions and Lab Solutions
    - Global biotech customers drive demand
- High R&D investments and bolt-on acquisition to expand capabilities in cell culture media
- EBITDA pre margin higher despite investments

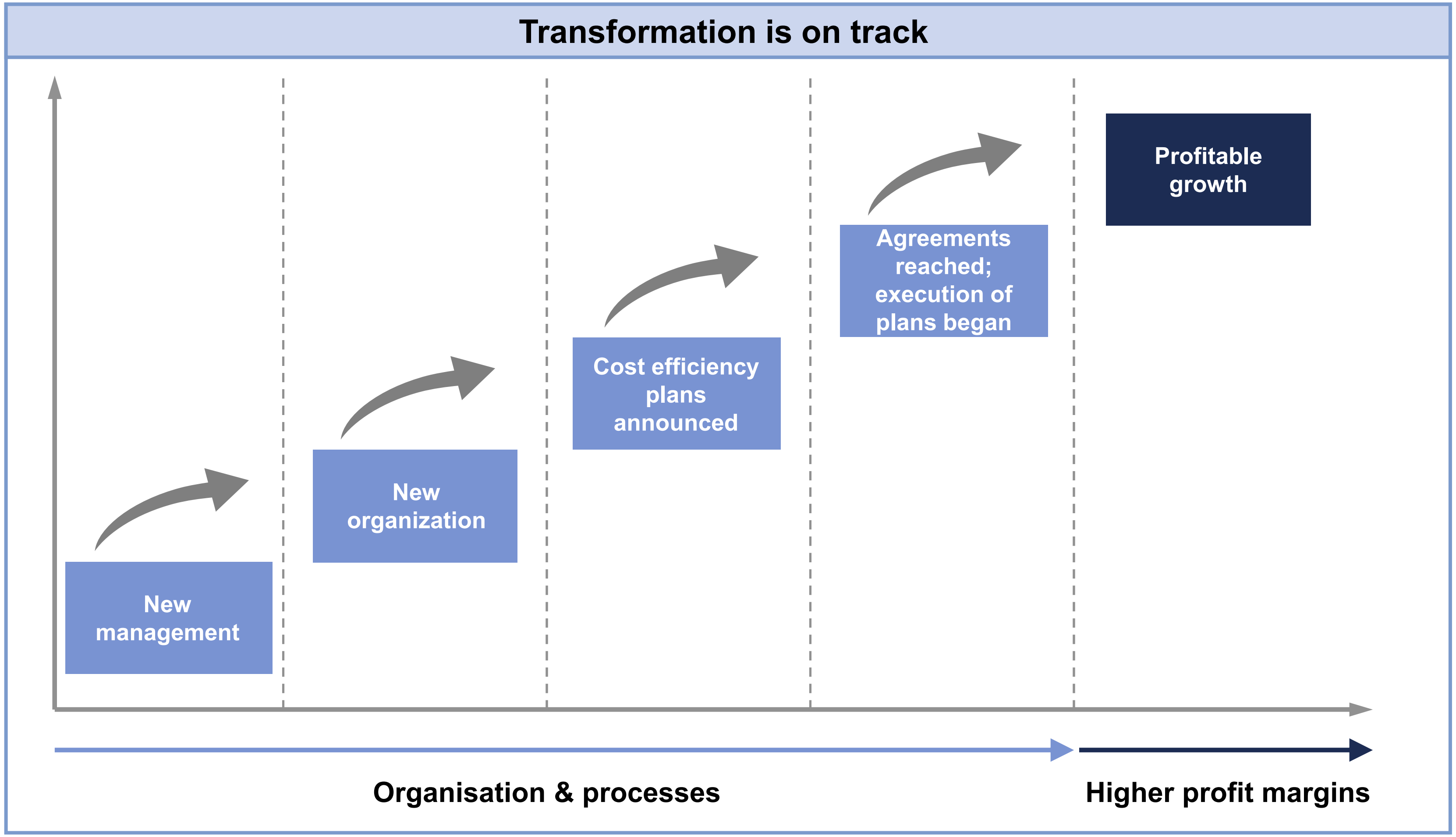
Sales [€ m]



* EBITDA pre one-time items, margin shown as a % of sales

The Group

Transformation is on track



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The Group

Q3 2012: Execution drives solid numbers

[€ m]	Q3 2012	Q3 2011	Δ
Sales	2,722	2,434	12%
EBITDA pre *Margin (% of sales)*	754 *27.7%*	652 *26.8%*	16%
EPS pre [€]	1.98	1.62	22%
Operating cash flow	908	640	42%

[€ m]	Sep 2012	Dec 2011	Δ
Net financial debt	2,127	3,484	-39%
Working capital	2,518	2,919	-14%
Employees	39,545	40,676	-3%

Comments

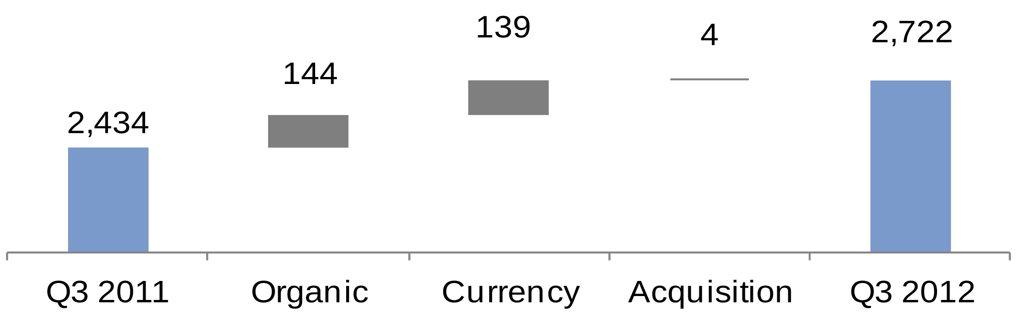
- 12% sales growth reflects 6% organic growth and 6% FX benefit
- EBITDA pre increase driven by strong top-line and cost control
- Improvements in working capital management drives higher free cash flow

The Group

Strong organic growth further supported by FX contribution

Q3 yoy sales	Organic	Currency	Acq.	Total
Biopharmaceuticals	5%	5%	0%	10%
Consumer Health	-10%	3%	0%	-8%
Perf. Materials	20%	11%	0%	31%
Life Science	3%	6%	1%	10%
THE GROUP	**6%**	**6%**	0%	**12%**

Q3 sales bridge [€ m]



Q3 drivers

- 12% higher sales due to 6% organic and 6% FX contribution
- Exceptional performance from Performance Materials, mainly Liquid Crystals
- Biopharmaceuticals & Life Science post solid numbers consistent with trends seen earlier in the year

Sales supported by underlying volume growth and FX (mainly US$)

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Biopharmaceuticals

Healthy top-line and cost efficiency measures drive margin expansion

[€ m]	Q3 2012	Q3 2011	Δ
Total Revenues	**1,623**	**1,469**	**10%**
Sales	1,511	1,375	10%
Royalty and Comm. Income	112	94	20%
Gross Profit	**1,335**	**1,226**	**9%**
Margin (% of sales)	*88.4%*	*89.2%*	
Marketing & Selling	-339	-343	-1%
Royalty and Comm. Exp.	-157	-128	22%
Administration	-67	-64	5%
Other Expenses / Income	-178	-52	>100%
R&D	-287	-297	-3%
Amortization	-165	-164	1%
EBIT	**143**	**178**	**-20%**
Depreciation & Amortization	230	215	7%
One-time items	83	0	n.m.
EBITDA pre	**456**	**393**	**16%**
Margin (% of sales)	*30.2%*	*28.6%*	

Comments

- Sales growth of 10% reflects 5% organic growth, mainly driven by Rebif, Glucophage, Gonal-f
- Royalty income growth notably due to Humira and FX
- Gross margin impacted by higher production costs and start-up costs (LSB)
- Tight cost control on marketing & selling expenses
- Other operating expenses include €83 m one-time costs primarily relating to Fit for 2018 program

Sum of items may not foot due to rounding

Consumer Health

Significant savings mitigate top-line decrease

[€ m]	Q3 2012	Q3 2011	Δ
Total Revenues	**123**	**133**	**-7%**
Sales	122	133	-8%
Royalty and Comm. Income	1	0	>100%
Gross Profit	**82**	**91**	**-9%**
Margin (% of sales)	*67.4%*	*68.5%*	
Marketing & Selling	-53	-57	-7%
Royalty and Comm. Exp.	0	-1	-83%
Administration	-6	-6	5%
Other Expenses / Income	-11	-3	>100%
R&D	-5	-6	-22%
Amortization	-1	-1	2%
EBIT	**7**	**17**	**-56%**
Depreciation & Amortization	3	2	53%
One-time items	8	0	>100%
EBITDA pre	**18**	**19**	**-2%**
Margin (% of sales)	*15.0%*	*14.2%*	

Comments

- Sales decrease 10% organically, 3% benefit from FX
- Sales decrease affected by weaker performance in Europe, particularly in France/Germany
- Division in process of changing its business model as communicated in Q2 2012
- Marketing & selling down due to lower sales promotion spending
- EBITDA pre margin expands despite top-line shortfall, reflecting good execution of cost savings initiatives

Sum of items may not foot due to rounding

Performance Materials

Quarter driven by exceptional Liquid Crystals performance

[€ m]	Q3 2012	Q3 2011	Δ
Total Revenues	**447**	**342**	**31%**
Sales	446	340	31%
Royalty and Comm. Income	1	2	-59%
Gross Profit	**257**	**196**	**31%**
Margin (% of sales)	*57.7%*	*57.6%*	
Marketing & Selling	-38	-33	15%
Royalty and Comm. Exp.	-1	-1	72%
Administration	-9	-8	14%
Other Expenses / Income	-12	-5	>100%
R&D	-35	-34	3%
Amortization	0	0	-21%
EBIT	**161**	**115**	**40%**
Depreciation & Amortization	31	25	22%
One-time items	3	0	>100%
EBITDA pre	**195**	**140**	**39%**
Margin (% of sales)	*43.7%*	*41.3%*	

Comments

- 20% organic sales growth, 11% FX benefit
- Demand from LCD panel manufacturers healthy as industry prepares for holidays
- China emerging as important country for Liquid Crystals and expanding market opportunity
- Pigments & Cosmetics grows organically due to weak comparable Q3 2011
- EBITDA pre margin expands despite pricing pressure and lower profitability in pigments

Sum of items may not foot due to rounding

Life Science

Profitable growth supported by FX and ongoing investments in R&D

[€ m]	Q3 2012	Q3 2011	Δ
Total Revenues	**648**	**588**	**10%**
Sales	643	587	10%
Royalty and Comm. Income	6	2	>100%
Gross Profit	**379**	**341**	**11%**
Margin (% of sales)	*59.0%*	*58.1%*	
Marketing & Selling	-166	-150	11%
Royalty and Comm. Exp.	-4	-4	1%
Administration	-29	-26	9%
Other Expenses / Income	-22	-24	-8%
R&D	-43	-33	28%
Amortization	-52	-47	9%
EBIT	**64**	**55**	**15%**
Depreciation & Amortization	76	71	8%
One-time items	7	6	26%
EBITDA pre	**148**	**132**	**12%**
Margin (% of sales)	*23.0%*	*22.6%*	

Comments

- All business units, especially Process Solutions, contribute to 3% organic sales growth, 6% FX, 1% acquisition effect
- Strong performance in Asia, moderate development in US, soft in Southern Europe
- Gross margin up due to price/volume increase, and improved operational efficiency
- Increased SG&A expense due to negative FX impact
- EBITDA pre reflects improved gross profit

Sum of items may not foot due to rounding

The Group

De-leveraging continues

[€ m]	Sep 30 2012	Dec 31 2011	Δ
Total Assets	**22,273**	**22,122**	**1%**
Equity	10,566	10,494	1%
Cash & other liquid funds	2,928	2,055	42%
Intangible Assets	11,178	11,764	-5%
Financial Debt	5,055	5,539	-9%
Pension Provisions	1,280	1,140	12%
Net Financial Debt	2,127	3,484	-39%

Comments

- Strong operating business leads to increased cash & other liquid funds
- Financial debt down due to bond repayment of €500 m in March 2012
- Ongoing debt de-leveraging

The Group

Free cash flow driven by substantial reduction of inventories and receivables

[€ m]	Q3 2012	Q3 2011	Δ
Profit after tax	**189**	**227**	**-38**
Depreciation & Amortization	343	314	29
Changes in working capital	203	-21	224
Changes in provisions	121	18	103
Changes in other assets / liab.	54	89	-34
Other operating activities	-1	14	-15
Operating cash flow	**908**	**640**	**269**
Capital expenditures	-64	-85	21
Others	-29	-73	44
Free cash flow	**815**	**482**	**333**

Comments

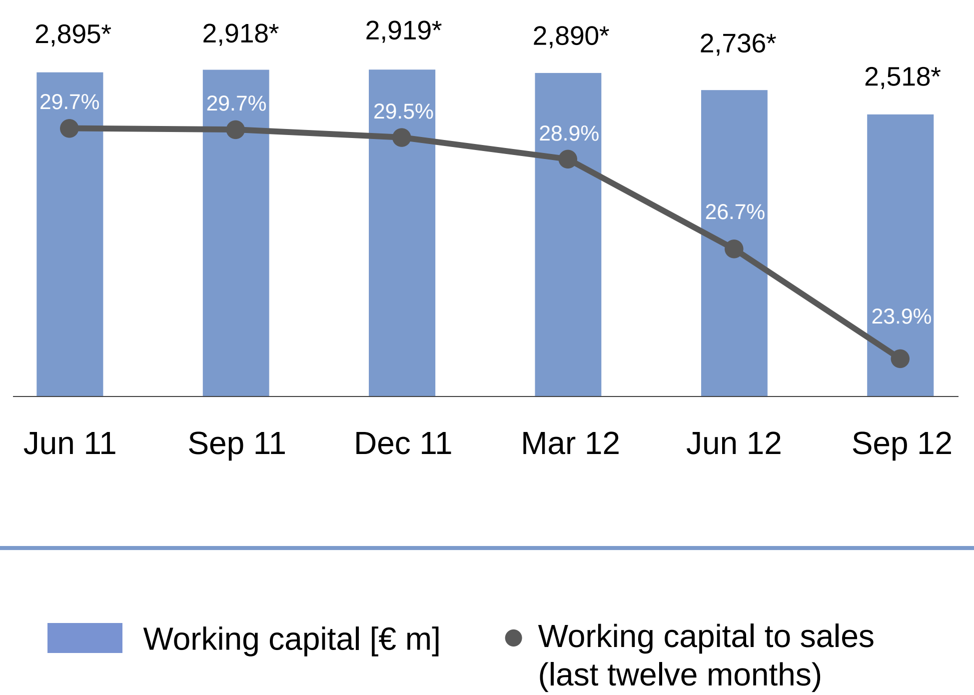
- Working capital management further improved
- Provisions increase mainly due to higher restructuring, bad debt and legal provisions (mainly Lundbeck case)
- Lower capex reflects more stringent capital hurdles as pre-requisite for investment

Sum of items may not foot due to rounding

The Group

We are effectively balancing profitability increase with improvements in working capital

Working capital to sales development



Comments

- Q3 improvement driven mainly by inventory reductions in Performance Materials
- New management incentives for working capital ratios drives improvement
- ~25% considered as healthy level

Effective working capital control mechanisms in place

* Total working capital

Agenda

1. Q3 Operational Update
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3. **Guidance**

The Group

Guidance FY 2012

2012 Divisional EBITDA pre Guidance [€ m]	
Biopharmaceuticals	1,750 – 1,800
Consumer Health	~ 60
Performance Materials	~ 700
Life Science	590 – 600
Corporate	-200

Group Guidance [€ bn]	
Total revenues	10.9-11.0
EBITDA pre	**2.90 – 2.95**
(including €55 m efficiency savings)	

Assumptions:

- Current economic environment unchanged
- Reported numbers will still be burdened by one-time costs, while the majority of costs have been taken in Q2
- Underlying tax rate around 25-26%
- Q4 2012: US$/€ = 1.29; CHF/€ = 1.20

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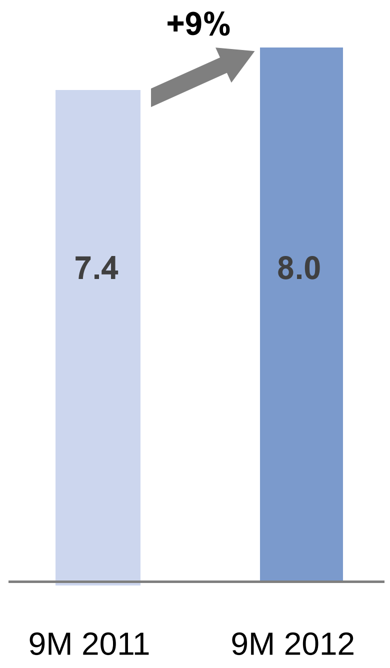
Q3 2012

APPENDIX

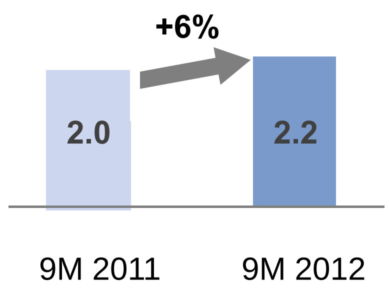
The Group

We are positioned to report solid numbers in challenging economy and a year of change

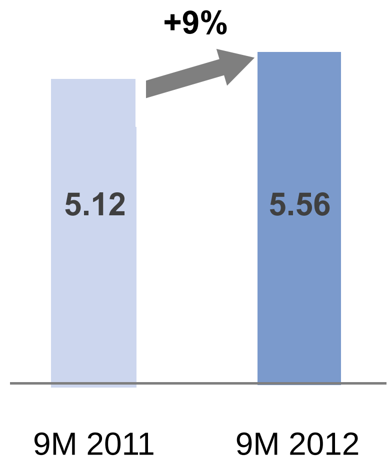
Sales [€ bn]



EBITDA pre [€ bn]



EPS pre [€]



Solid top-line and profitability improvement in first year of transformation

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The Group

Solid sales performance driven by organic growth and substantial FX benefit

[€ m]	9M 2012	9M 2011	Δ
Total Revenues	**8,338**	**7,651**	**9%**
Sales	8,029	7,381	9%
Royalty income	309	269	15%
Gross Profit	**5,994**	**5,573**	**8%**
Margin (% of sales)	*74.7%*	*75.5%*	
Marketing & Selling	-1,802	-1,778	1%
Royalty and Comm. Exp.	-433	-364	19%
Administration	-421	-397	6%
Other Expenses / Income	-878	-302	>100%
R&D	-1,157	-1,117	4%
Amortization	-652	-780	-16%
EBIT	**652**	**836**	**-22%**
Depreciation & Amortization	1,037	1,254	-17%
One-time items	486	-48	n.m.
EBITDA pre	**2,175**	**2,043**	**6%**
Margin (% of sales)	*27.1%*	*27.7%*	

Comments

- Sales increased 4% organically mainly due to Biopharma-ceuticals, and a 4% benefit from changes in foreign exchange rates
- Royalty and commission expenses driven by Rebif US
- Sharp increase in other expenses reflects the initiation of the Fit for 2018 program in 2012

Sum of items may not foot due to rounding

The Group

Lower discretionary spending and interest expense help to drive EPS pre growth

[€ m]	9M 2012	9M 2011	Δ
EBIT	**652**	**836**	**-22%**
Financial Result	-194	-219	-11%
Profit before Taxes	**458**	**617**	**-26%**
Income Tax	-155	-136	14%
Tax Rate (%)	*33.8*	*22.0*	
Net Income pre	**1,208**	**1,114**	**8%**
EPS pre (€)	5.56	5.12	9%

Comments

- EBIT 9M 2012 contains €486 m one-time items mainly due to €409 m relating to Fit for 2018 program and higher litigation provisions
- Financial result benefits from lower interest payments from debt repayment
- Reported tax rate up due to impact from one-time items, adjusted tax rate of 25.5% remains at midpoint of guidance

The Group

Despite lower profit, we deliver strong free cash flow through working capital management

[€ m]	9M 2012	9M 2011	Δ
Profit after tax	**303**	**482**	**-179**
Depreciation & Amortization	1,037	1,254	-216
Changes in working capital	425	-237	661
Changes in provisions	551	23	528
Changes in other assets / liab.	-217	-122	-95
Other operating activities	-26	-183	157
Net cash flow operating	**2,074**	**1,217**	**857**
Capital expenditures	-181	-246	65
Others	-33	409	-442
Free cash flow	**1,860**	**1,380**	**480**

Comments

- Working capital improvement coming from inventory and receivables reduction
- Increased provisions due to restructuring program and litigation
- 2012 YTD free cash flow grows 35% despite difficult comparison
    - Free cash flow 9M 2011 benefitted from €471 m divestment gains from Théramex and Crop BioScience

Sum of items may not foot due to rounding

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Restructuring costs and net savings targets

Year	2012E		2013E		2014E	
[€m]	Net Cost Savings	Related charges	Net Cost Savings	Related charges	Net Cost Savings	Related charges
Biopharma-ceuticals	50	400	200	150	300	50
Consumer Health	5	30	15	10	25	-
Total	**55**	**430**	**215**	**160**	**325**	**50**

Biopharmaceuticals

Solid YTD results driven by good business performance and tight cost controls

[€ m]	9M 2012	9M 2011	Δ
Total Revenues	**4,767**	**4,376**	**9%**
Sales	4,474	4,115	9%
Royalty income	293	261	12%
Gross Profit	**3,891**	**3,636**	**7%**
Margin (% of sales)	*87.0%*	*88.4%*	
Marketing & Selling	-1,030	-1,061	-3%
Royalty and Comm. Exp.	-420	-347	21%
Administration	-191	-190	1%
Other Expenses / Income	-541	-317	71%
R&D	-916	-903	1%
Amortization	-494	-626	-21%
EBIT	**298**	**192**	**55%**
Depreciation & Amortization	706	942	-25%
One-time items	284	26	>100%
EBITDA pre	**1,289**	**1,161**	**11%**
Margin (% of sales)	*28.8%*	*28.2%*	

Comments

- Sales grow 9%, organic sales growth of 5%; and a 3% benefit from changes in foreign exchange rates
- Main organic sales drivers are North America (Rebif), and Emerging Markets (notably Glucophage, Gonal-f, Concor)
- Gross profit impacted by higher production costs and start-up costs (LSB)
- Other operating result includes €280 m restructuring costs

Sum of items may not foot due to rounding

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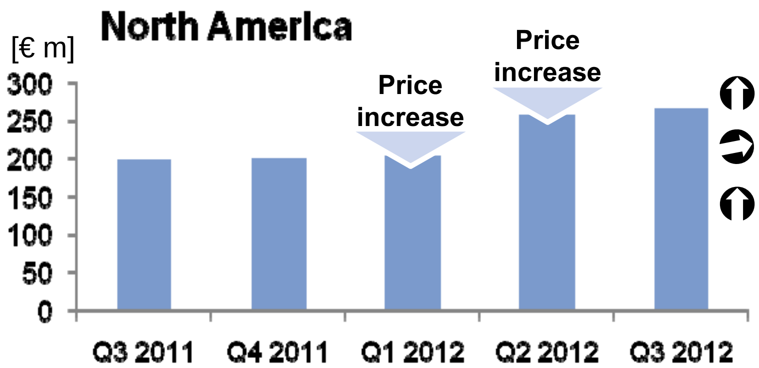
Biopharmaceuticals - Rebif

US price increases remain major growth driver

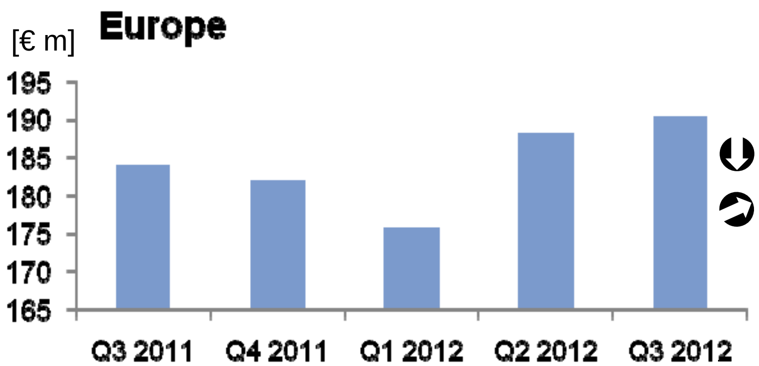
Rebif (interferon beta-1a) sc injection



Price
Volume
Currency

Trend

Q3 performance



Price
Volume

Comments

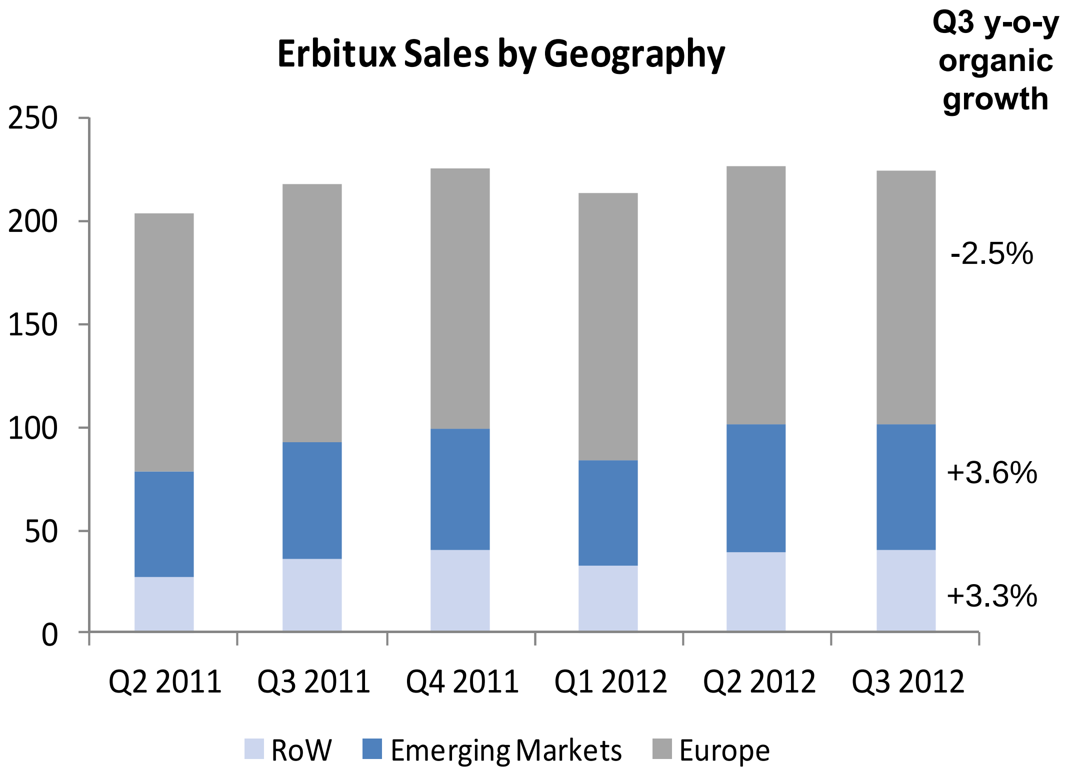
- ~ €500 m global sales in Q3 2012
- Small volume growth in North America (organic growth 20.1%) and Europe (organic growth 2.1%)
- Performance in North America benefitting from two price increases passed earlier in 2012
- Growth 2012E: ~5% organic sales growth

Biopharmaceuticals - Erbitux

Emerging Markets and Australia drive growth, ongoing weakness in Europe

ERBITUX
CETUXIMAB

[€ m]



Comments

- €224 m global sales in Q3 2012
- Organic sales growth in Emerging Markets
- Europe softer due to increasing competition and pricing pressure
- Growth 2012E: 1-4% organic growth
- Voluntary withdrawal of NSCLC filing in Europe

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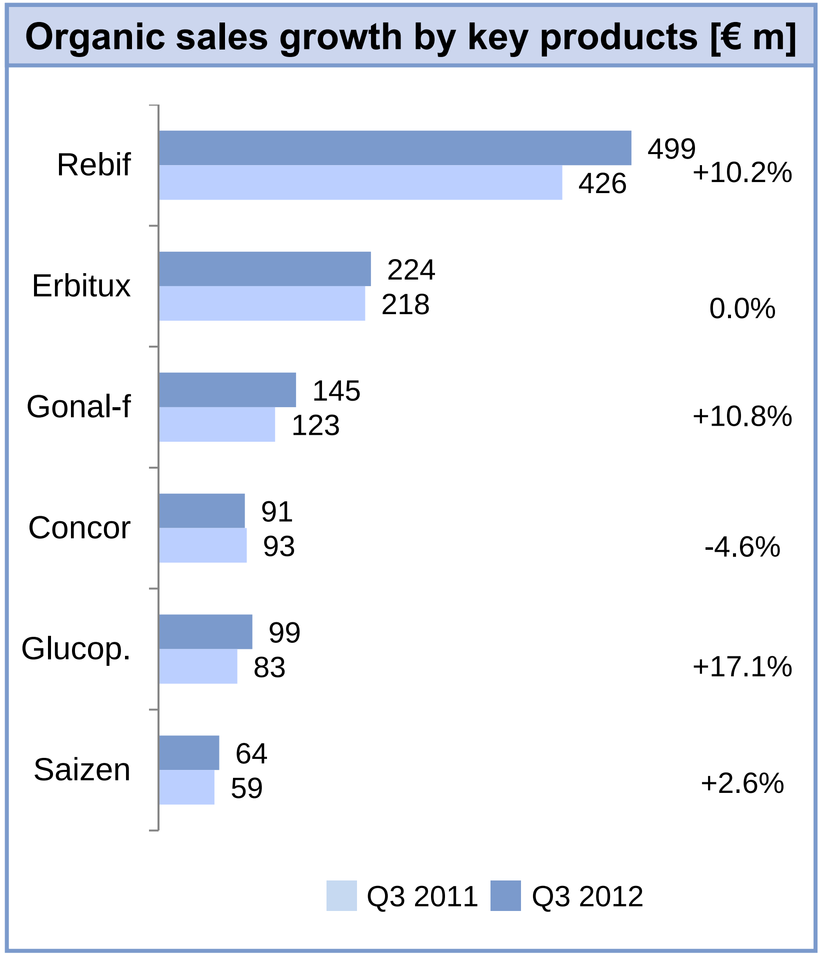
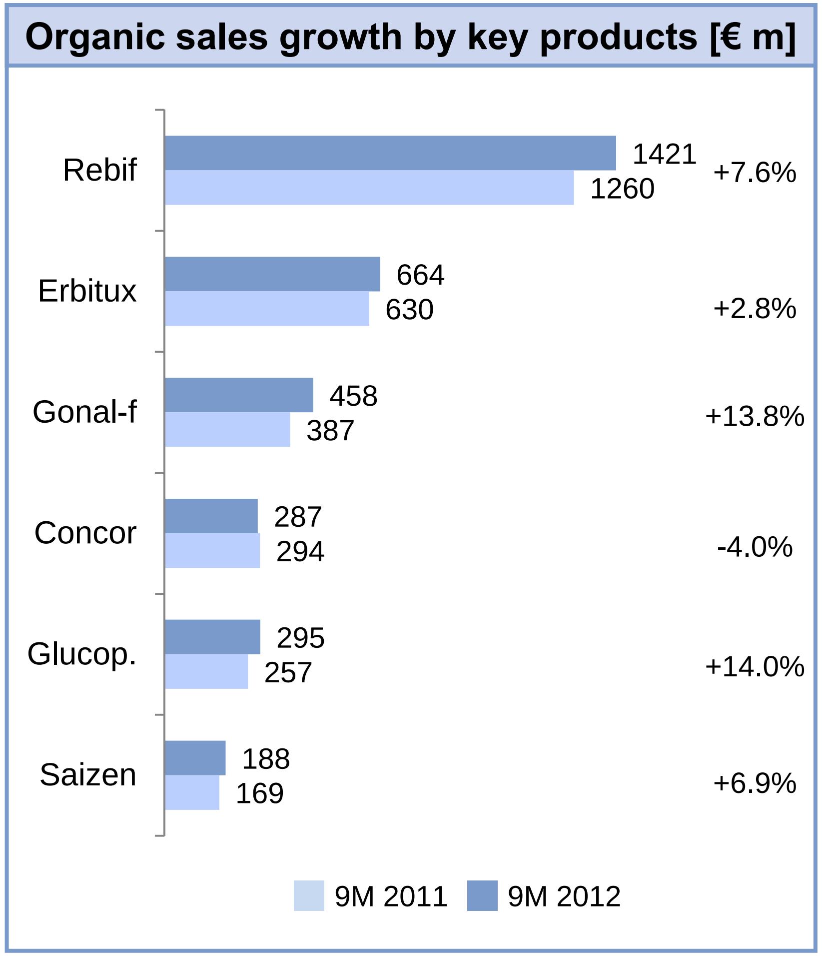
Biopharmaceuticals

Rebif drives growth





Biopharmaceuticals

Pipeline

Phase I

- **ATX-MS-1467**
  Immune tolerizing agent
  Multiple sclerosis
- **Plovamer acetate (PI –2301)**
  Second-generation peptide copolymer
  Multiple sclerosis
- **Novel combination of pimasertib with PI3K inhibitor**[1]
  Solid tumors
- **MEK inhibitor 2**
  Solid tumors
- **C-Met kinase inhibitor**
  Solid tumors
- **NHS-IL12**[2]
  Cancer immunotherapy
  Solid Tumors
- **TH-302**
  Hypoxia-targeted drug
  Hematologic malignancies and solid tumors
- **Sym004**
  Anti-EGFR mAbs
  Solid Tumors
- **Sprifermin**
  Fibroblast Growth Factor 18
  Osteoarthritis

Phase II

- **ONO – 4641**
  Oral S1P receptor modulator
  Multiple sclerosis
- **Cilengitide**
  Integrin inhibitor
  Non-small cell lung cancer
- **DI17E6**
  Anti-integrin mAb
  Metastatic colorectal cancer
- **DI17E6**
  Anti-integrin mAb
  Metastatic castration-resistant prostate cancer
- **TH-302**
  Hypoxia-targeted drug
  Pancreatic cancer
- **Pimasertib**
  MEK inhibitor 1
  Pancreatic Cancer
- **Pimasertib**
  MEK inhibitor 1
  Malignant Melanoma
- **Sym004**
  Anti-EGFR mAbs
  Squamous cell carcinoma of the head and neck
- **Sprifermin**
  Fibroblast Growth Factor 18
  Cartilage injury repair
- **Atacicept**
  anti-Blys/anti-APRIL fusion protein
  Systemic lupus erythematosus

Phase III

- **Cilengitide**
  Integrin inhibitor
  Glioblastoma
- **Stimuvax ® (L-BLP25)**
  MUC1 antigen-specific cancer immunotherapy
  Non-small cell lung cancer
- **TH-302**
  Hypoxia-targeted drug
  Soft tissue sarcoma
- **Kuvan ®**
  (Sapropterin dihydrochloride)
  PKU in pediatric patients < 4years[3]

In registration

- **Erbitux ® (cetuximab)**
  Anti-EGFR mAb
  Squamous cell carcinoma of the head and neck (Japan)
- **Erbitux ® (cetuximab)**
  Anti-EGFR mAb
  Squamous cell carcinoma of the head and neck (China)

Legend:
- Neurodegenerative Diseases
- Oncology
- Rheumatology / Immunology
- Endocrinology

As of November 15, 2012

[1] Combined with PI3K/mTOR inhibitor of Sanofi (SAR245409), conducted under the responsibility of Merck KGaA, Darmstadt, Germany

[2] Sponsored by the National Cancer Institute (NCI), USA

Biopharmaceuticals

Expected timelines of current pipeline projects

Project	Indication	Trial	Datapoint	Timeline
Oncology				
Stimuvax	NSCLC	START	PIII final	Q1 2013
Cilgengitide	Glioblastoma	CENTRIC	PIII final	H1 2013
Neurology				
ONO-4641	Multiple Sclerosis		PIII decision	2013
Rheumatology				
Atacicept	SLE	APRIL	PII final	H2 2012

Consumer Health

Profitability increase despite weak top-line - driven by strong cost containment

[€ m]	9M 2012	9M 2011	Δ
Total Revenues	**353**	**368**	**-4%**
Sales	351	366	-4%
Royalty income	2	1	22%
Gross Profit	**237**	**253**	**-6%**
Margin (% of sales)	*67.5%*	*69.0%*	
Marketing & Selling	-159	-174	-9%
Royalty and Comm. Exp.	0	-2	-80%
Administration	-17	-17	0%
Other Expenses / Income	-21	-5	>100%
R&D	-14	-16	-15%
Amortization	-3	-3	9%
EBIT	**22**	**34**	**-36%**
Depreciation & Amortization	9	8	10%
One-time items	14	0	>100%
EBITDA pre	**45**	**42**	**6%**
Margin (% of sales)	*12.7%*	*11.6%*	

Comments

- Organic sales decline 6%, FX benefit of 2%
- Sales decline primarily due to weak performance in Europe
- Other operating result includes €14 m restructuring costs
- EBITDA pre margin improvement due primarily to lower sales promotion costs

Sum of items may not foot due to rounding

Merck KGaA
Darmstadt · Germany

Performance Materials

Favorable FX and strong performance of Liquid Crystals drive top-line performance

[€ m]	9M 2012	9M 2011	Δ
Total Revenues	**1,260**	**1,124**	**12%**
Sales	1,259	1,122	12%
Royalty income	1	2	-60%
Gross Profit	**715**	**660**	**8%**
Margin (% of sales)	*56.8%*	*58.8%*	
Marketing & Selling	-106	-99	7%
Royalty and Comm. Exp.	-2	-3	-47%
Administration	-27	-25	9%
Other Expenses / Income	-9	128	n.m.
R&D	-102	-100	3%
Amortization	-1	-11	-89%
EBIT	**468**	**550**	**-15%**
Depreciation & Amortization	88	87	2%
One-time items	-11	-119	-91%
EBITDA pre	**545**	**518**	**5%**
Margin (% of sales)	*43.3%*	*46.2%*	

Comments

- 4% organic sales growth driven by Liquid Crystals, FX benefit of 8%
- Gross profit impacted by lower prices and increased production costs due to volume growth
- M&S rise below sales growth
- Other operating result 9M 2011 benefits from €157 m gain of Crop BioScience divestment

Sum of items may not foot due to rounding

Merck KGaA
Darmstadt · Germany

Life Science

Solid organic sales performance delivers profitable growth

[€ m]	9M 2012	9M 2011	Δ
Total Revenues	**1,959**	**1,783**	**10%**
Sales	1,945	1,778	9%
Royalty income	14	5	>100%
Gross Profit	**1,154**	**1,028**	**12%**
Margin (% of sales)	*59.3%*	*57.8%*	
Marketing & Selling	-502	-443	13%
Royalty and Comm. Exp.	-11	-11	5%
Administration	-87	-79	10%
Other Expenses / Income	-71	-80	-11%
R&D	-122	-97	25%
Amortization	-153	-141	9%
EBIT	**207**	**178**	**16%**
Depreciation & Amortization	228	214	7%
One-time items	22	28	-21%
EBITDA pre	**457**	**419**	**9%**
Margin (% of sales)	*23.5%*	*23.6%*	

Comments

- Sales grow 9%; organic sales growth of 3%, acquisition benefit of 2%, and a 5% favorable benefit from changes in foreign exchange rates
- All business units contribute to organic sales growth, lead by Process Solutions
- Gross margin increase of 150 basis points supported by FX changes and improved operational effiency
- EBITDA pre grows, but down as a % of sales due primarily to R&D investments

Sum of items may not foot due to rounding

Merck KGaA
Darmstadt · Germany

The Group

2012 Q3 Reconciliation to adjusted results

[€ m]	Q3 2012	Q3 2011
EBIT	**318**	**332**
Depreciation & Amortization	**343**	**314**
Regular depreciation & amortization	115	102
Amortization of purchased intangible assets	217	212
Impairments	11	0
EBITDA	**661**	**646**
One-time items	**93**	**6**
M&A costs	0	0
Restructuring costs	43	0
Integration/IT related costs	7	6
Costs from discontinuing businesses	43	0
Other one-time costs	0	0
EBITDA pre	**754**	**652**
Regular depreciation & amortization	-115	-102
Financial result	-58	-72
Profit before tax pre	581	478
EPS pre [in€]	**1.98**	**1.62**

Sum of items may not foot due to rounding

The Group

2012 YTD Reconciliation to adjusted results

[€ m]	9M 2012	9M 2011
EBIT	**652**	**836**
Depreciation & Amortization	**1,037**	**1,254**
Regular depreciation & amortization	348	318
Amortization of purchased intangible assets	647	618
Impairments	42	319
EBITDA	**1,689**	**2,091**
One-time items	**486**	**-48**
M&A costs	0	0
Restructuring costs	409	0
Integration/IT related costs	23	27
Costs from discontinuing businesses	54	-147
Other one-time costs	0	72
EBITDA pre	**2,175**	**2,043**
Regular depreciation & amortization	-348	-318
Financial result	-194	-219
Profit before tax pre	1,633	1,506
EPS pre [in€]	**5.56**	**5.12**

Sum of items may not foot due to rounding

The Group

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