


Segment Reporting – Group

Business segments 2004 (in € million)	Consumer	tesa	Group
Net sales	3,840	706	4,546
Change in % (nominal)	2.7 %	1.4 %	2.5 %
Change in % (adjusted*)	4.3 %	5.4 %	4.5 %
Share of Group sales	84.5 %	15.5 %	100.0 %
EBITDA	575	81	656
Operating result (EBIT)	433	50	483
(as % of sales)	11.3 %	7.1 %	10.6 %
Gross operating capital	1,771	463	2,234
Operating liabilities	716	115	831
EBIT return on capital employed	41.1 %	14.4 %	34.4 %
Gross cash flow	420	73	493
Capital expenditure (excl. financial assets)	134	29	163
Depreciation (excl. financial assets)	142	31	173
Research and development expenses	85	16	101
Employees (as of Dec. 31, 2004)	13,013	3,479	16,492

*adjusted for the sale of a small part of the tesa US business, adjusted for currency translation effects


Download Chart (MS Excel) 

Business segments 2003 (in € million)	Consumer	tesa	Group
Net sales	3,739	696	4,435
Change in % (nominal)	-1.6 %	0.4 %	-1.3 %
Change in % (adjusted for currency translation effects)	3.9 %	5.7 %	4.2 %
Share of Group sales	84.3 %	15.7 %	100.0 %
EBITDA	552	62	614
Operating result (EBIT)	420	35	455
(as % of sales)	11.2 %	5.0 %	10.3 %
Gross operating capital	1,848	467	2,315
Operating liabilities	702	111	813
EBIT return on capital employed	36.7 %	9.8 %	30.3 %
Gross cash flow	332	45	377
Capital expenditure (excl. financial assets)	131	30	161
Depreciation (excl. financial assets)	132	27	159
Research and development expenses	83	14	97
Employees (as of Dec. 31, 2003)	13,073	3,591	16,664

Download Chart (MS Excel) 

Regions 2004 (in € million)	Europe	Americas	Africa/ Asia/ Australia	Group
Net sales	3,388	635	523	4,546
Change in % (nominal)	1.8 %	-0.4 %	11.8 %	2.5 %
Change in % (adjusted*)	1.8 %	10.4 %	15.4 %	4.5 %
Share of Group sales	74.5 %	14.0 %	11.5 %	100.0 %
EBITDA	577	21	58	656
Operating result (EBIT)	426	10	47	483
(as % of sales)	12.6 %	1.5 %	9.1 %	10.6 %
Gross operating capital	1,773	275	186	2,234
Operating liabilities	675	69	87	831
EBIT return on capital employed	38.8 %	4.8 %	47.9 %	34.4 %
Gross cash flow	437	17	39	493
Capital expenditure (excl. financial assets)	142	9	12	163
Depreciation (excl. financial assets)	151	11	11	173
Research and development expenses	97	1	3	101
Employees (as of Dec. 31, 2004)	11,504	2,192	2,796	16,492

*adjusted for the sale of a small part of the tesa US business, adjusted for currency translation effects

Download Chart (MS Excel) 

Regions 2003 (in € million)	Europe	Americas	Africa/ Asia/ Australia	Group
Net sales	3,329	638	468	4,435
Change in % (nominal)	2.2 %	-15.8 %	-2.0 %	-1.3 %
Change in % (adjusted for currency translation effects)	4.0 %	1.9 %	8.7 %	4.2 %
Share of Group sales	75.1 %	14.4 %	10.5 %	100.0 %
EBITDA	534	28	52	614
Operating result (EBIT)	396	15	44	455
(as % of sales)	11.9 %	2.3 %	9.3 %	10.3 %
Gross operating capital	1,840	297	178	2,315
Operating liabilities	676	68	69	813
EBIT return on capital employed	34.1 %	6.5 %	40.3 %	30.3 %
Gross cash flow	321	20	36	377
Capital expenditure (excl. financial assets)	136	15	10	161
Depreciation (excl. financial assets)	138	13	8	159
Research and development expenses	93	1	3	97
Employees (as of Dec. 31, 2003)	11,751	2,371	2,542	16,664

Download Chart (MS Excel) 