

## Business segments<sup>1</sup>

2014	Continuing operations					Total	Discontinued operations	Eliminations	Total
	Nutrition	Performance Materials	Innovation Center	Corporate <sup>2</sup> Activities	Eliminations				
<i>Financial performance</i>									
Net sales	4,335	2,460	154	102	-	7,051	2,232	-	9,283
Supplies to other clusters	92	38	3	-	(95)	38	415	(453)	-
Supplies	4,427	2,498	157	102	(95)	7,089	2,647	(453)	9,283
EBITDA	<b>850</b>	<b>323</b>	<b>(18)</b>	<b>(117)</b>	-	<b>1,038</b>	<b>128</b>	-	<b>1,166</b>
Operating profit	596	204	(45)	(168)	-	587	30	-	617
Exceptional items	(23)	4	-	(41)	-	(60)	(267)	-	(327)
Operating profit including exceptional items	<b>573</b>	<b>208</b>	<b>(45)</b>	<b>(209)</b>	-	<b>527</b>	<b>(237)</b>	-	<b>290</b>
Depreciation and amortization	242	118	27	46	-	433	87	-	520
Impairments	12	1	-	5	-	18	11	-	29
Impairments in exceptional items	1	(1)	-	3	-	3	294	-	297
Additions to provisions	29	-	-	22	-	51	4	-	55
Share of the profit of associates and joint ventures	(1)	2	(10)	(48)	-	(57)	(2)	-	(59)
R&D costs <sup>3</sup>	103	98	70	33	-	304	19	-	323
Wages, salaries and social security costs	818	304	67	245	-	1,434	163	-	1,597
<i>Financial position</i>									
Total assets	6,200	1,835	750	2,012	-	10,797	1,329	-	12,126
Total liabilities	1,541	529	68	3,379	-	5,517	673	-	6,190
Capital employed at year-end	5,034	1,744	523	130	-	7,431	674	-	8,105
Capital expenditure	330	71	27	49	-	477	139	-	616
Share in equity of associates and joint ventures	1	6	118	482	-	607	10	-	617
EBITDA / net sales (in %)	19.6	13.1				14.7	5.7		12.6
<i>Workforce</i>									
Average in FTE	11,067	4,476	697	2,830	-	19,070	2,728	-	21,798
Year-end (headcount)	10,857	4,496	675	2,999	-	19,027	2,324	-	21,351

<sup>1</sup> For a description of the types of products and services of each segment please refer to the 'Review of business' in the 'Report by the Managing Board'. Supplies from DSM Fibre Intermediates to DSM Engineering Plastics were executed at cost. Transfers between other segments were fairly limited and were generally executed at market-based prices.

<sup>2</sup> Corporate Activities also includes costs for regional holdings, corporate overhead and share-based compensation.

<sup>3</sup> R&D costs relate to the functional area Research and development and exclude R&D costs included in the functional areas Cost of sales and Marketing and sales as well as R&D expenditure capitalized.