

Sample Company, Inc.  
Sectorial Breakdown  
(in Euros)

	Pharmaceuticals		Generics		Consumer Health		CIBA Vision		Animal Health		Corporate		Total Continuing Sectors		Discontinued Agribusiness Sector		Group	
	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003
<b>Primary business segments:</b>																		
Sales to external customers	20,181	18,150	2,433	1,973	6,675	6,514	1,787	1,392	962	1,083	-	-	32,038	29,112	0	6,693	32,038	35,805
Sales to other sectors	230	245	203	170	29	42	17	8	15	0	-494	-465	-	-	-	-	-	-
Revenues for primary segment	20,411	18,395	2,636	2,143	6,704	6,556	1,804	1,400	977	1,083	-494	-465	32,038	29,112	0	6,693	32,038	35,805
Result	5,677	5,401	281	242	920	869	174	100	138	179	87	-64	7,277	6,727	0	1,156	7,277	7,883
Share of profit (loss) from equity accounted investments	190	104	2	1	-14	-7	0	-1	0	0	-39	0	139	97	0	1	139	98
Finance (costs) income, net	-	-	-	-	-	-	-	-	-	-	-	-	-1,067	-1,216	-	-	-1,067	-1,091
Profit (loss) before tax	-	-	-	-	-	-	-	-	-	-	-	-	8,483	8,040	-	-	8,483	9,072
Income taxes	-	-	-	-	-	-	-	-	-	-	-	-	1,440	1,504	-	-	1,440	1,820
Profit (loss)	-	-	-	-	-	-	-	-	-	-	-	-	7,043	6,536	-	-	7,043	7,252
Profit (loss) attributable to minority interest	-	-	-	-	-	-	-	-	-	-	-	-	19	25	-	-	19	42
Profit (loss) attributable to equity holders of parent	-	-	-	-	-	-	-	-	-	-	-	-	7,024	6,511	-	-	7,024	7,210
Research and development	-3,447	-3,311	-169	-170	-181	-186	-98	-67	-93	-88	-201	-189	-4,189	-4,011	0	-646	-4,189	-4,657
Depreciation	-578	-622	-126	-115	-105	-101	-96	-86	-14	-12	-20	-32	-939	-968	0	-221	-939	-1,189
Amortisation	-306	-62	-87	-58	-45	-38	-102	-32	-15	-12	-9	-3	-564	-205	0	-104	-564	-309
Impairment loss recognised in income	-242	-2	0	0	-4	0	0	0	0	0	0	0	-246	-2	0	-5	-246	-7
Restructuring costs	0	42	0	16	21	2	0	41	0	0	0	0	21	101	0	0	21	101
Total assets	18,631	16,887	3,362	2,575	4,686	4,426	2,909	3,169	735	842	36,462	30,297	66,785	58,196	0	0	66,785	58,196
Total liabilities	-5,487	-4,477	-740	-636	-2,158	-2,142	-599	-824	-163	-198	-15,289	-12,979	-24,436	-21,256	0	0	-24,436	-21,256
Total Equity	13,144	12,410	2,622	1,939	2,528	2,284	2,310	2,345	572	644	21,173	17,318	42,349	36,940	0	0	42,349	36,940
Property, plant and equipment	5,897	5,770	1,081	974	893	880	579	648	73	72	537	686	9,060	9,030	0	0	9,060	9,030
Accrual based capital additions for sector	617	534	209	241	129	122	153	120	19	20	224	142	1,351	1,179	0	174	1,351	1,353
Investment in equity accounted investments	1,554	1,375	7	5	0	2	0	5	0	0	5,154	144	6,715	1,531	0	0	6,715	1,531
Number of employees at end of year	41,256	38,397	7,230	5,712	12,824	12,949	6,797	7,644	1,997	1,975	1,012	976	71,116	67,653	0	0	71,116	67,653