# Income Statement

## LANXESS Group

<table>
<thead>
<tr>
<th>€ million</th>
<th>Note</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>(20)</td>
<td>8,300</td>
<td>8,006</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(21)</td>
<td>(6,752)</td>
<td>(6,418)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td></td>
<td>1,548</td>
<td>1,588</td>
</tr>
<tr>
<td>Selling expenses</td>
<td>(22)</td>
<td>755</td>
<td>742</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>(23)</td>
<td>186</td>
<td>160</td>
</tr>
<tr>
<td>General administration expenses</td>
<td>(24)</td>
<td>301</td>
<td>278</td>
</tr>
<tr>
<td>Other operating income</td>
<td>(25)</td>
<td>128</td>
<td>118</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(26)</td>
<td>527</td>
<td>308</td>
</tr>
<tr>
<td><strong>Operating result (EBIT)</strong></td>
<td></td>
<td>(93)</td>
<td>218</td>
</tr>
<tr>
<td>Income from investments accounted for using the equity method</td>
<td></td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>Interest income</td>
<td></td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Interest expense</td>
<td></td>
<td>(108)</td>
<td>(72)</td>
</tr>
<tr>
<td>Other financial income and expense</td>
<td></td>
<td>40</td>
<td>71</td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td></td>
<td>(146)</td>
<td>(138)</td>
</tr>
<tr>
<td>Income (loss) before income taxes</td>
<td></td>
<td>(239)</td>
<td>80</td>
</tr>
<tr>
<td>Income taxes</td>
<td>(28)</td>
<td>71</td>
<td>(36)</td>
</tr>
<tr>
<td>Income (loss) after income taxes</td>
<td></td>
<td>(168)</td>
<td>44</td>
</tr>
<tr>
<td>of which attributable to non-controlling interests</td>
<td>(9)</td>
<td>(3)</td>
<td></td>
</tr>
<tr>
<td>of which attributable to LANXESS AG stockholders [net income (loss)]</td>
<td>(159)</td>
<td>47</td>
<td></td>
</tr>
<tr>
<td><strong>Earnings per share (undiluted/diluted) (€)</strong></td>
<td>(29)</td>
<td>(1.91)</td>
<td>0.53</td>
</tr>
</tbody>
</table>