Statement by Kasper Rorsted

Chairman of the Management Board

Conference-Call

May 8, 2013, 10.30 a.m.

Ladies and Gentlemen:

Welcome to today's telephone conference.

Earlier today you will have received our press release and our quarterly report informing you about our business performance in the first three months of 2013. No doubt you have already taken note of these documents.

So I would like to just briefly walk you through the key aspects. I will then talk about our outlook for the current year. Our CFO, Carsten Knobel, and I will then be happy to answer your questions.

Ladies and Gentlemen,

In the first quarter of 2013, business was again impacted by the continuing debt crisis. This was particularly apparent in Western Europe where the economy shrank during the first three months of the year.

Once more, the negative economic consequences were most seriously felt in the countries of Southern Europe. This adversely affected both private consumption and activity in major industrial sectors.

Globally, both private consumption and industrial production showed no more than moderate growth with an increase of only around 2 percent. In numerous key industries, the demand remained below expectations, exhibiting weaker development versus the prior-year quarter.

Operating within this difficult economic environment, Henkel made a good start to 2013. We achieved strong earnings growth with an increase in earnings per share which was above our target of 10 percent for the full year. At the same time we showed a solid sales performance.

In our consumer businesses we outperformed the relevant markets. By contrast, sales in our Adhesive Technologies business sector were slightly below the prior-year level. This was due to the slowdown encountered in key industrial sectors – particularly in the mature markets.

Higher raw material prices also added to the challenges of the first quarter. However, thanks to a solid pricing policy and strict cost discipline, we were able to further improve our gross margin.

Our efficiency is also reflected in our adjusted return on sales, which once again saw strong growth year on year.

However, we do not intend to stop here. As we expect the global economic environment to remain difficult, we will continue to work on our internal structures and processes. Given the challenges in our global market environment, we will also continue to further simplify and accelerate our processes in order to increase our flexibility and efficiency.

So let’s now take a look at the financials in a little more detail:

The first quarter saw consolidated sales of the Henkel Group increase by 0.6 percent to just over 4 billion euros. This was achieved in spite of a negative foreign exchange impact. Organic sales growth, which excludes the impact of foreign exchange and acquisitions and divestments, rose by 2.5 percent.

This was primarily attributable to the performance of our consumer businesses, both of which significantly outperformed their relevant markets.

Laundry & Home Care generated an increase in organic sales of 8 percent. And in Beauty Care, the growth rate was 4 percent. Our Adhesive Technologies business experienced a slight decline in organic sales.

The first quarter saw our sales distribution pattern continue to shift toward the emerging markets. In the first three months of 2013, we generated 43 percent of our sales in those emerging markets, while in the first three months of 2012, the figure was 41 percent. Our organic growth here was a very strong 8.2 percent, even though market growth itself slowed.

Operating profit, adjusted for one-time effects and restructuring charges, increased substantially by 8.9 percent to 600 million euros.

With this, Henkel Group's adjusted return on sales rose to 14.9 percent. That's an increase of 1.2 percentage points year on year, and a new high.

All our business sectors showed improved profitability, with Adhesive Technologies achieving the highest margin. Its adjusted return on sales increased from 14.4 percent to 16.5 percent. Here we reaped the benefits of rigorously aligning our portfolio toward innovative customer solutions and specifically expanding high-margin segments. This goes along with an improvement in efficiency.

Higher sales and solid cost management brought their rewards in our consumer businesses. Laundry & Home Care increased adjusted return on sales from 14.5 to 15 percent. And in the Beauty Care business sector, we improved our adjusted EBIT margin by 0.5 percentage points to 14.9 percent.

Adjusted net earnings for the quarter rose by 13 percent to 427 million euros.

Adjusted earnings per preferred share rose to 96 cents, which was above our target of 10 percent EPS growth for the full year.

We again saw a particularly gratifying development in the ratio of net working capital to sales. This metric improved substantially by 1.7 percent, falling to 5.8 percent.

Our net financial position also showed further significant improvement. Effective March 31, 2013, Henkel had a net cash investment amounting to 114 million euros.

In the prior-year quarter, we had a net debt of 1.16 billion euros. This development serves to once more underline the solidity of our financial policies.

Ladies and Gentlemen,

I would now like to come to our guidance for the current financial year.

We expect the global economic environment to remain difficult. The political situation in the Near and Middle East remains unstable. There is also unlikely to be any improvement in the economic situation of various countries in Western and Southern Europe.

However, as the year progresses, we expect to see a revival in economic development in North America.

We again anticipate robust economic growth in the emerging markets in 2013, led by Asia, followed by Latin America and Africa/Middle East.

A revival in industrial activity remains likely in the second half of the year.

Against this scenario, we reconfirm our previous guidance for the current fiscal year:

We expect to generate organic sales growth of between 3 and 5 percent. We are also confident that each business sector will exhibit growth within this range.

We anticipate an increase in adjusted return on sales to around 14.5 percent and we assume that all business sectors will contribute to this improvement.

And we see adjusted earnings per preferred share rising by about 10 percent versus prior year by the end of 2013.

Ladies and Gentlemen,

Many thanks for your kind attention.

Carsten Knobel and I are now ready for your questions.