



Excellence is our Passion

## Highlights 2013

in million euros	2012	2013	+/-
Sales	16,510	<b>16,355</b>	-0.9 %
Operating profit (EBIT)	2,199	<b>2,285</b>	3.9 %
Adjusted <sup>1</sup> operating profit (EBIT)	2,335	<b>2,516</b>	7.8 %
Return on sales (EBIT) in %	13.3	<b>14.0</b>	0.7 pp
Adjusted <sup>1</sup> return on sales(EBIT) in %	14.1	<b>15.4</b>	1.3 pp
Net income	1,526	<b>1,625</b>	6.5 %
– Attributable to non-controlling interests	-46	<b>-36</b>	-21.7 %
– Attributable to shareholders of Henkel AG & Co. KGaA	1,480	<b>1,589</b>	7.4 %
Earnings per preferred share in euros	3.42	<b>3.67</b>	7.3 %
Adjusted <sup>1</sup> earnings per preferred share in euros	3.63	<b>4.07</b>	12.1 %
Return on capital employed (ROCE) in %	18.7	<b>20.5</b>	1.8 pp
Dividend per ordinary share in euros	0.93	<b>1.20</b>	29.0 %
Dividend per ordinary preferred in euros	0.95	<b>1.22</b>	28.4 %

pp = percentage points

<sup>1</sup> Adjusted for one-time charges/gains and restructuring charges