


Consensus FY 2016

As of January 30, 2017

Sales in million euros	FY 2016 E
Adhesive Technologies	8,963
Beauty Care	3,865
Laundry & Home Care	5,775
Corporate	125
Mean Henkel Group	18,725
Median	18,737
High	18,983
Low	18,504
Organic sales growth	
Adhesive Technologies	2.4 %
Beauty Care	2.4 %
Laundry & Home Care	4.6 %
Mean Henkel Group	3.0 %
Median	3.0 %
High	3.2 %
Low	2.7 %
Adjusted¹ EBIT in million euros	
Adhesive Technologies	1,623
Beauty Care	649
Laundry & Home Care	1,001
Corporate	-105
Mean Henkel Group	3,167
Median	3,164
High	3,246
Low	3,100
Adjusted¹ EBIT Margin	
Adhesive Technologies	18.1 %
Beauty Care	16.8 %
Laundry & Home Care	17.3 %
Mean Henkel Group	16.9 %
Median	16.9 %
High	17.3 %
Low	16.6 %
Adjusted¹ net earnings after minority interests in million euros	
Mean Henkel Group	2,319
Median	2,325
High	2,381
Low	2,252
Adjusted¹ EPS pref. share in euros	
Mean Henkel Group	5.35
Median	5.36
High	5.48
Low	5.20

¹ Adjusted for restructuring charges and one-time gains and charges.

Number of analysts: 23