


Consensus FY 2017

As of January 26, 2018

Sales in million euros	FY 2017 E
Adhesive Technologies	9,377
Beauty Care	3,878
Laundry & Home Care	6,690
Corporate	122
Mean Henkel Group	20,072
Median	20,046
High	20,336
Low	19,975
Organic sales growth	
Adhesive Technologies	4.5 %
Beauty Care	0.9 %
Laundry & Home Care	2.0 %
Mean Henkel Group	3.0 %
Median	3.0 %
High	3.2 %
Low	2.8 %
Adjusted¹ EBIT in million euros	
Adhesive Technologies	1,743
Beauty Care	672
Laundry & Home Care	1,151
Corporate	-103
Mean Henkel Group	3,463
Median	3,458
High	3,500
Low	3,440
Adjusted¹ EBIT Margin	
Adhesive Technologies	18.6 %
Beauty Care	17.3 %
Laundry & Home Care	17.2 %
Mean Henkel Group	17.3 %
Median	17.2 %
High	17.5 %
Low	17.1 %
Adjusted¹ net earnings after minority interests in million euros	
Mean Henkel Group	2,532
Median	2,530
High	2,567
Low	2,508
Adjusted¹ EPS pref. share in euros	
Mean Henkel Group	5.84
Median	5.84
High	5.92
Low	5.79

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

Number of analysts: 23