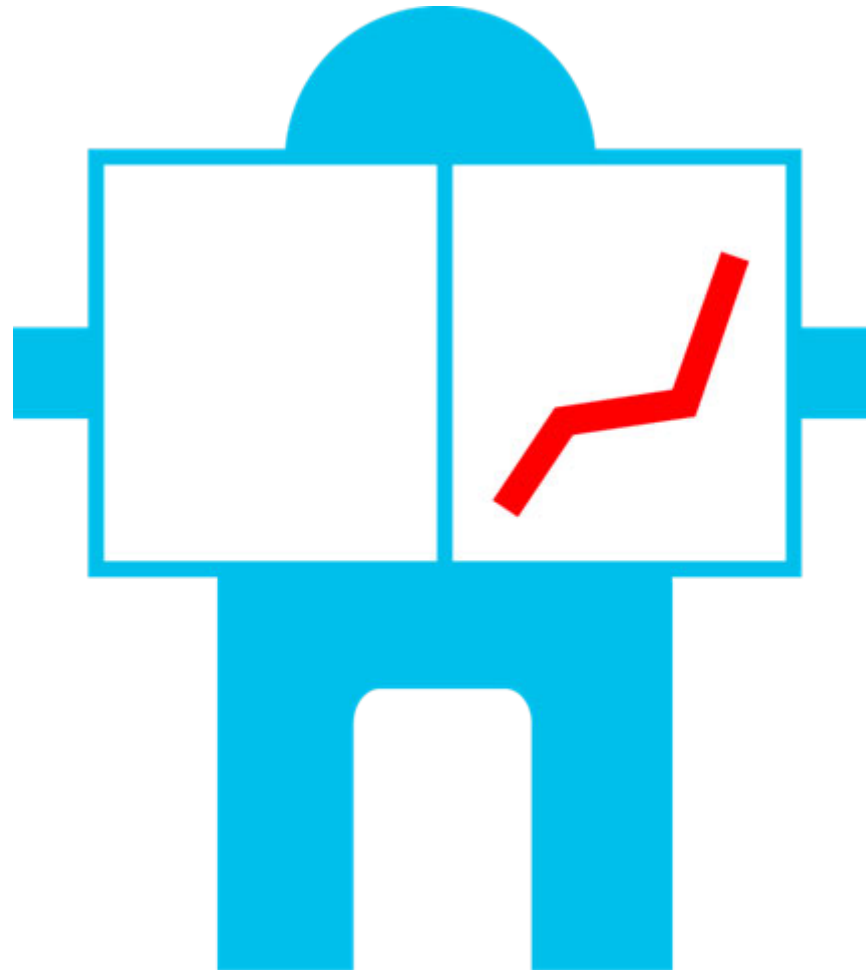


Henkel in Figures with Key Figures Q3/2009 and Nine-Month Financial Report 2009



Key Financial



Figures in mill. euros	2007	2008	+ / -
Sales	13,074	14,131	8.1 %
Operating profit (EBIT)	1,344	779	-42.0 %
Return on sales (EBIT) in %	10.3	5.5	-4.8 pp
Net earnings	941	1,233	31.0 %
Earnings after minority interests	921	1,221	32.6 %
Earnings per preferred share in euros	2.14	2.83	32.2 %
Return on capital employed (ROCE) in %	15.4	6.9	-8.5 pp
Capital expenditures on property, plant and equipment	470	473	0.6 %
Research and development expenses	350	429¹⁾	22.6 %
Employees (annual average) number	52,303	55,513	6.1 %

¹⁾ includes restructuring charges of 52 million euros

pp = percentage points

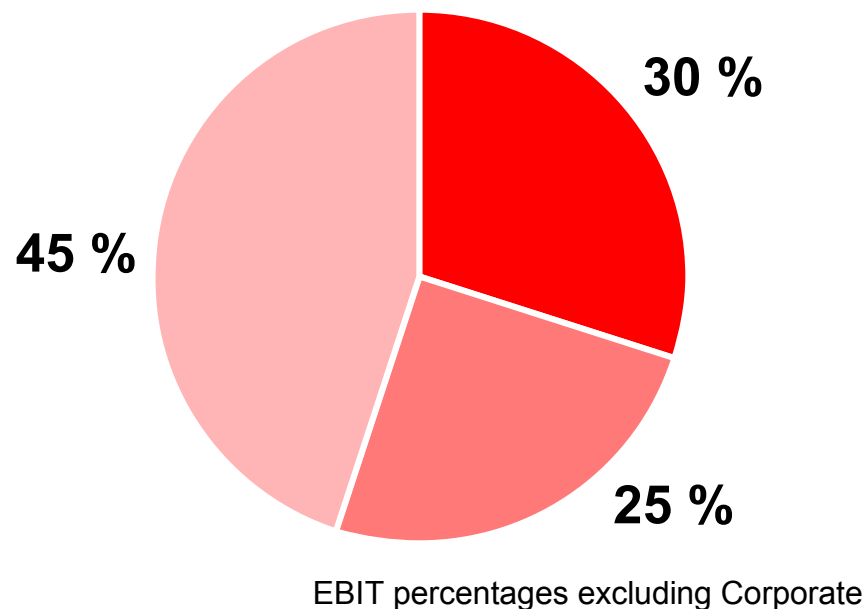
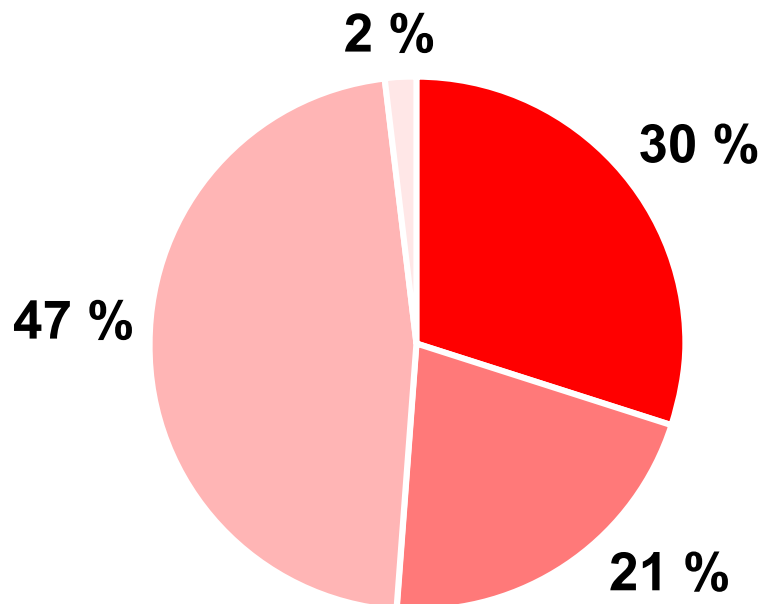
Business Portfolio



Sales and EBIT by business sector 2008

Sales: 14,131 mill. euros

Adjusted EBIT: 1,460 mill. euros



■ Laundry & Home Care
■ Cosmetics/Toiletries

■ Adhesive Technologies
■ Corporate

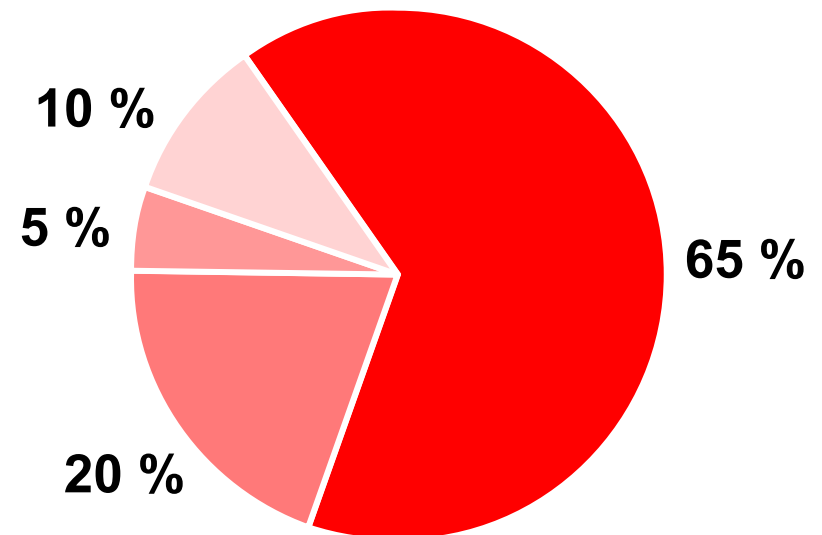
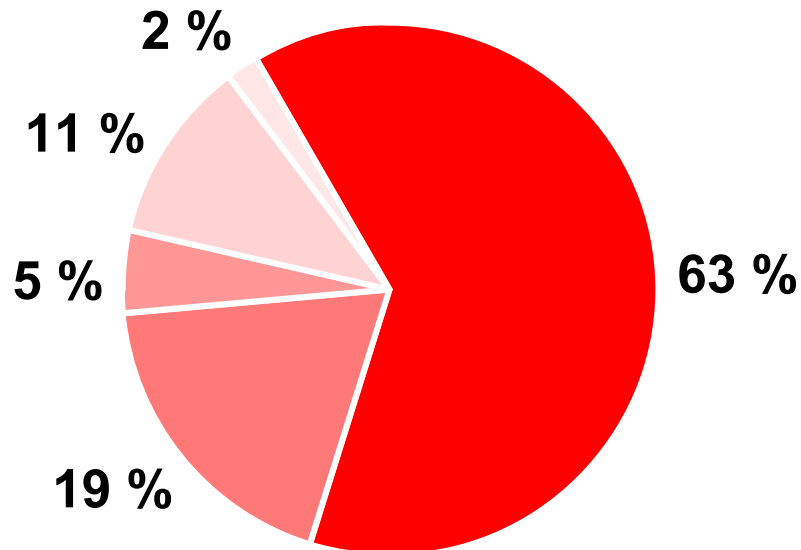
Regional Portfolio



Sales and EBIT by region 2008

Sales: 14,131 mill. euros

Adjusted EBIT: 1,460 mill. euros



EBIT percentages excluding Corporate

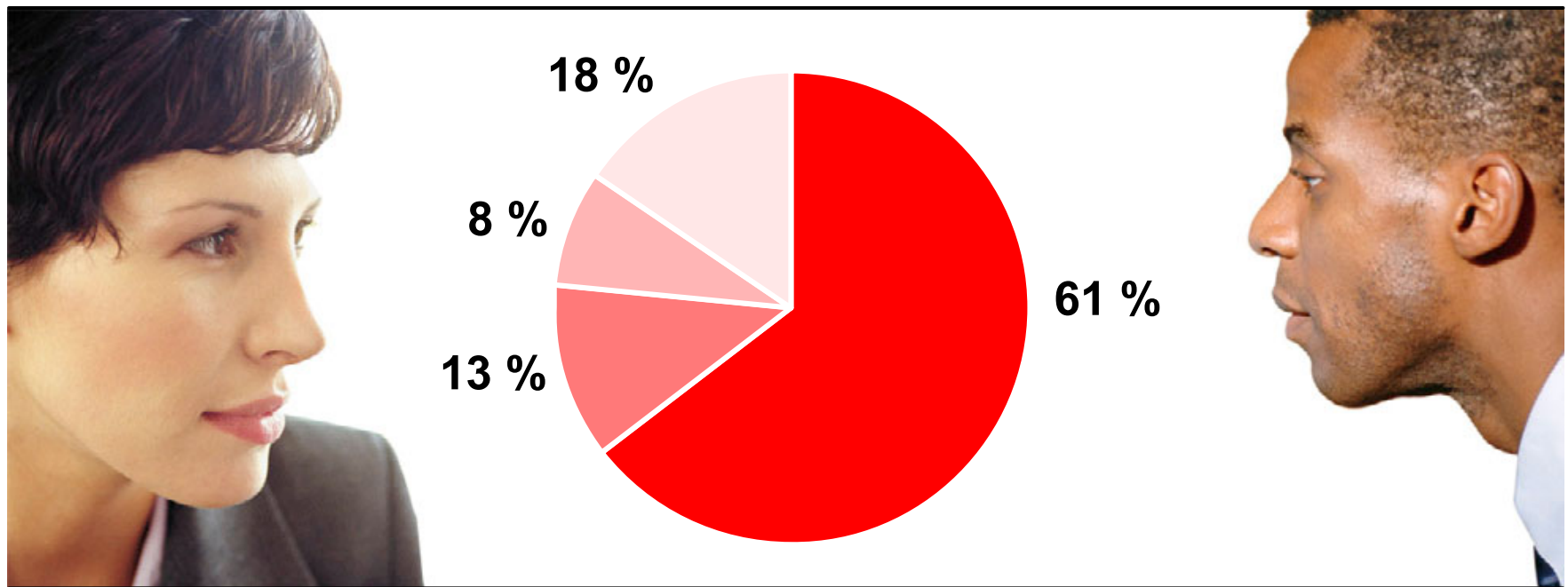


Employees 2008



Employees (as of December 31, 2008)¹⁾

Total number of employees: **55,142**



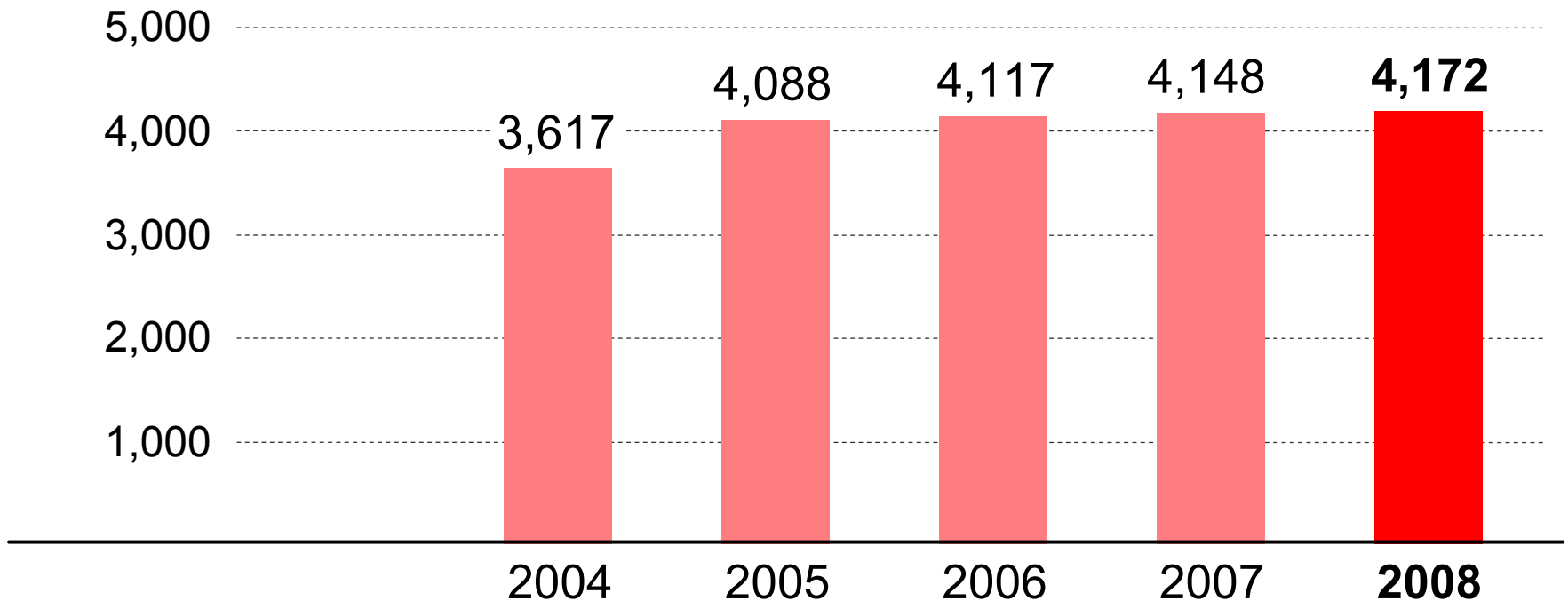
■ Europe/Africa/Middle East ■ Latin America
■ North America ■ Asia-Pacific

¹⁾ prior-year figures restated; base: permanent employees excluding trainees

Laundry & Home Care



Sales 2004 – 2008 in mill. euros

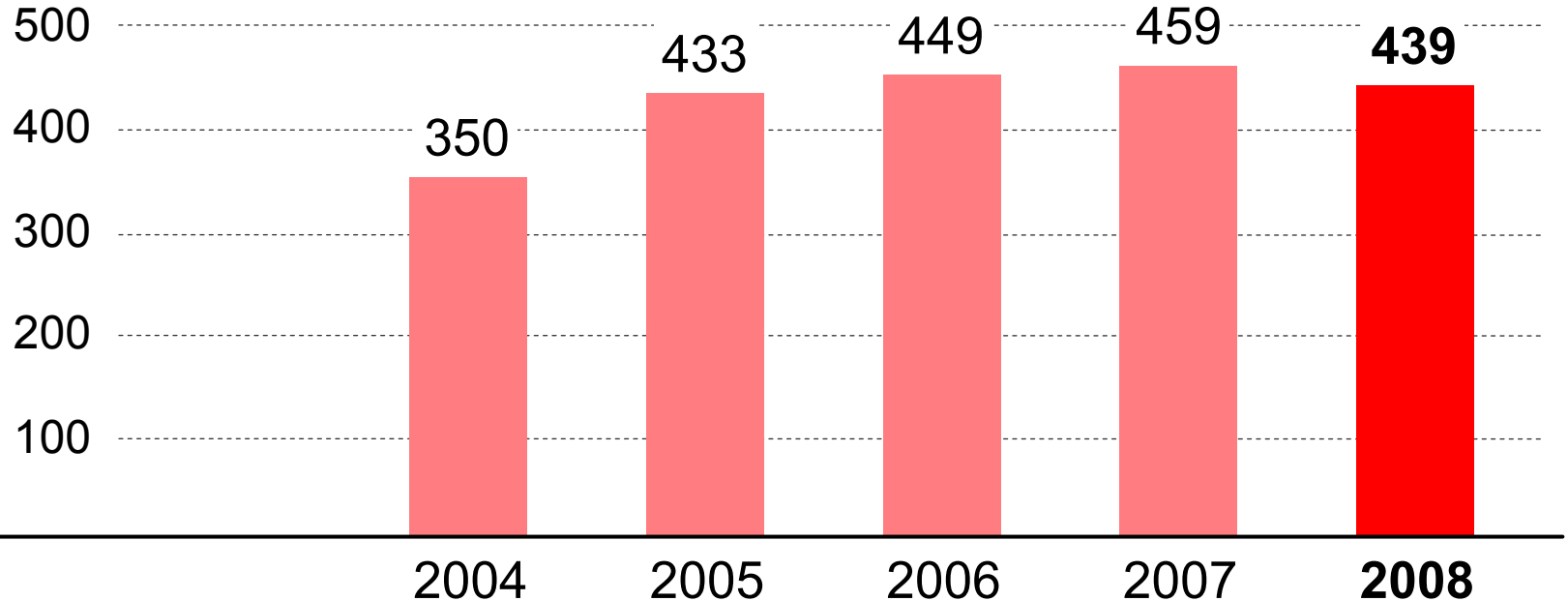


Proportion of Henkel sales: **30 %**

Laundry & Home Care



EBIT and return on sales (EBIT) 2004 – 2008 in mill. euros

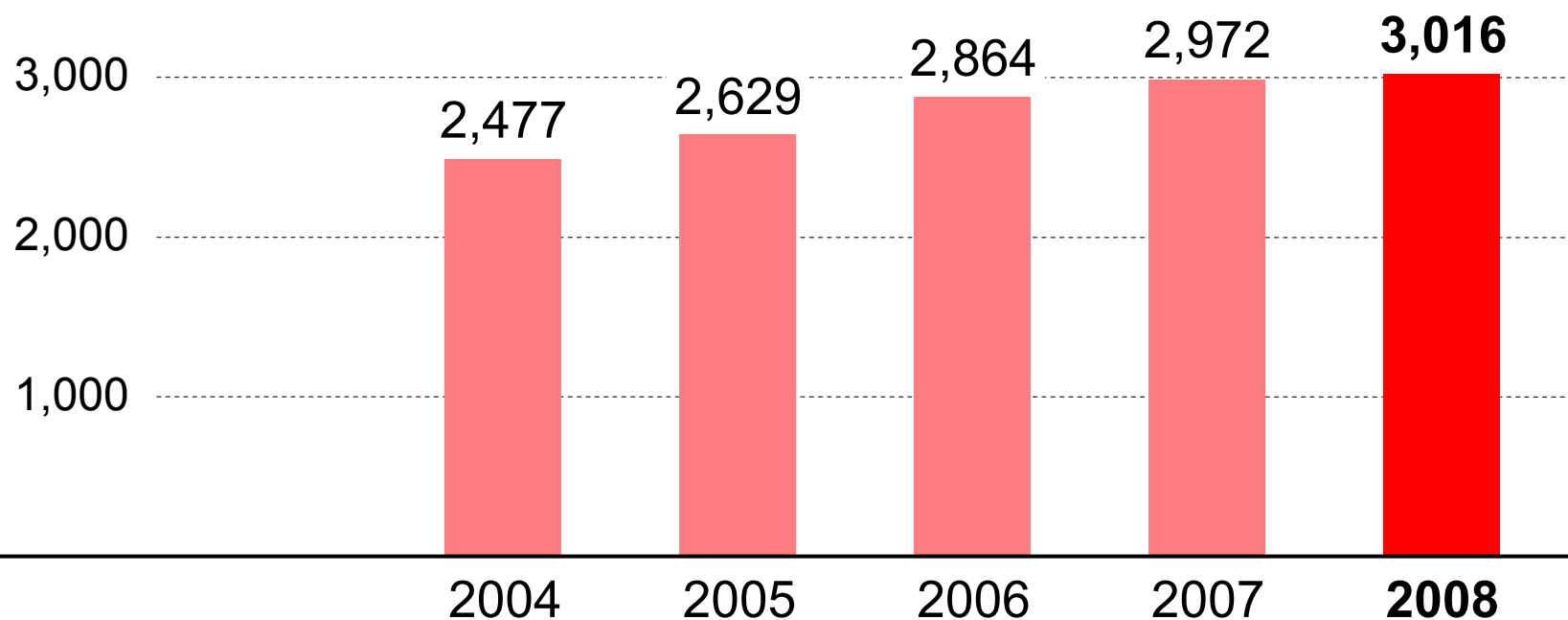


Year	Return on sales (EBIT) (%)
2004	9.7
2005	10.6
2006	10.9
2007	11.1
2008	10.5 %

Cosmetics/Toiletries



Sales 2004 – 2008 in mill. euros

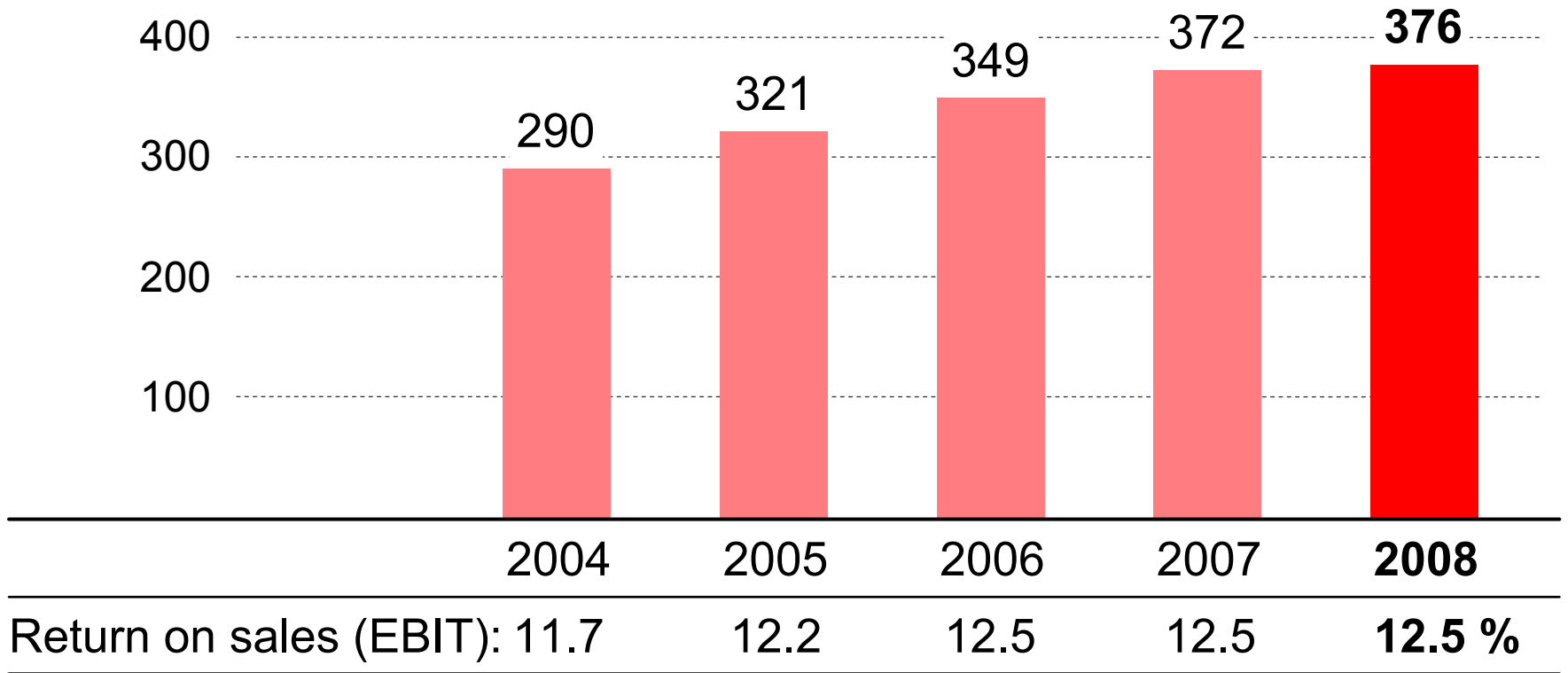


Proportion of Henkel sales: **21 %**

Cosmetics/Toiletries



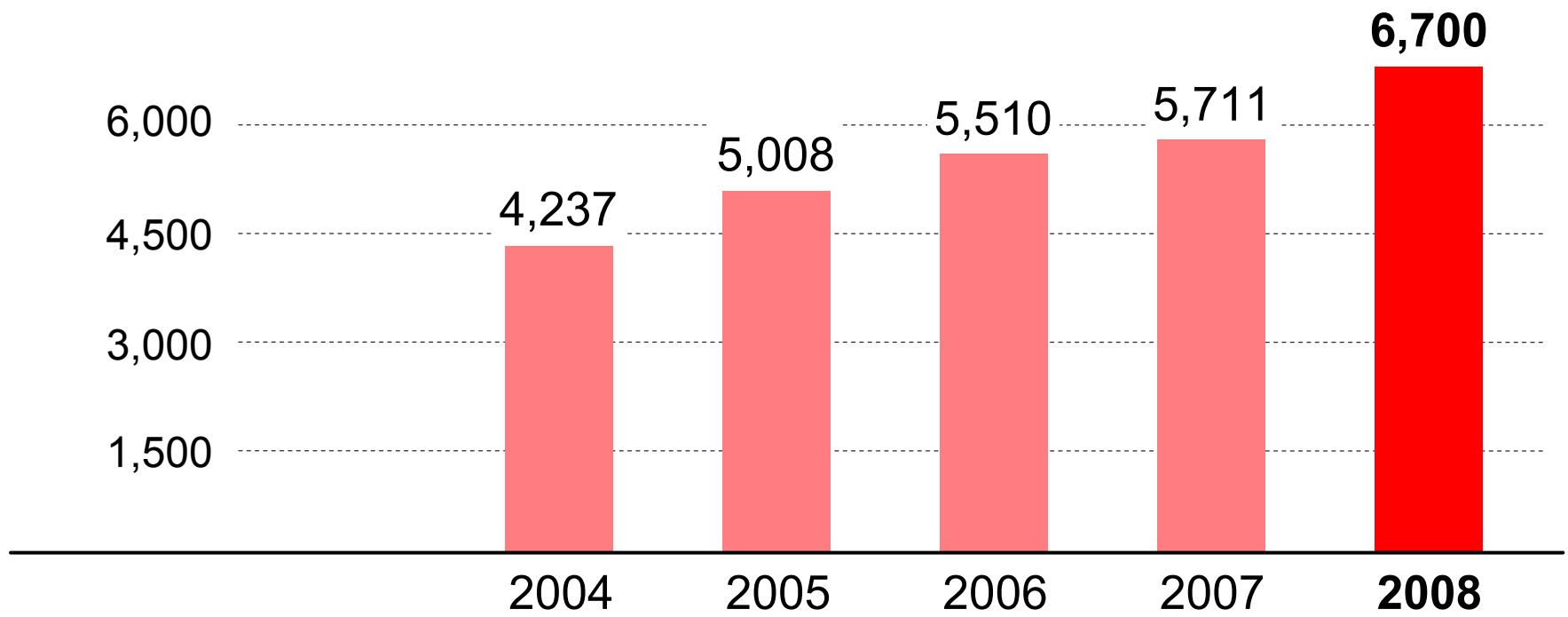
EBIT und return on sales (EBIT) 2004 – 2008 in mill. euros



Adhesive Technologies



Sales 2004 – 2008 in mill. euros

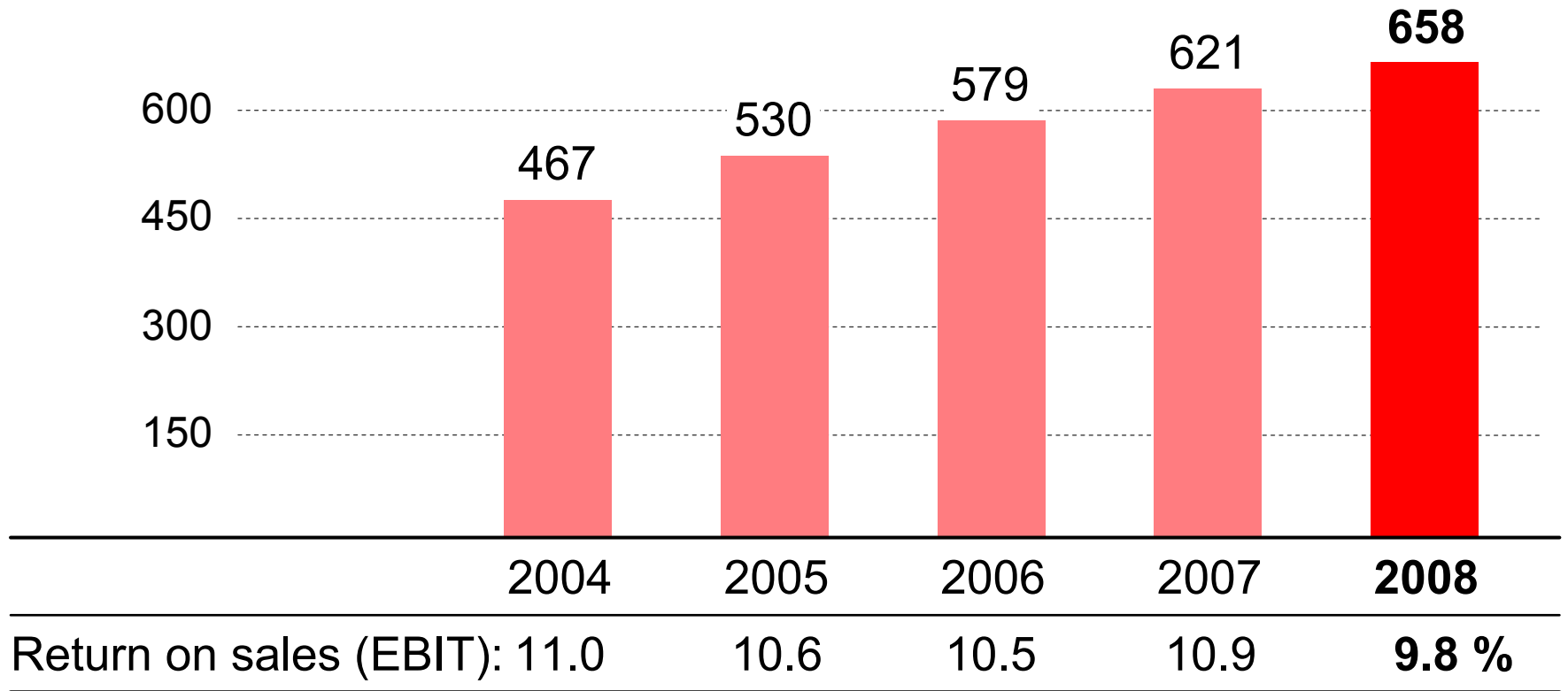


Proportion of Henkel sales: **47 %**

Adhesive Technologies



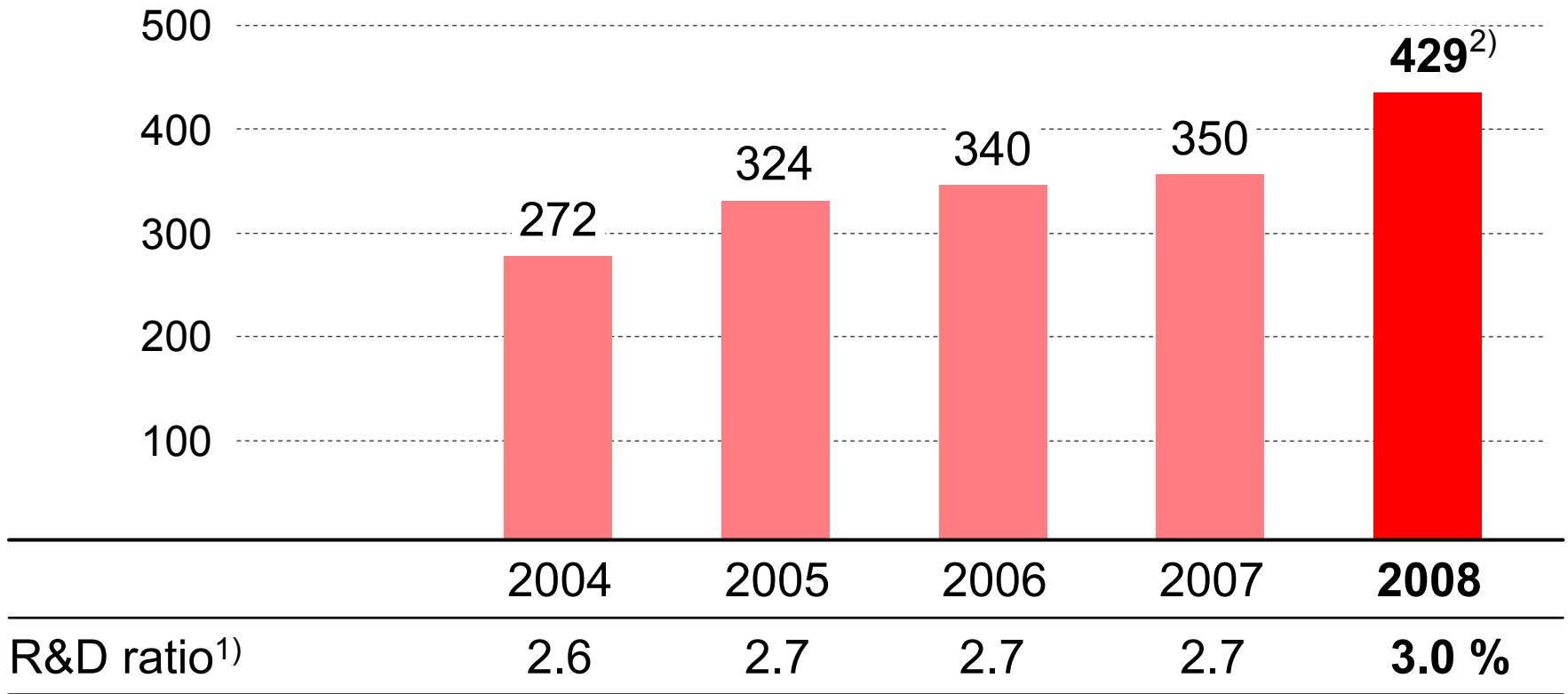
EBIT und return on sales (EBIT) 2004 – 2008 in mill. euros



Research & Development



Research & Development expenditures 2004 – 2008 in mill. euros



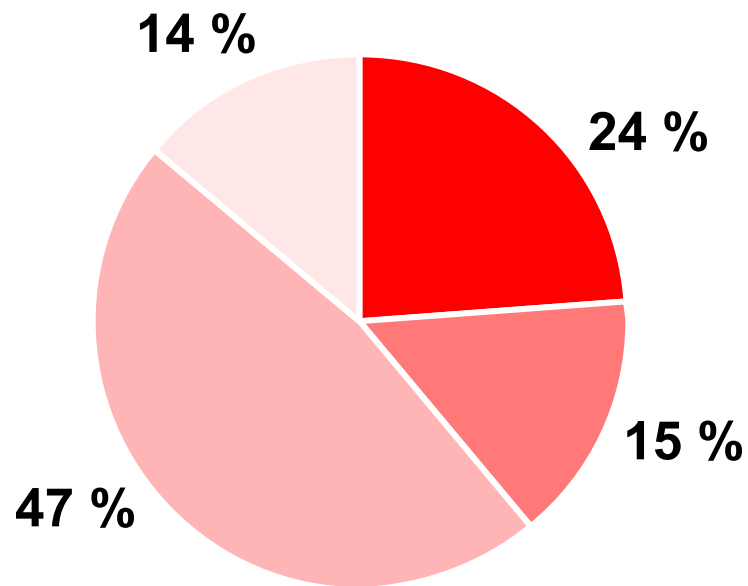
1) research expenditures as a proportion of sales

2) includes restructuring charges of 52 million euros

Research & Development 2008



Research & Development expenditures by business sector



- 429 mill. euros¹⁾ for Research and Development (R&D) correspond to **3.0 percent** of sales.
- worldwide 2,942 employees in R&D

■ Laundry & Home Care
■ Cosmetics/Toiletries

■ Adhesive Technologies
■ Corporate

¹⁾ includes restructuring charges of 52 million euros

Henkel: Financial Highlights



in million euros	Q3			Jan. – Sept.		
	2008	2009	Change ¹⁾	2008	2009	Change ¹⁾
Sales	3,760	3,485	-7.3 %	10,590	10,228	-3.4 %
Operating profit (EBIT) ²⁾	391	385	-1.5 %	1,081	928	-14.2 %
Return on sales (EBIT) ²⁾ in %	10.4	11.0	0.6 pp	10.2	9.1	-1.1 pp
Net Earnings after minority interests ²⁾	251	240	-4.4 %	696	532	-23.6 %
Earnings per preferred share ²⁾ in euros	0.59	0.55	-6.8 %	1.62	1.23	-24.1 %
Return on capital employed (ROCE) in %	8.3	10.2	1.9 pp	9.4	8.8	-0.6 pp

1) Calculated on the basis of units of 1,000 euros

2) Adjusted for one-time charges/gains and restructuring charges

pp = percentage points

Key Financials

Q3/2009



▶ Sales:	3,485 mill. euros
▶ Operating profit (EBIT)¹⁾:	385 mill. euros

1) Adjusted for one-time charges/gains and restructuring charges



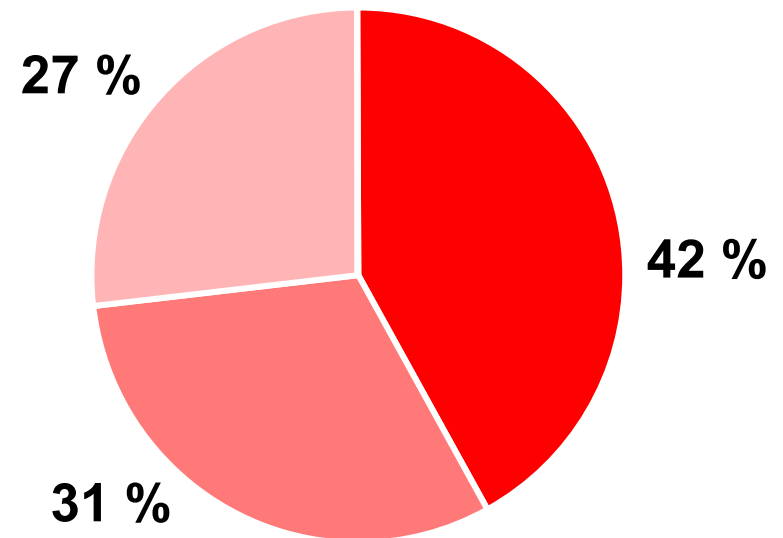
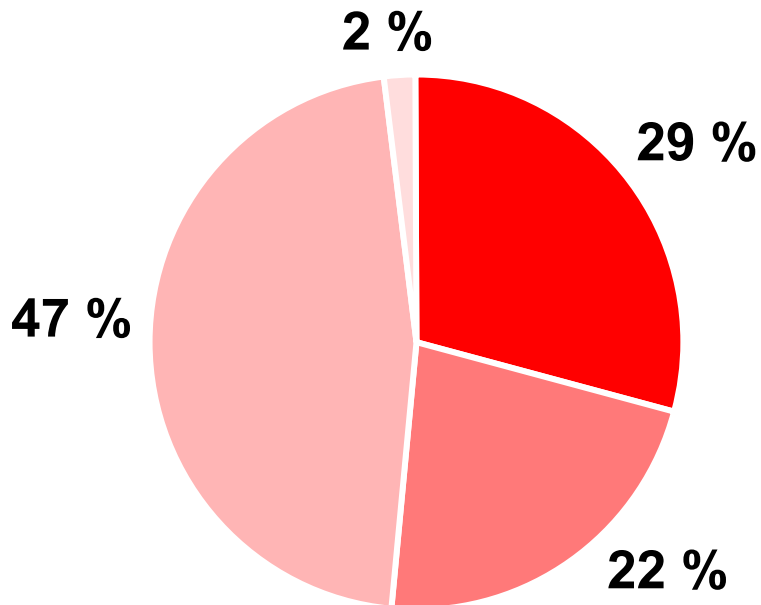
Business Portfolio



Sales and EBIT by business sector Q3/2009

Sales: 3,485 mill. euros

Adjusted EBIT: 385 mill. euros



EBIT percentages excluding Corporate

Laundry & Home Care
 Cosmetics/Toiletries

Adhesive Technologies
 Corporate

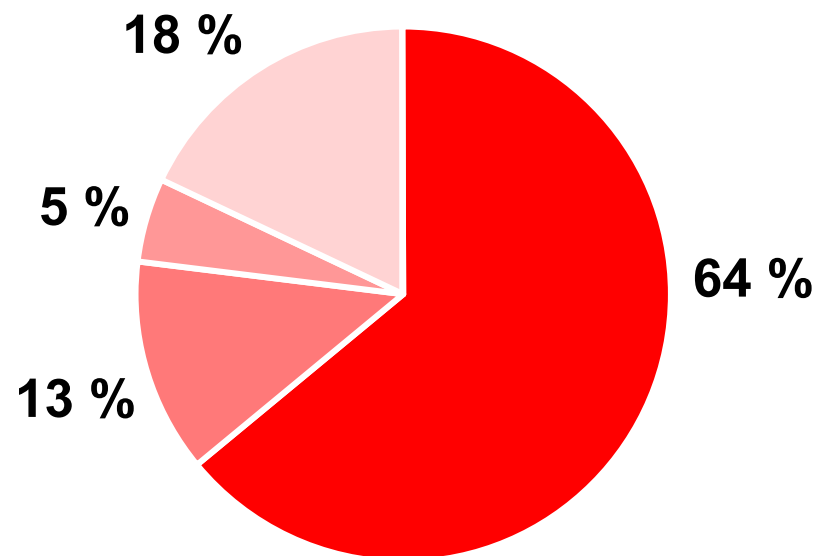
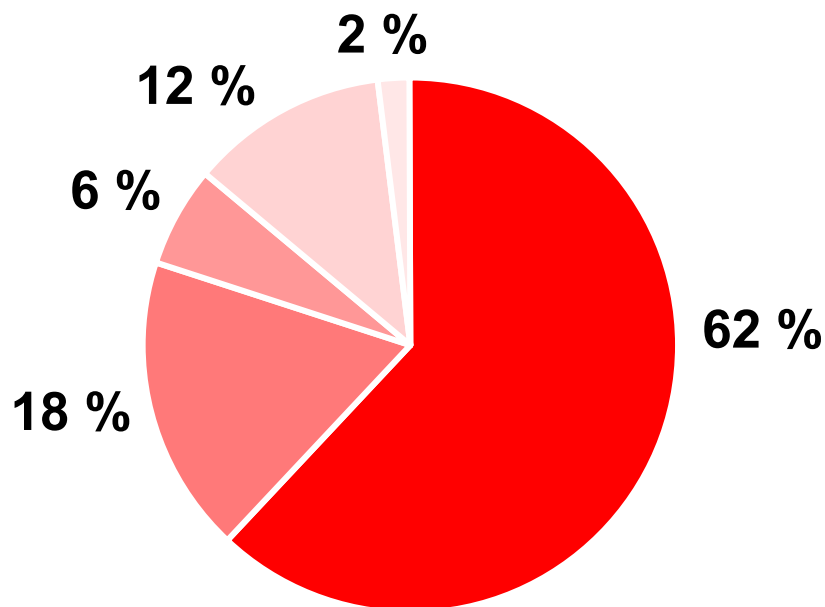
Regional Portfolio



Sales and EBIT by region Q3/2009

Sales: 3,485 mill. euros

Adjusted EBIT: 385 mill. euros



EBIT percentages excluding Corporate

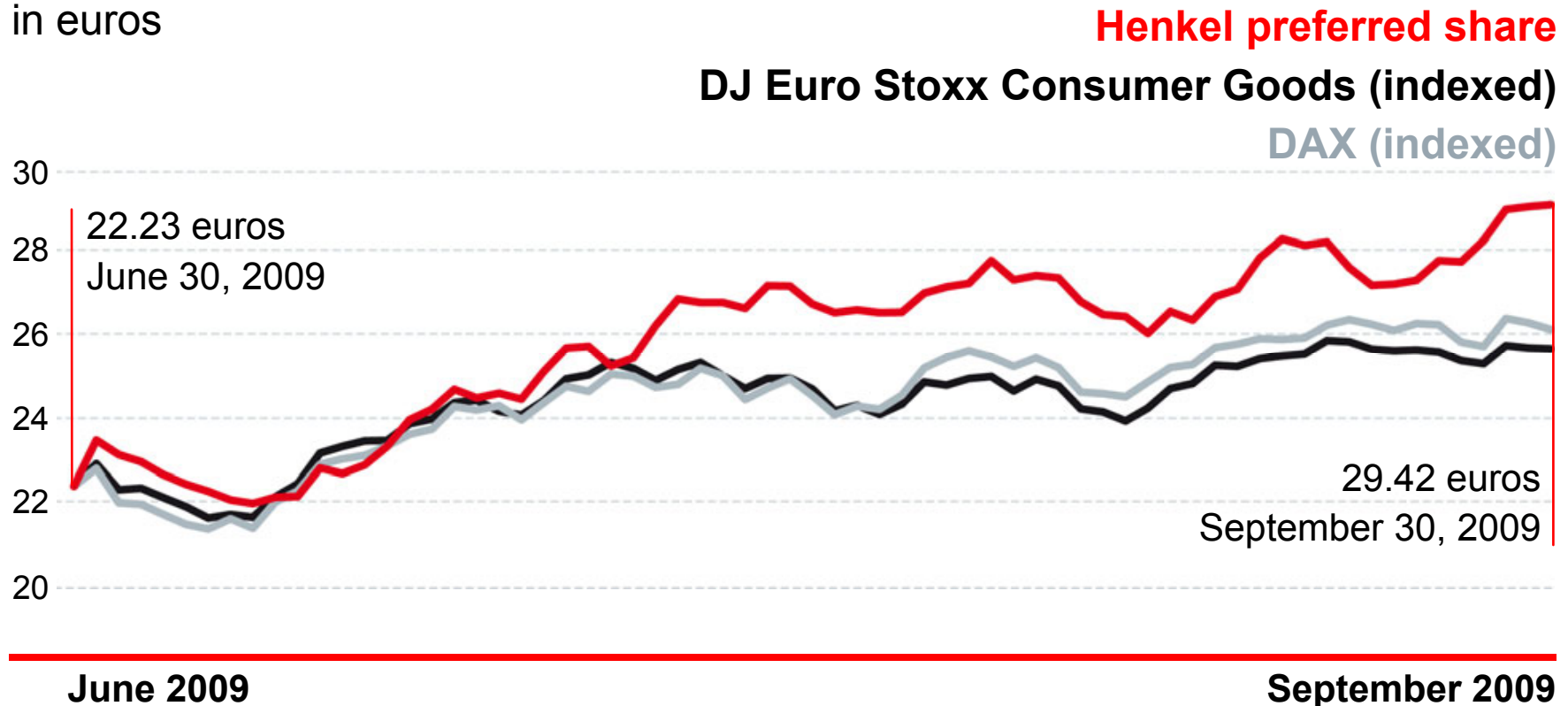


Performance 2009



Performance of Henkel preferred share versus market in Q3/2009

in euros



Innovations Q3/2009

Laundry & Home Care



Persil ActicPower

Diminutive, powerful and convenient, Persil ActicPower is the most advanced liquid detergent in the Persil portfolio. Available in a small, handy bottle – Color for bright rainbow shades and Universal for gleaming whites – it is very high-yielding and superbly effective at just 15 degrees Celsius.

Innovations Q3/2009

Cosmetics/Toiletries



Schwarzkopf Gliss Kur Hair Active

Schwarzkopf Gliss Kur Hair Active takes the bar a notch higher – an innovative hair care system that activates the roots and reduces hair loss due to breakage. The high-performance formula repairs and strengthens the hair without adding weight – ensuring both volume and resilience.

Innovations Q3/2009

Adhesive Technologies



Technomelt Supra Cool 130

This newly developed hotmelt adhesive for packaging applications unifies the best of both worlds: substantially reduced power consumption levels resulting from a processing temperature of just 130 degrees Celsius, i.e. 40 degrees Celsius less on average than previous Supra hotmelts, combined with the advantages of Henkel's Supra technology: exceptionally high bonding strength, outstanding flowability and an appreciably wider range of application suitability.

Key Financials

January – September 2009



▶ Sales:	10,228 mill. euros
▶ Operating profit (EBIT)¹⁾:	928 mill. euros

1) Adjusted for one-time charges/gains and restructuring charges



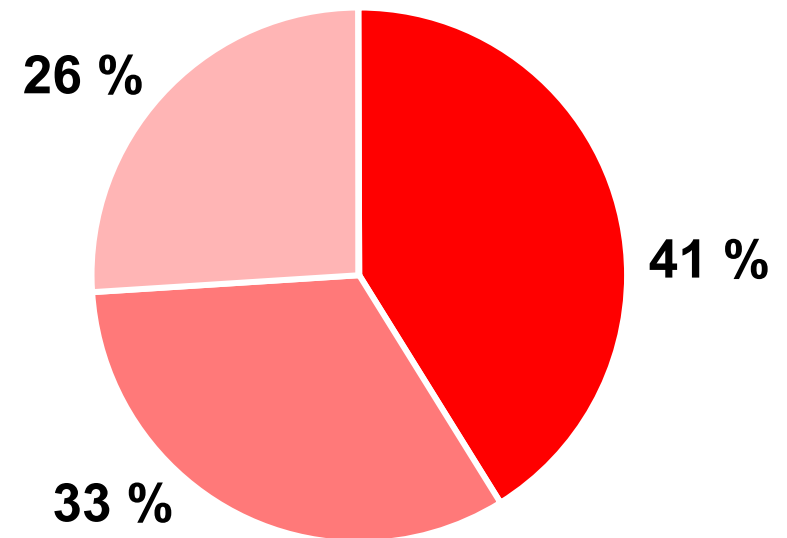
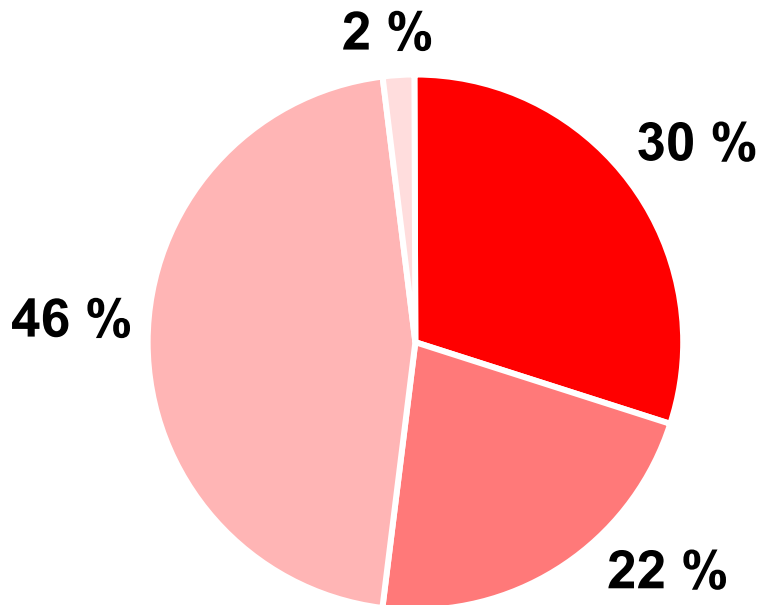
Business Portfolio





Sales and EBIT by business sector January – September 2009

Sales: 10,228 mill. euros

Adjusted EBIT: 928 mill. euros



 Laundry & Home Care
 Cosmetics/Toiletries

 Adhesive Technologies
 Corporate

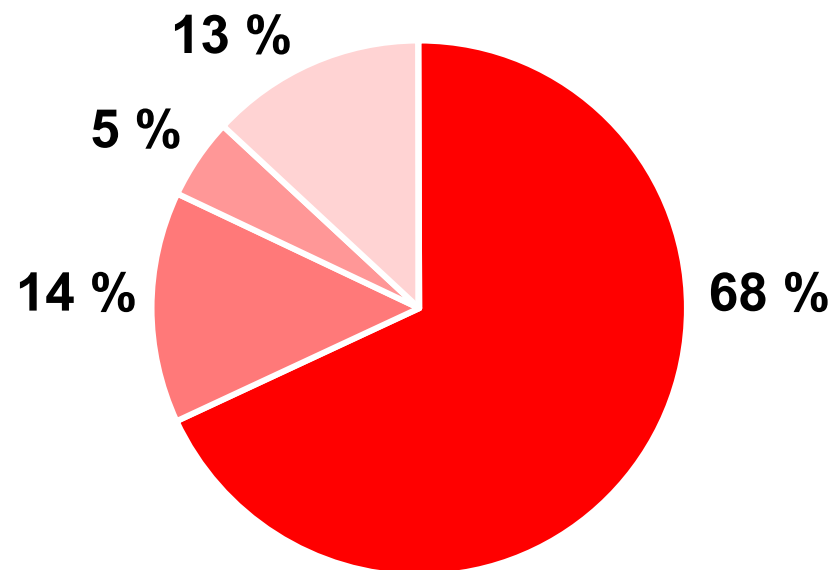
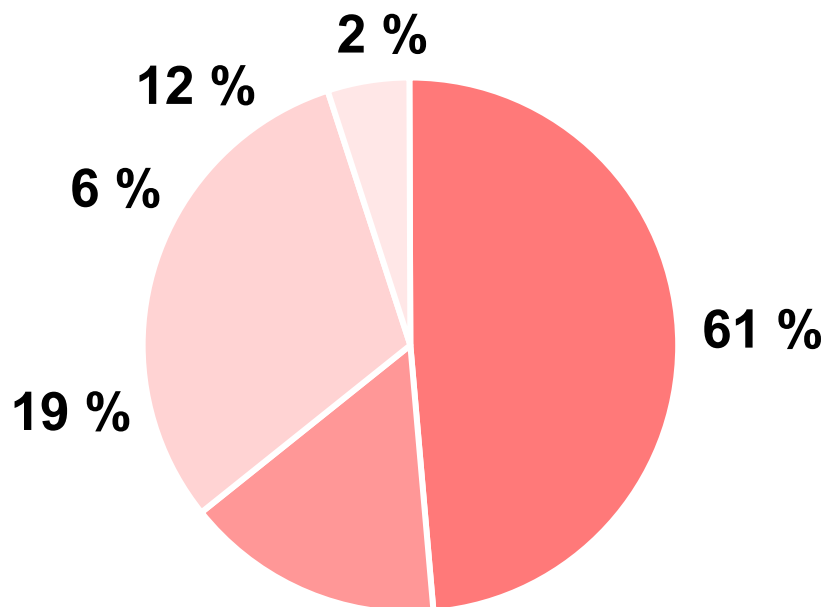
Regional Portfolio



Sales and EBIT by region January – September 2009

Sales: 10,228 mill. euros

Adjusted EBIT: 928 mill. euros



EBIT percentages excluding Corporate

