



Investor Relations News

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Henkel announces preliminary figures for fiscal 2009

Henkel with strong performance in fourth quarter

Düsseldorf – With its strong business performance in the fourth quarter of 2009 Henkel further continued the positive trend of the prior quarters. Main contributors to these good results were the Laundry & Home Care and Adhesive Technologies business sectors which both developed better than expected. Adjusted return on sales (EBIT) further increased in the fourth quarter to 12.4 percent. As a result, Henkel concluded the 2009 recession year better than anticipated and, with the following preliminary figures, clearly exceeded the analysts' earnings estimates as known to Henkel at the current time.

According to preliminary figures, Henkel generated sales in fiscal 2009 of around 13.57 billion euros. In organic terms, that is to say adjusted for foreign exchange and acquisitions/divestments, sales decreased by 3.5 percent compared to the prior-year level. Operating profit (EBIT) increased from 779 million euros to 1,080 million euros. Included in this figure are one-time gains/charges and restructuring charges of 284 million euros. Adjusted operating profit (EBIT) decreased from 1,460 million euros to 1,364 million euros. Earnings per preferred share (EPS) amounted to 1.40 euros. Adjusted earnings per preferred share declined from 2.19 euros to 1.91 euros.

At around 4.13 billion euros, sales of the Laundry & Home Care business sector were slightly below the prior-year level. Organic sales growth was 2.9 percent. Operating



profit (EBIT) was at 501 million euros. Adjusted operating profit (EBIT) increased considerably from 450 million euros to 530 million euros.

Having generated overall stable sales of around 3.01 billion euros and organic sales growth of 3.5 percent, the Cosmetics/Toiletries business sector generated operating profit (EBIT) of 387 million euros in fiscal 2009. Adjusted operating profit (EBIT) increased to 387 million euros from 379 million euros in the previous year.

The Adhesive Technologies business sector registered a decrease in sales in fiscal 2009 to some 6.22 billion euros. In organic terms, sales decreased by 10.2 percent. Operating profit (EBIT) was at 290 million euros. Adjusted operating profit (EBIT) decreased from 680 million euros to 506 million euros.

For fiscal 2010 Henkel is confident of again outperforming its relevant markets in terms of organic sales growth (i.e. after adjusting for foreign exchange and acquisitions/divestments). Henkel expects both adjusted* operating profit (EBIT) and adjusted* earnings per preferred share (EPS) to improve noticeably compared to the prior-year figures.

Henkel will be publishing precise figures on the fourth quarter performance and on fiscal 2009 in its Annual Report, which is due to be published on February 25, 2010.

*Adjusted for one-time gains/charges and restructuring charges

For more than 130 years, Henkel has been a leader with brands and technologies that make people's lives easier, better and more beautiful. Henkel operates in three business areas – Home Care, Personal Care, and Adhesive Technologies – and is ranked among the Fortune Global 500 companies. More than 60 percent of Henkel's sales are in fast-moving consumer goods, while the industrial business accounts for almost 40 percent of the company's total sales. In fiscal 2008, Henkel generated sales of 14,131 million euros and adjusted operating profit of 1,460 million euros. Henkel's more than 55,000 employees worldwide are dedicated to fulfilling the company's corporate claim, "A Brand like a Friend," and ensuring that people in more than 125 countries can trust in brands and technologies from Henkel.

This information contains forward-looking statements which are based on the current estimates and assumptions made by the corporate management of Henkel AG & Co. KGaA. Forward-looking statements are characterized by the use of words such as expect, intend, plan, predict, assume, believe, estimate, anticipate, etc. Such statements are not to be understood as in any way guaranteeing that those expectations will turn out to be accurate. Future performance and the results actually achieved by Henkel AG & Co. KGaA and its affiliated companies depend on a number of risks and uncertainties and may therefore differ materially from the forward-looking statements. Many of these factors are outside Henkel's control and cannot be accurately estimated in advance, such as the future economic environment and the actions of competitors and others involved in the marketplace. Henkel neither plans nor undertakes to update any forward-looking statements.

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Key figures Q4/2009 and 1-12/2009 (preliminary)

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Laundry & Home Care						
2009	1,023	4,129	138	501	13.5%	12.1%
2008	1,061	4,172	130	439	12.3%	10.5%
organic	2.5%	2.9%	-	-	-	-
2009 adjusted ¹⁾	-	-	155	530	15.2%	12.8%
2008 adjusted ¹⁾	-	-	134	450	12.6%	10.8%
Cosmetics/Toiletries						
2009	736	3,010	97	387	13.2%	12.9%
2008	759	3,016	95	376	12.5%	12.5%
organic	3.3%	3.5%	-	-	-	-
2009 adjusted ¹⁾	-	-	99	387	13.5%	12.9%
2008 adjusted ¹⁾	-	-	98	379	12.9%	12.6%
Adhesive Technologies						
2009	1,543	6,224	59	290	3.8%	4.7%
2008	1,660	6,700	147	658	8.9%	9.8%
organic	-0.7%	-10.2%	-	-	-	-
2009 adjusted ¹⁾	-	-	166	506	10.8%	8.1%
2008 adjusted ¹⁾	-	-	146	680	8.8%	10.1%
Henkel						
2009	3,345	13,573	293	1,080	8.3%	8.0%
2008	3,541	14,131	155	779	4.6%	5.5%
organic	0.6%	-3.5%	-	-	-	-
2009 adjusted ¹⁾	-	-	414	1,364 ²⁾	12.4%	10.0%
2008 adjusted ¹⁾	-	-	379	1,460	10.7%	10.3%

Henkel	Q4/2008	Q4/2009	Change	1-12/ 2008	1-12/ 2009	Change
Earnings per preferred share in euros	2.00	0.39	-80.5%	2.83	1.40	-50.5%
Adjusted EPS per preferred share in euros	0.57	0.64	12.3%	2.19	1.91	-12.8%

Changes on the basis of figures in thousand euros

pp = percentage points

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

²⁾ adjusted EBIT Q3/2009 increased by 22 million euros from 385 million euros to 407 million euros