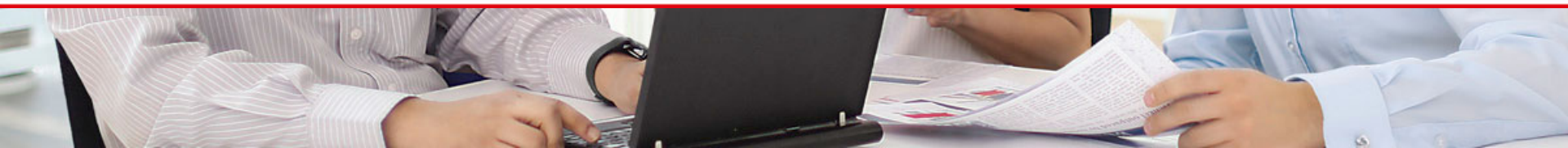


Henkel in figures 2010 incl. key figures Q3/2011



Excellence is our Passion



How Henkel developed in 2010

Key financials

in million euros	2009	2010	+/-
Sales	13,573	15,092	11.2 %
Operating profit (EBIT)	1,080	1,723	59.5 %
Adjusted ¹⁾ operating profit (EBIT)	1,364	1,862	36.5 %
Return on sales (EBIT) in %	8.0	11.4	3.4 pp
Adjusted ¹⁾ return on sales (EBIT) in %	10.0	12.3	2.3 pp
Net income	628	1,143	82.0 %
Adjusted ¹⁾ earnings per preferred share in euros	1.91	2.82	47.6 %
Return on capital employed (ROCE) in %	9.8	14.9	5.1 pp
Capital expenditures on property, plant and equipment	344	240	-30.2 %
Research and development expenses	396	391	-1.3 %
Number of employees (annual average)	51,361	48,141	-6.3 %
Dividend per preferred share in euros	0.53	0.72²⁾	35.8 %

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

²⁾ Proposed.

pp = percentage points

Sales 2010

Total sales: 15,092 million euros

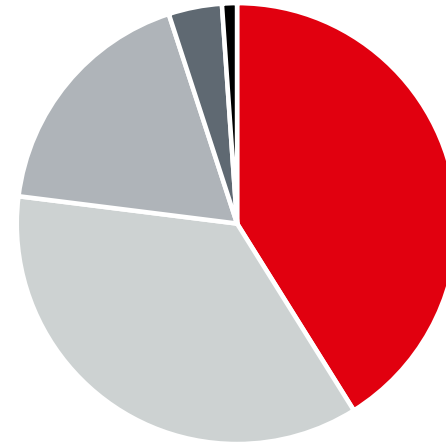
Sales by business sector



- 29 % Laundry & Home Care
- 22 % Cosmetics/Toiletries
- 48 % Adhesive Technologies
- 1 % Corporate

Corporate = sales and services not assignable to the individual business sectors.

Sales by region

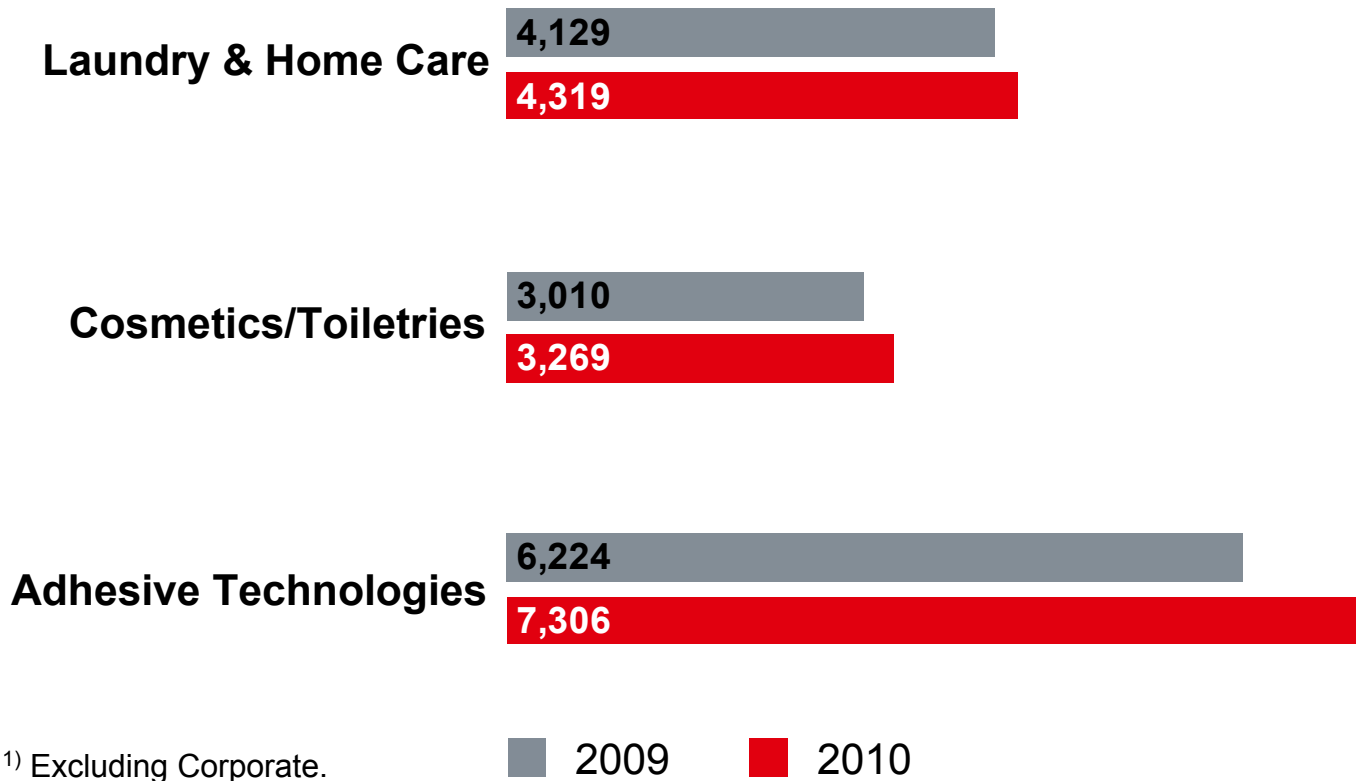


- 41 % Growth regions¹⁾
- 36 % Western Europe
- 18 % North America
- 4 % Japan/Australia/New Zealand
- 1 % Corporate

¹⁾ Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan).

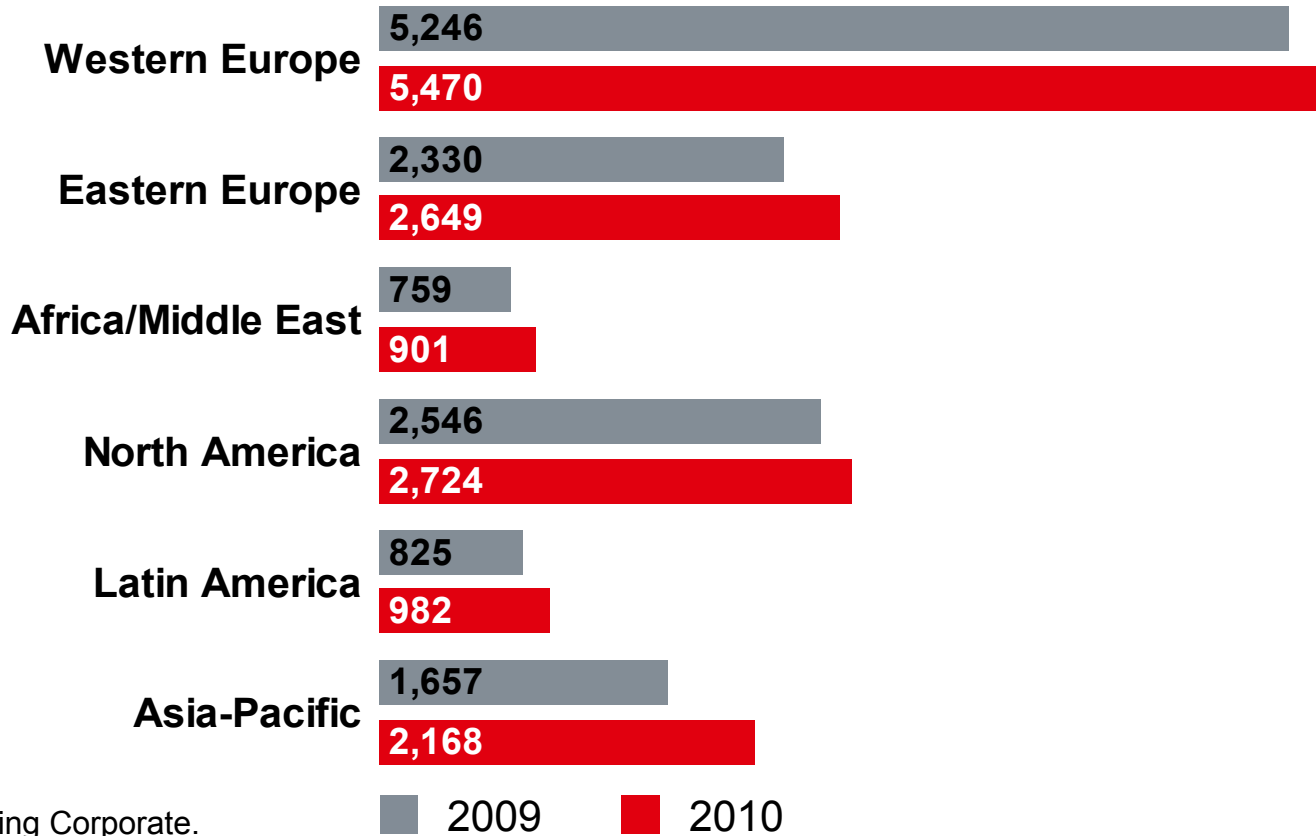
Sales by business sector¹⁾

in million euros



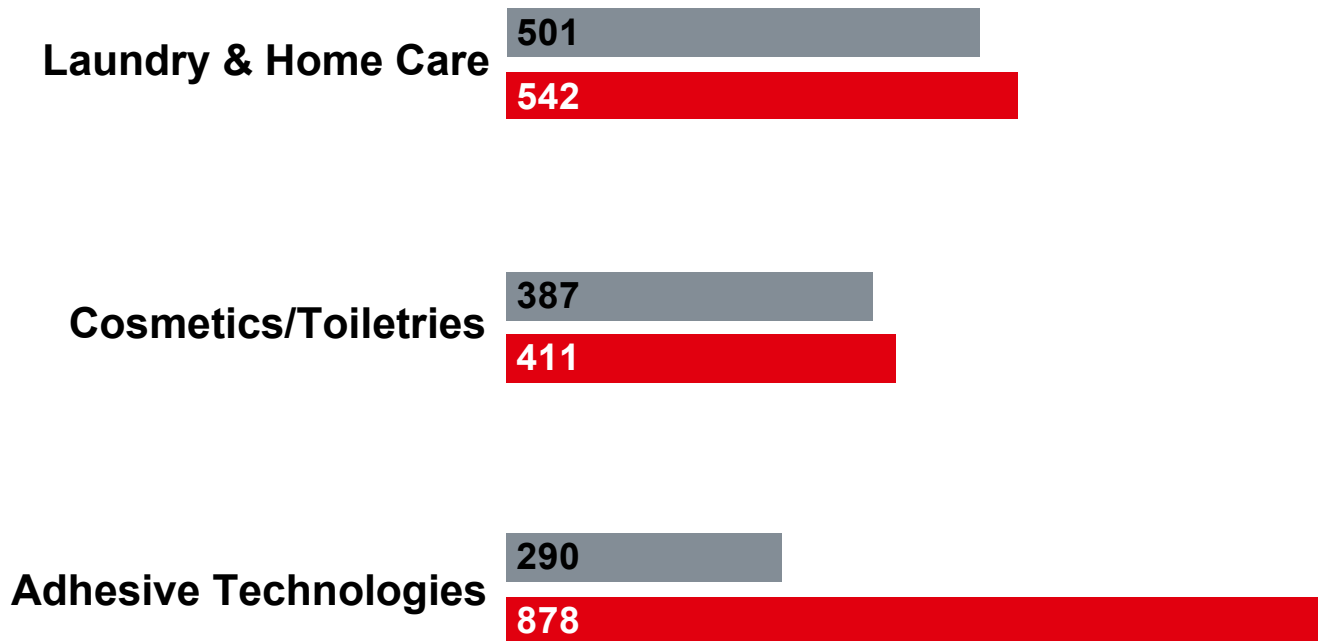
Sales by region¹⁾

in million euros



EBIT by business sector¹⁾

in million euros

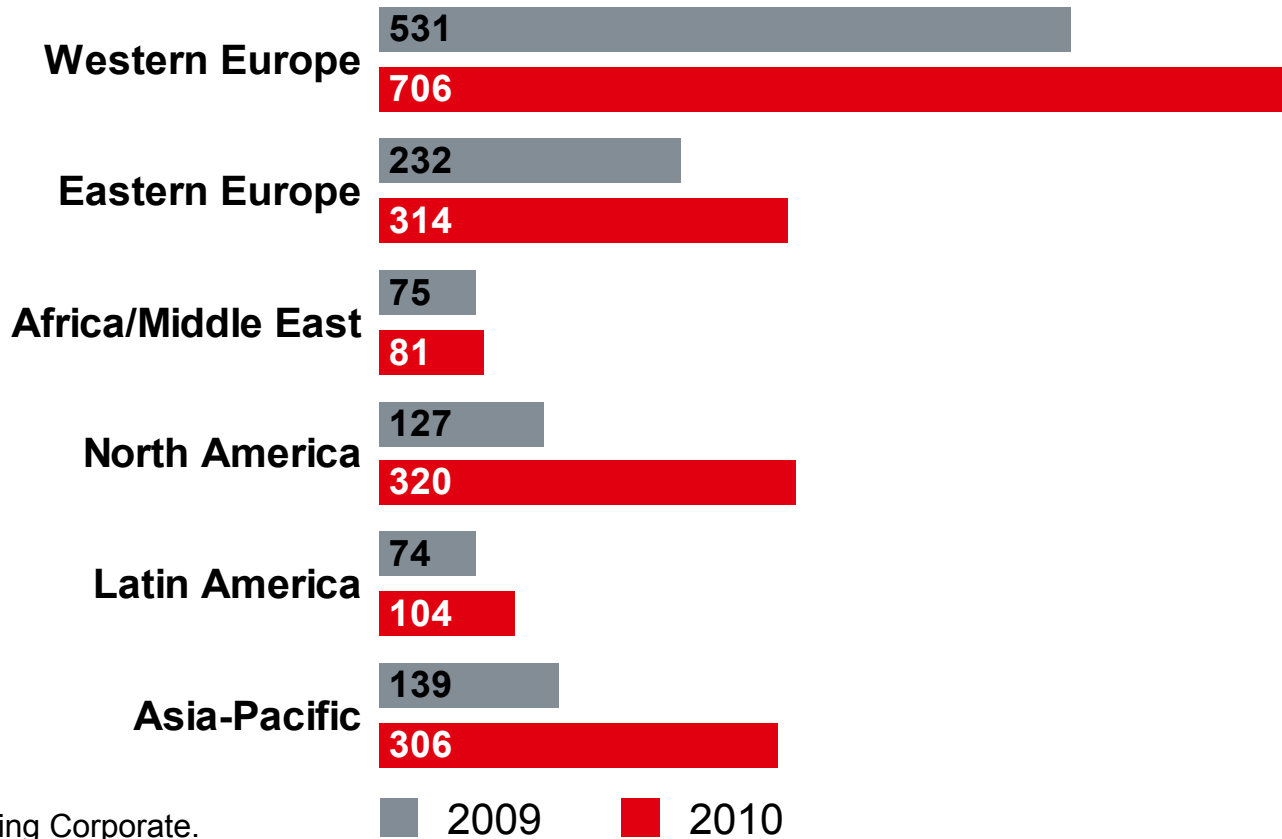


¹⁾ Excluding Corporate.

■ 2009 ■ 2010

EBIT by region¹⁾

in million euros

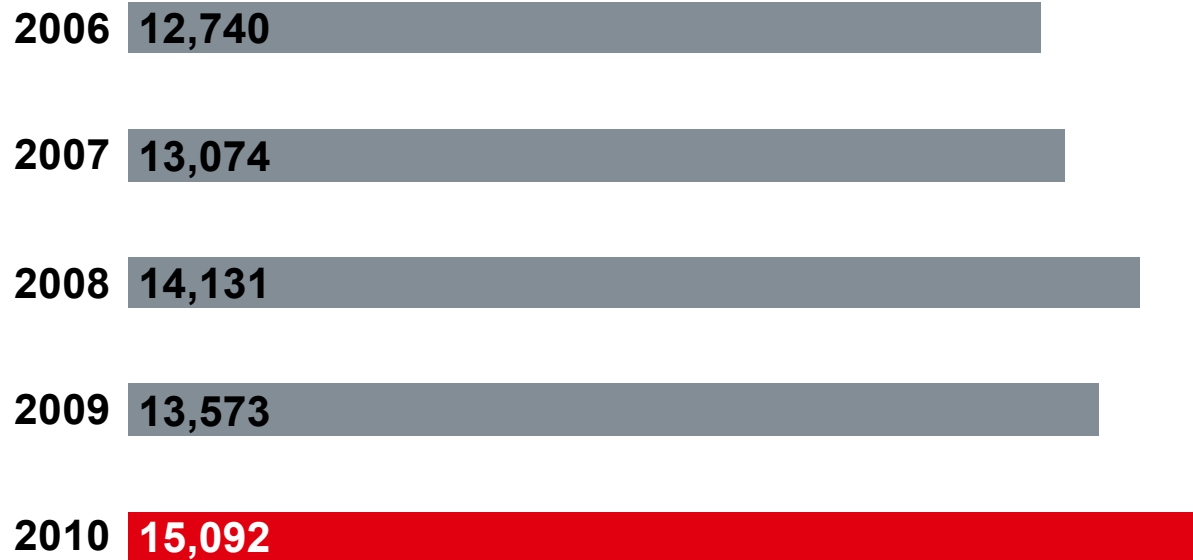


Henkel Group

Sales performance 2006 to 2010

Sales

in million euros



Laundry & Home Care

Sales performance 2006 to 2010

Sales

in million euros



Laundry & Home Care

Results 2010

- Organic sales growth of 1.5 percent.
- Adjusted¹⁾ operating profit improved by 6.2 percent to 562 million euros.
- Adjusted¹⁾ return on sales increased by 0.2 percentage points to 13.0 percent.
- Return on capital employed (ROCE) up 1.6 percentage points to 21.2 percent.
- Economic value added (EVA[®]) further improved to 286 million euros.

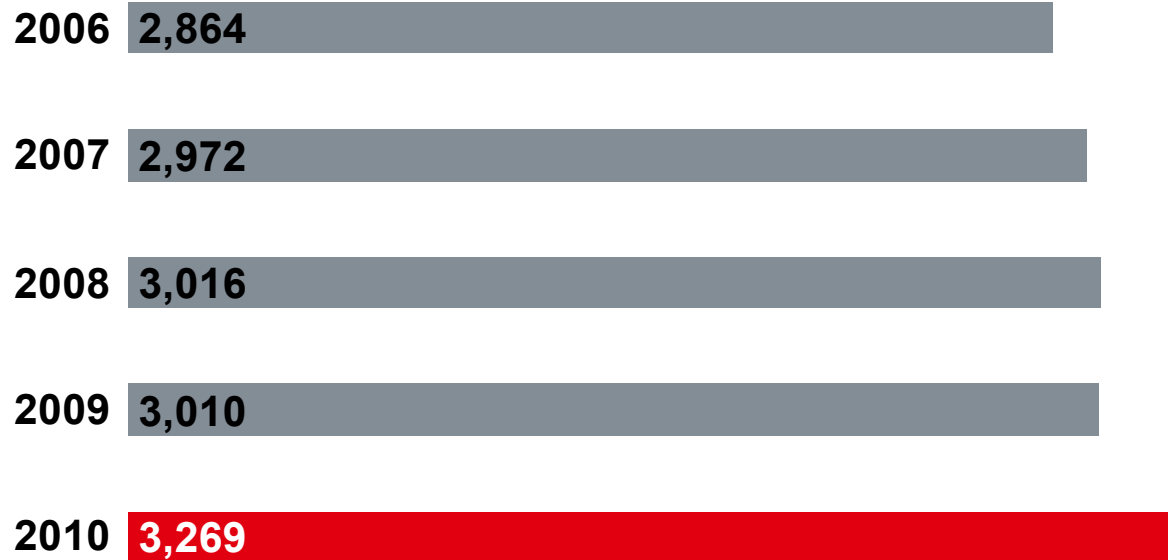
¹⁾ Adjusted for one-time charges/gains and restructuring charges.

Cosmetics/Toiletries

Sales performance 2006 to 2010

Sales

in million euros



Cosmetics/Toiletries

Results 2010

- Organic sales growth of 4.8 percent.
- Adjusted¹⁾ operating profit improved by 12.4 percent to 436 million euros.
- Adjusted¹⁾ return on sales increased by 0.4 percentage points to 13.3 percent.
- Return on capital employed (ROCE) up 1.9 percentage points to 20.1 percent.
- Economic value added (EVA[®]) further improved to 207 million euros.

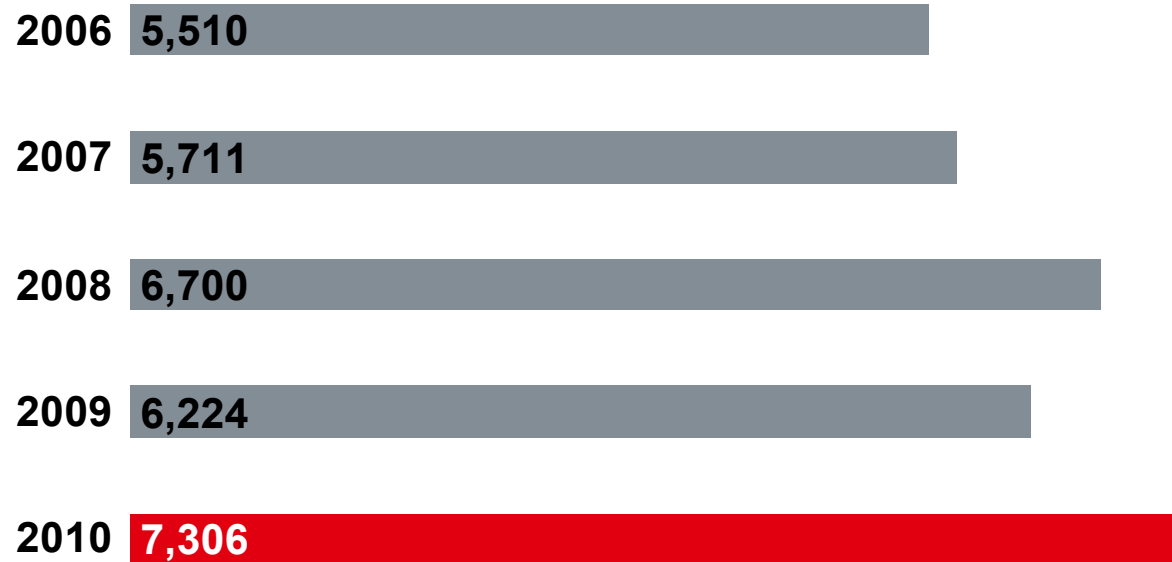
¹⁾ Adjusted for one-time charges/gains and restructuring charges.

Adhesive Technologies

Sales performance 2006 to 2010

Sales

in million euros



Adhesive Technologies

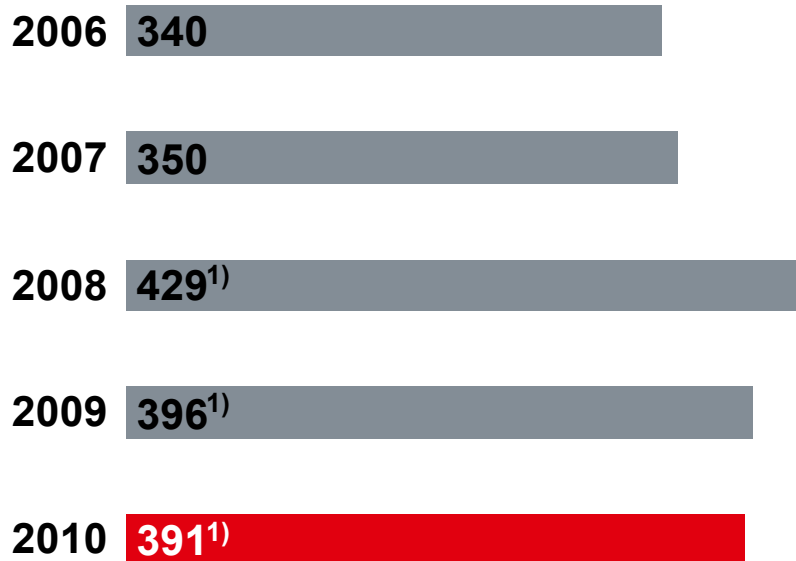
Results 2010

- Organic sales growth of 11.8 percent.
- Adjusted¹⁾ operating profit improved by 85.5 percent to 938 million euros .
- Adjusted¹⁾ return on sales increased by 4.7 percentage points to 12.8 percent.
- Return on capital employed (ROCE) up 7.7 percentage points to 12.5 percent.
- Economic value added (EVA[®]) improved by 616 million euros to 73 million euros.

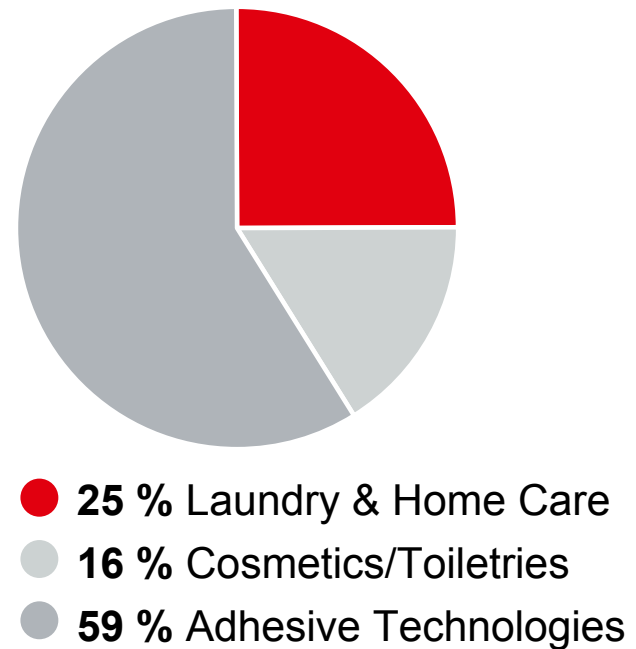
1) Adjusted for one-time charges/gains and restructuring charges.

Research and development expenditures

R&D expenditures in million euros



R&D expenditures by business sector



¹⁾ Includes restructuring charges of 52 million euros (2008), 13 million euros (2009), 8 million euros (2010).

Financial targets for 2012

Annual organic sales growth (average):	3 – 5 percent
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Adjusted ¹⁾ return on sales (EBIT):	14 percent
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Annual growth in adjusted ¹⁾ earnings per preferred share (average):	> 10 percent
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¹⁾ Adjusted for one-time charges/gains and restructuring charges.

Fiscal 2011

Third Quarter



Highlights third quarter 2011

Total sales: 4,028 million euros

- **+ 6.5 %** **Organic sales growth**
 - + 3.8 % Laundry & Home Care
 - + 5.6 % Cosmetics/Toiletries
 - + 8.7 % Adhesive Technologies
- **541 million euros** **Adjusted¹⁾ operating profit (EBIT):**
plus 4.7 percent
- **13.4 %** **Adjusted¹⁾ return on sales (EBIT):**
plus 0.4 percentage points
- **0.85 euros** **Adjusted¹⁾ earnings per preferred share:**
plus 6.3 percent

¹⁾ Adjusted for one-time charges (0 million euros)/one-time gains (0 million euros) and restructuring charges (90 million euros).

Henkel: Financial highlights

in million euros	Q3/2010	Q3/2011	+/-	1-9/2010	1-9/2011	+/-
Sales	3,961	4,028	1.7 %	11,363	11,804	3.9 %
Operating profit (EBIT)	501	451	- 10.0 %	1,344	1,418	5.5 %
Adjusted ¹⁾ operating profit (EBIT)	517	541	4.7 %	1,414	1,528	8.0 %
Return on sales (EBIT) in %	12.7	11.2	- 1.5 pp	11.8	12.0	0.2 pp
Adjusted ¹⁾ return on sales (EBIT) in %	13.0	13.4	0.4 pp	12.4	12.9	0.5 pp
Net income	343	314	- 8.5 %	889	979	10.1 %
Adjusted ¹⁾ earnings per preferred share in euros	0.80	0.85	6.3 %	2.13	2.37	11.3 %
Return on capital employed (ROCE) in %	16.3	15.9	- 0.4 pp	15.2	16.8	1.6 pp
Capital expenditures on property, plant and equipment	52	108	>100 %	164	263	60.4 %
Research and development expenses	95	103	8.4 %	293	311	6.1 %
Number of employees (as of September 30)	48,151	47,790	- 0.8 %	48,151	47,790	- 0.8 %

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

pp = percentage points

Sales third quarter 2011

Total sales: 4,028 million euros

Sales by business sector

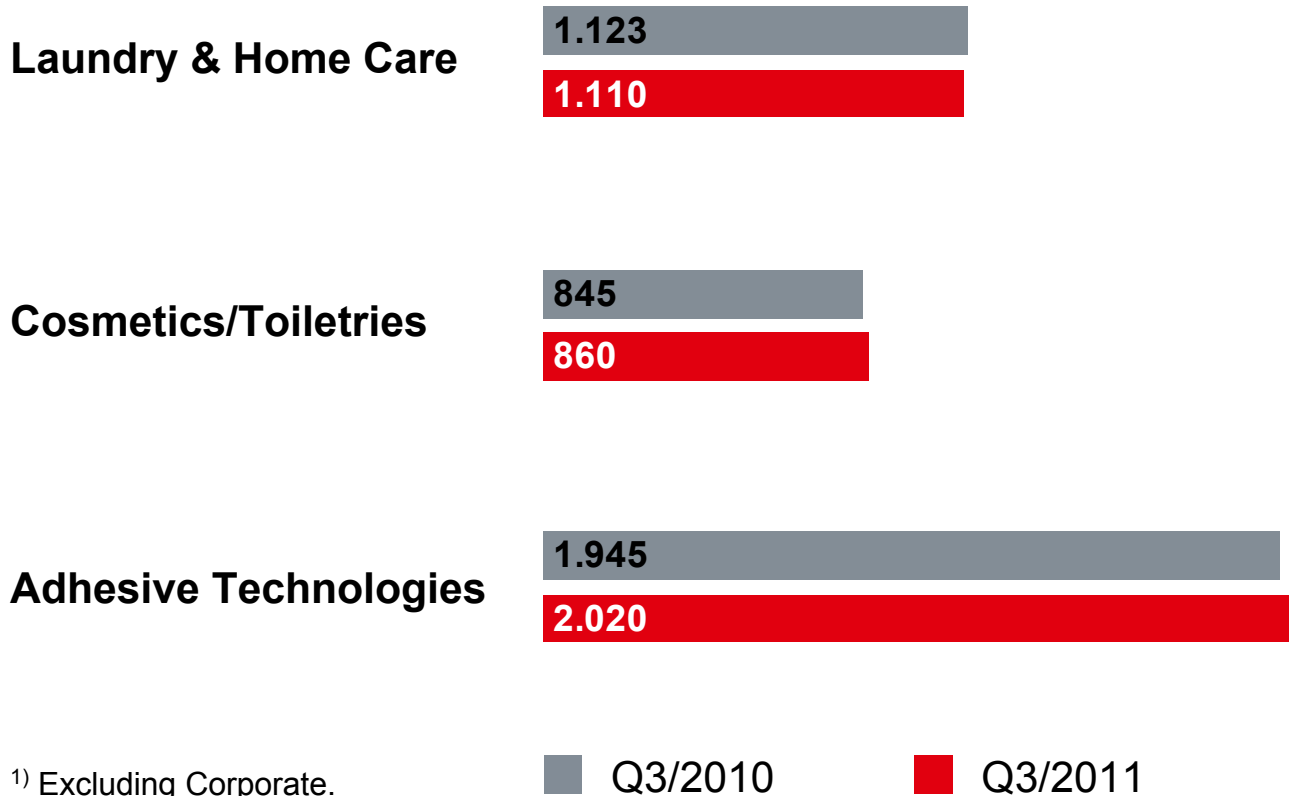


- **28 %** Laundry & Home Care
- **21 %** Cosmetics/Toiletries
- **50 %** Adhesive Technologies
- **1 %** Corporate

Corporate = sales and services not assignable to the individual business sectors.

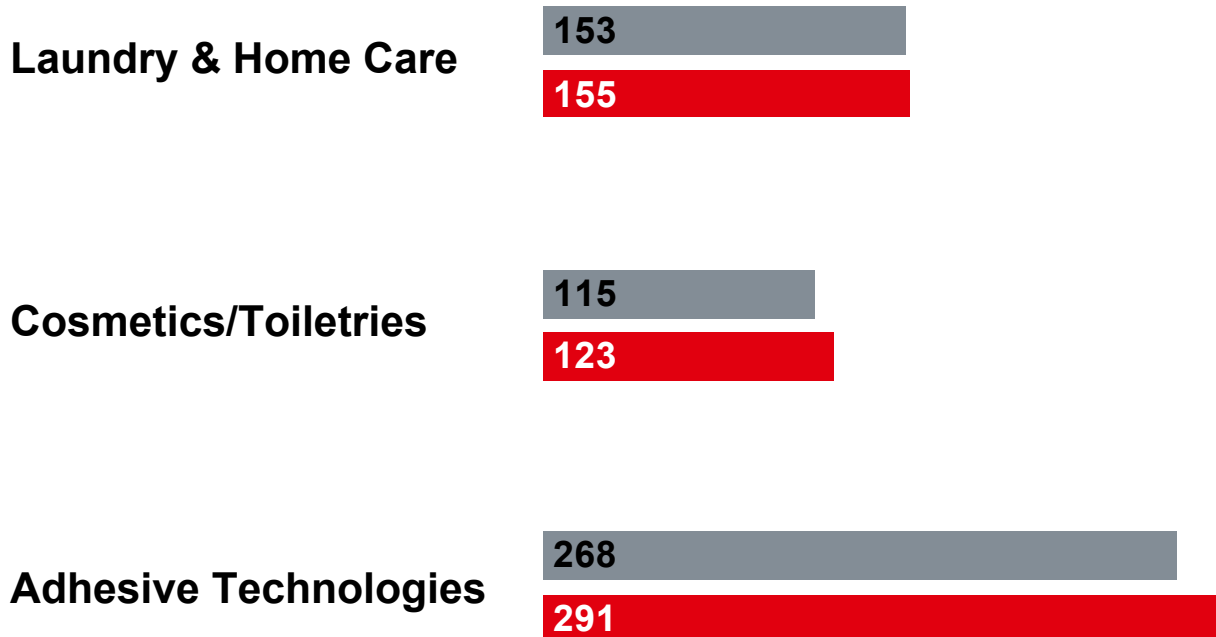
Sales by business sector third quarter¹⁾

in million euros



EBIT by business sector third quarter¹⁾

in million euros



¹⁾ Excluding Corporate.

■ Q3/2010 ■ Q3/2011

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

Sales third quarter 2011

Total sales: 4,028 million euros

Sales by region

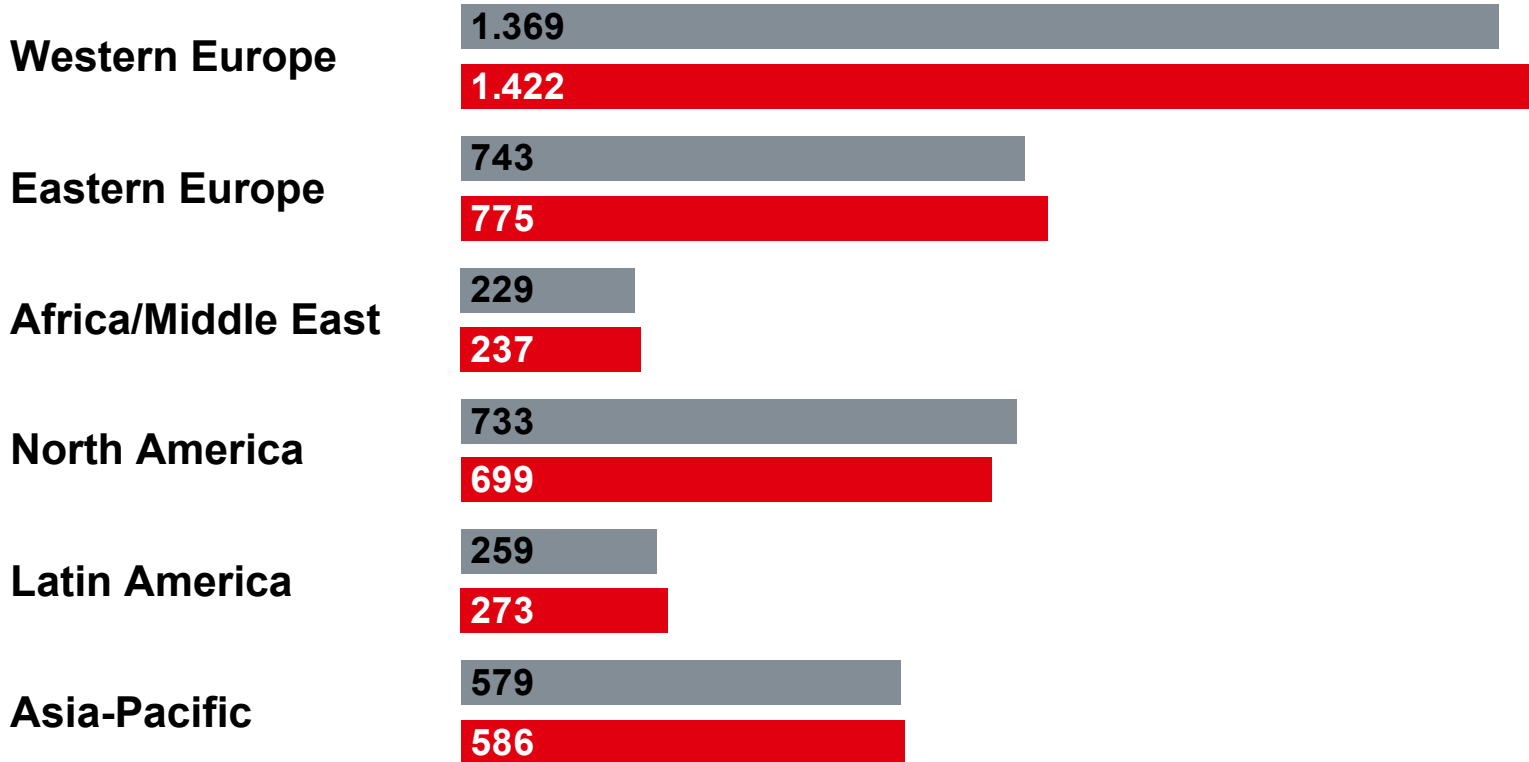


- **43 %** Growth regions¹⁾
- **35 %** Western Europe
- **17 %** North America
- **4 %** Japan/Australia/New Zealand
- **1 %** Corporate

¹⁾ Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan).

Sales by region third quarter¹⁾

in million euros



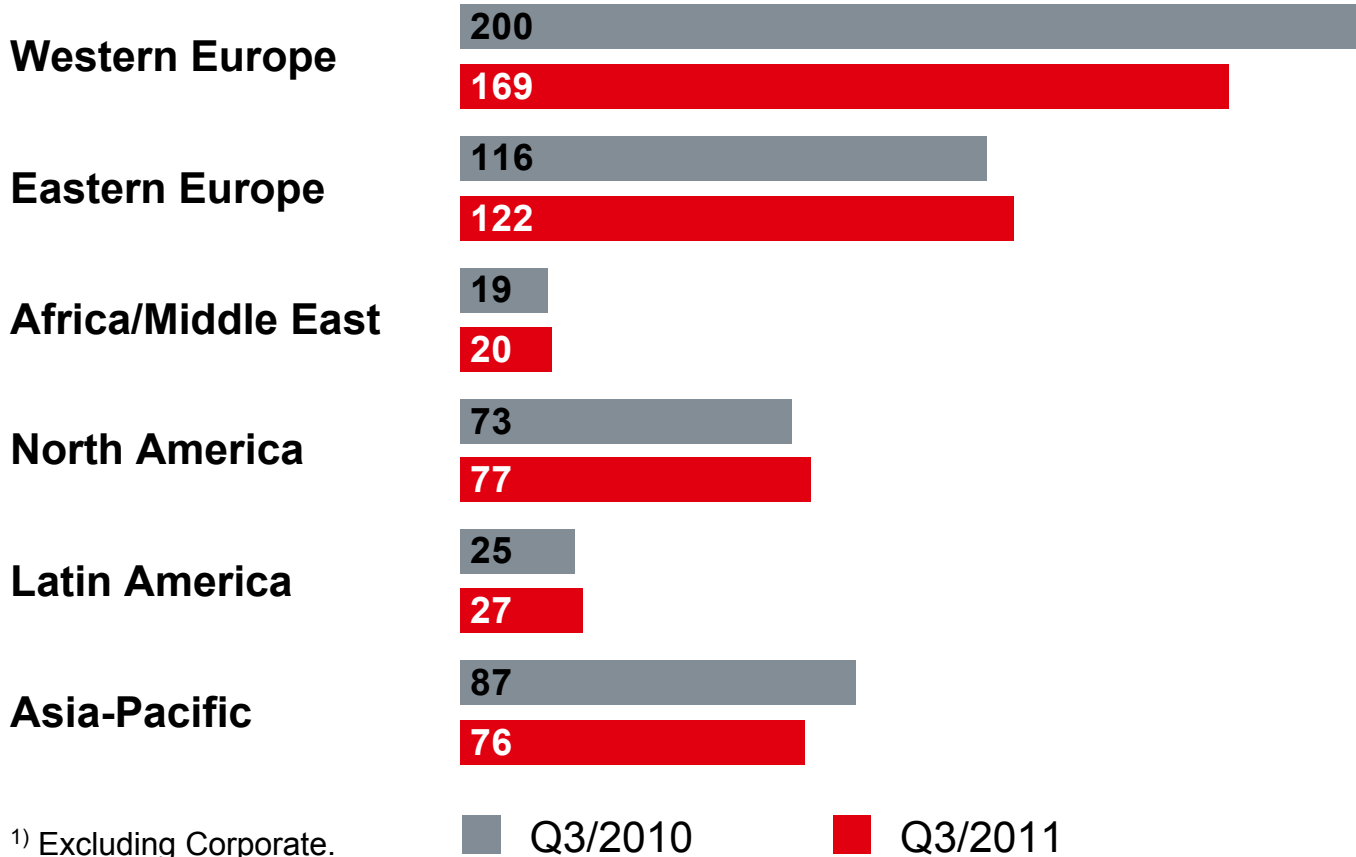
¹⁾ Excluding Corporate.

■ Q3/2010

■ Q3/2011

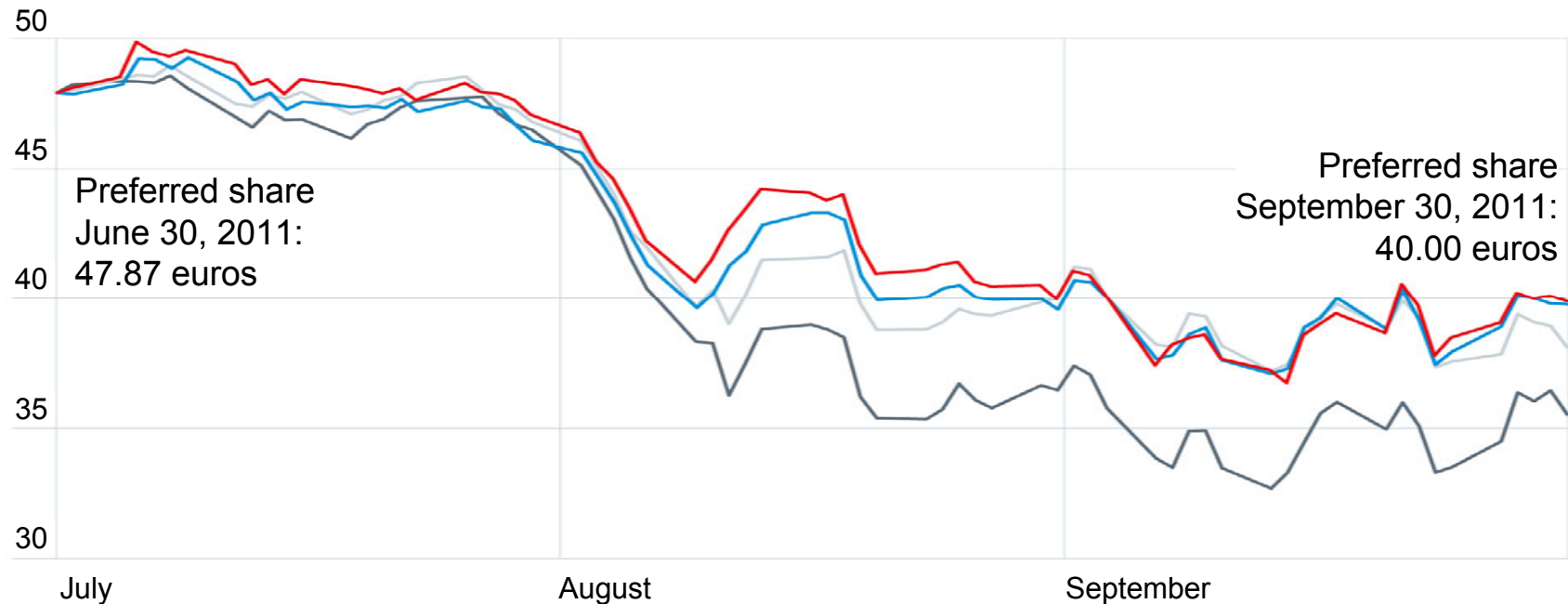
EBIT by region third quarter¹⁾

in million euros



Performance of Henkel shares versus market, third quarter 2011

in euros



- Henkel preferred share
- Henkel ordinary share (indexed)
- DJ Euro Stoxx Consumer Goods (indexed)
- DAX (indexed)

Fiscal 2011

January – September 2011



Sales January – September 2011

Total sales: 11,804 million euros

Sales by business sector

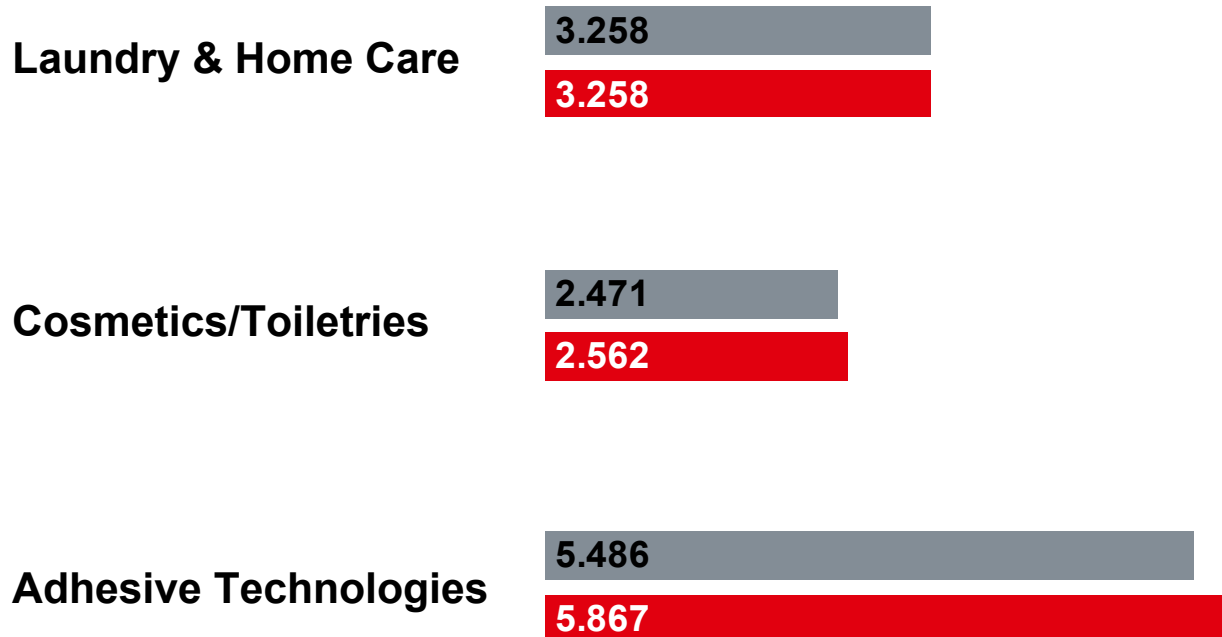


- **27 %** Laundry & Home Care
- **22 %** Cosmetics/Toiletries
- **50 %** Adhesive Technologies
- **1 %** Corporate

Corporate = sales and services not assignable to the individual business sectors.

Sales by business sector January – September¹⁾

in million euros

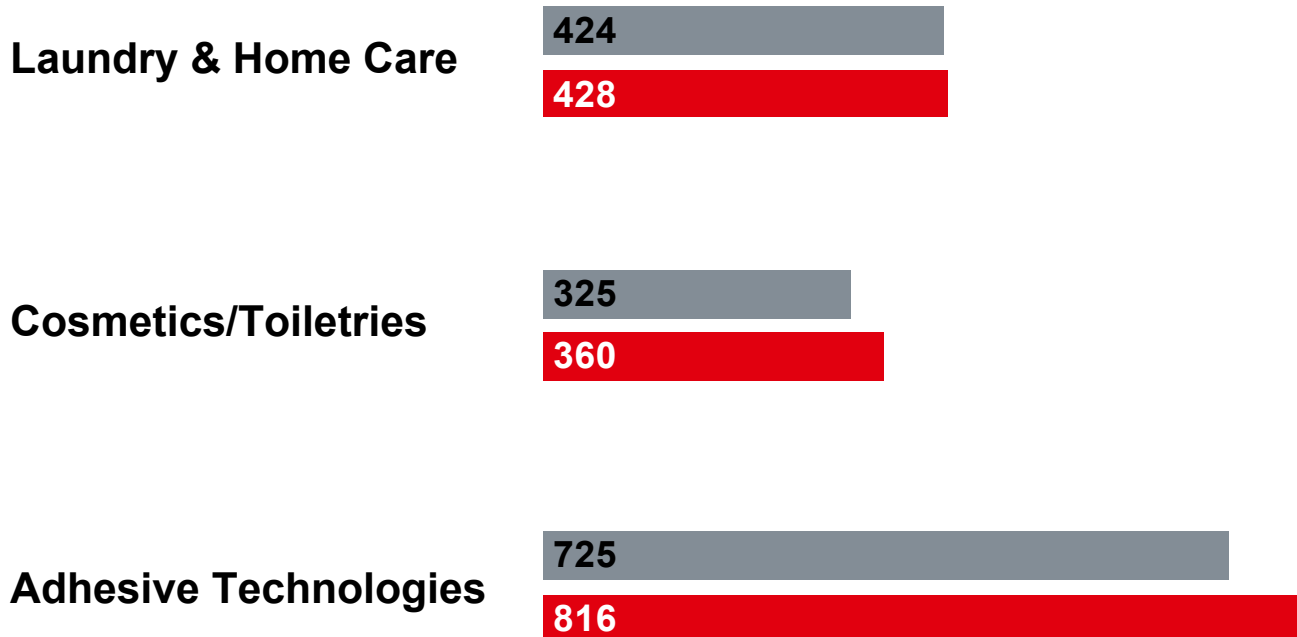


¹⁾ Excluding Corporate.

■ 1-9/2010 ■ 1-9/2011

EBIT by business sector January – September¹⁾

in million euros



¹⁾ Excluding Corporate.

■ 1-9/2010 ■ 1-9/2011

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

Sales January – September 2011

Total sales: 11,804 million euros

Sales by region

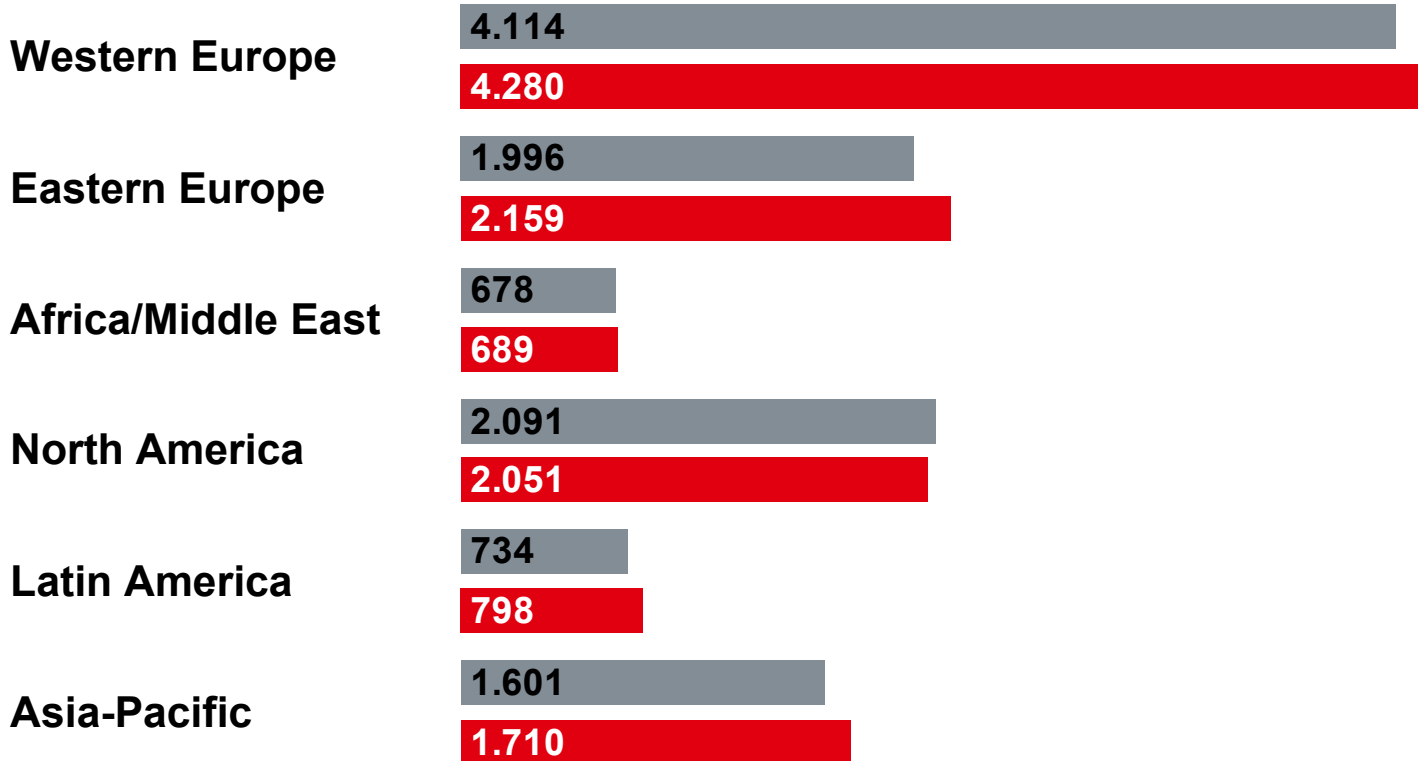


- 42 % Growth regions¹⁾
- 36 % Western Europe
- 17 % North America
- 4 % Japan/Australia/New Zealand
- 1 % Corporate

¹⁾ Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan).

Sales by region January – September¹⁾

in million euros



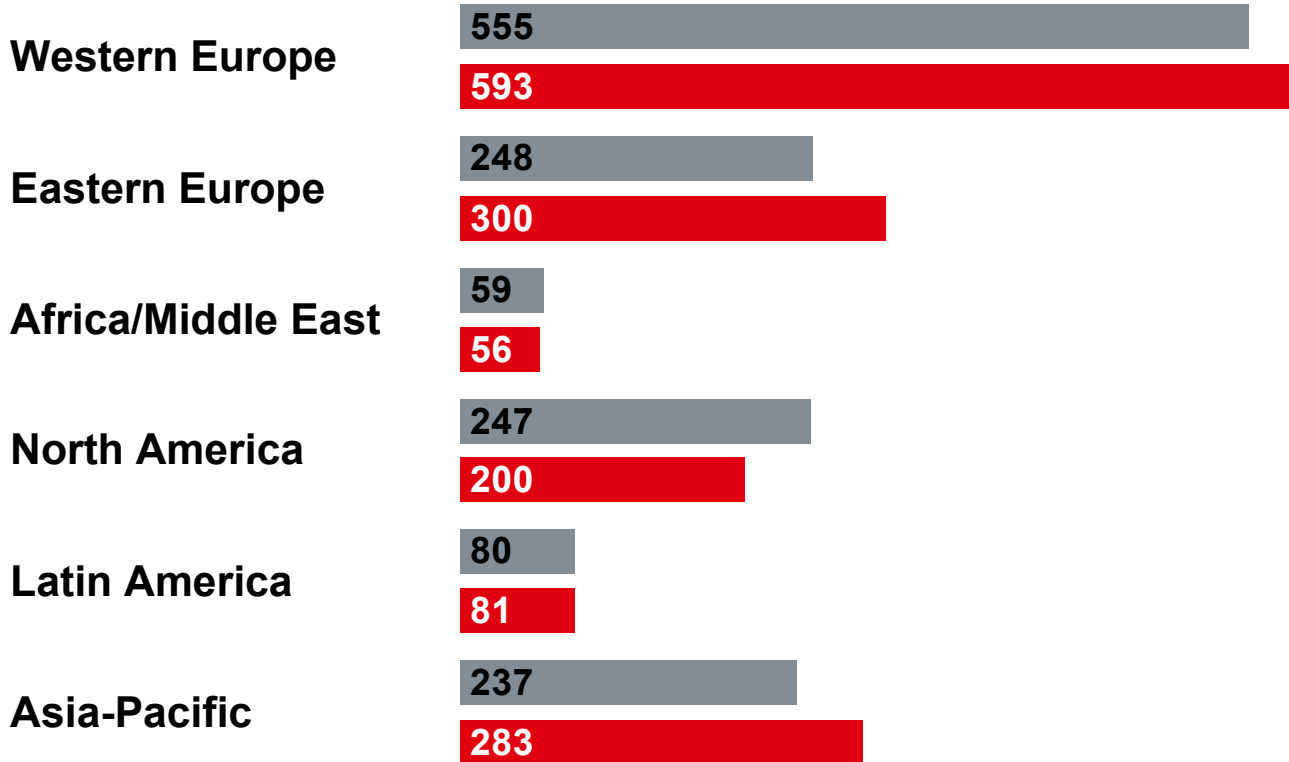
¹⁾ Excluding Corporate.

■ 1-9/2010

■ 1-9/2011

EBIT by region January – September¹⁾

in million euros



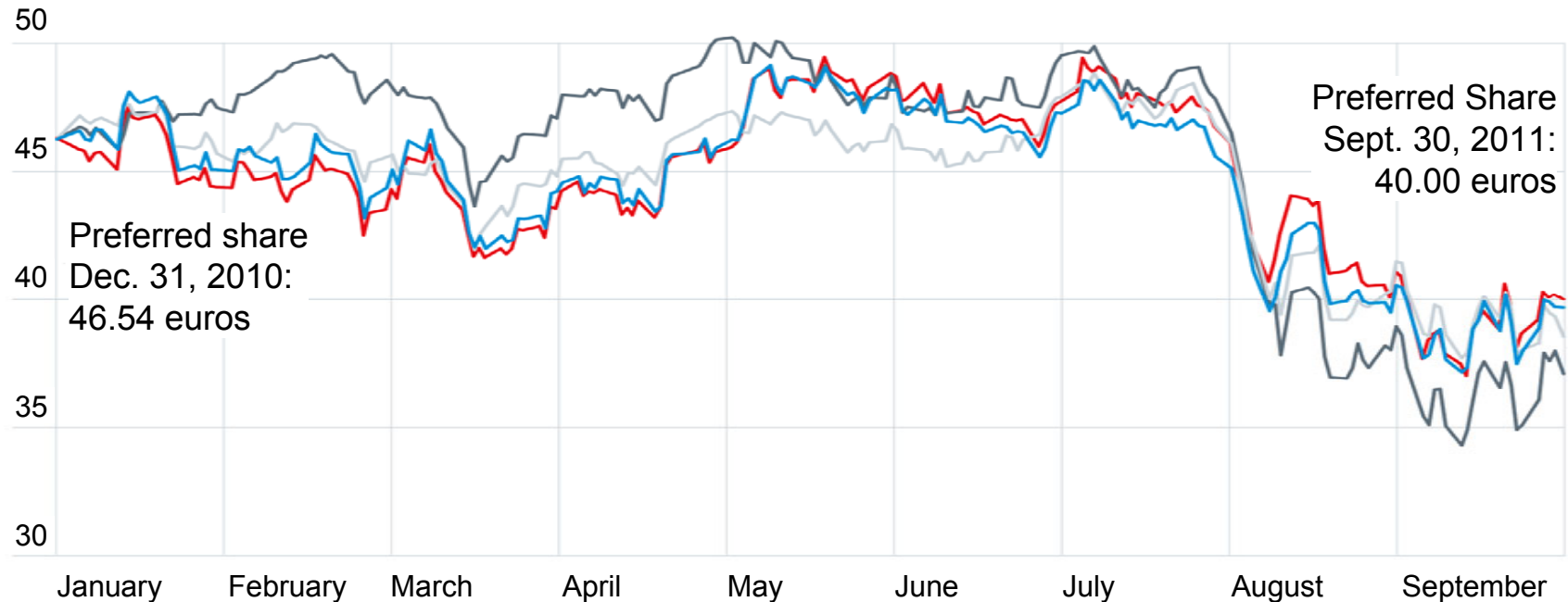
¹⁾ Excluding Corporate.

■ 1-9/2010

■ 1-9/2011

Performance of Henkel shares versus market, January through September 2011

in euros



- Henkel preferred share
- Henkel ordinary share (indexed)
- DJ Euro Stoxx Consumer Goods (indexed)
- DAX (indexed)