

Key figures Q4 2019 and 1-12 2019



in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Adhesive Technologies						
2019	2,335	9,461	354	1,631	15.2%	17.2%
2018	2,328	9,403	398	1,669	17.1%	17.7%
organic growth	-1.8%	-1.5%	-	-	-	-
2019 adjusted ¹⁾	-	-	397	1,712	17.0%	18.1%
2018 adjusted ¹⁾	-	-	424	1,761	18.2%	18.7%
Beauty Care						
2019	944	3,877	93	418	9.9%	10.8%
2018	957	3,950	128	589	13.4%	14.9%
organic growth	-1.6%	-2.1%	-	-	-	-
2019 adjusted ¹⁾	-	-	110	519	11.7%	13.4%
2018 adjusted ¹⁾	-	-	144	675	15.1%	17.1%
Laundry & Home Care						
2019	1,640	6,656	236	973	14.4%	14.6%
2018	1,565	6,419	257	970	16.4%	15.1%
organic growth	4.0%	3.7%	-	-	-	-
2019 adjusted ¹⁾	-	-	264	1,096	16.1%	16.5%
2018 adjusted ¹⁾	-	-	282	1,162	18.0%	18.1%
Henkel						
2019	4,947	20,114	633	2,899	12.8%	14.4%
2018	4,884	19,899	730	3,116	14.9%	15.7%
organic growth	0.0%	0.0%	-	-	-	-
2019 adjusted ¹⁾	-	-	729	3,220	14.7%	16.0%
2018 adjusted ¹⁾	-	-	802	3,496	16.4%	17.6%

Henkel	Q4 2018	Q4 2019	Change	1-12 2018	1-12 2019	Change
Earnings per preferred share in euros	1.28	1.02	-20.3%	5.34 ²⁾	4.81	-9.9%
Adjusted earnings per preferred share in euros ¹⁾	1.42	1.23	-13.4%	6.01	5.43	-9.7%
at constant exchange rates			-14.1%			-10.1%

Changes on the basis of figures in thousand euros

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

2) Prior-year figures amended (please refer to the notes on pages 154 to 157 of the annual report 2019)

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