

Key figures Q4/2012 and 1-12/2012

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Laundry & Home Care						
2012	1,108	4,556	143	621	12.9%	13.6 %
2011 ¹	1,046	4,304	37	419	3.6%	9.7 %
organic	4.7%	4.7%	-	-	-	-
2012 adjusted ²	-	-	158	659	14.3%	14.5%
2011 adjusted ²	-	-	143	570	13.6%	13.2%
Beauty Care						
2012	852	3,542	118	483	13.8%	13.6 %
2011	836	3,399	107	471	12.7%	13.8 %
organic	2.1%	3.1%	-	-	-	-
2012 adjusted ²	-	-	124	514	14.6%	14.5 %
2011 adjusted ²	-	-	121	482	14.5%	14.2 %
Adhesive Technologies						
2012	2,004	8,256	253	1,191	12.6%	14.4 %
2011	1,879	7,746	235	1,002	12.5%	12.9 %
organic	4.6%	3.6%	-	-	-	-
2012 adjusted ²	-	-	283	1,246	14.1%	15.1 %
2011 adjusted ²	-	-	259	1,075	13.8%	13.9 %
Henkel						
2012	4,002	16,510	492	2,199	12.3%	13.3%
2011 ¹	3,800	15,605	347	1,765	9.1%	11.3%
organic	4.0%	3.8%	-	-	-	-
2012 adjusted ²	-	-	544	2,335	13.6%	14.1%
2011 adjusted ²	-	-	502	2,029	13.2%	13.0%

Henkel	Q4/2011	Q4/2012	Change	1-12/ 2011	1-12/ 2012	Change
Earnings per preferred share in euros	0.47	0.79	68.1%	2.69	3.49	29.7%
Adjusted EPS per preferred share in euros	0.77	0.87	13.0%	3.14	3.70	17.8%

Changes on the basis of figures in thousand euros

1) Application of IAS 8 „Accounting policies, changes in accounting estimates and errors“. Further information is given in the Annual Report 2012 on pages 116 and 117.

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