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Henkel achieves very strong organic sales growth in the third quarter and updates outlook for 2026

Düsseldorf – Based on preliminary figures, Henkel achieved very strong organic sales growth in the third quarter, exceeding market expectations. In addition, on the back of this business performance and the assumptions for the remainder of the year, Henkel today updated its expectations for sales and earnings development in fiscal 2026.

Organic sales development in the third quarter 2026

According to preliminary figures, Henkel generated **Group sales** of 5,713 million euros in the third quarter of 2026. This corresponds to a double-digit **nominal** increase of 11.0 percent compared to the prior-year quarter. **Organic sales growth**, i.e. adjusted for foreign exchange effects and acquisitions/divestments, amounted to 6.5 percent (Vara Consensus: 4.1 percent). This growth was driven by all regions and both business units. At Group level, price development was 5.4 percent, while volumes increased by 1.1 percent.

The **Adhesive Technologies** business unit generated **sales** of 3,027 million euros in the third quarter of 2026. This corresponds to a **nominal** increase of 11.8 percent compared to the prior-year quarter. **Organic sales growth** amounted to 7.9 percent (Vara Consensus: 5.5 percent). This increase was driven primarily by strong pricing of 7.2 percent, combined with positive volume growth of 0.7 percent.

The **Consumer Brands** business unit generated **sales** of 2,643 million euros in the third quarter of 2026, representing a **nominal** increase of 10.1 percent compared to the prior-year quarter. **Organic sales growth** amounted to 4.8 percent (Vara Consensus: 2.5 percent), driven by a clearly positive price development of 3.2 percent and good volume growth of 1.6 percent.

Updated outlook for fiscal 2026

Henkel now expects the following sales and earnings development for **fiscal 2026**:

- **Organic sales growth**:
  - Group: 3.0 to 4.0 percent (previously: 1.5 to 3.5 percent)
  - Adhesive Technologies: 4.5 to 5.5 percent (previously: 2.0 to 4.0 percent)
  - Consumer Brands: 1.5 to 2.5 percent (previously: 0.5 to 2.5 percent)
- **Adjusted* return on sales**:
  - Group: around 15 percent (previously: 14.5 to 16.0 percent)
  - Adhesive Technologies: around 16.5 percent (previously: 16.5 to 18.0 percent)
  - Consumer Brands: around 15 percent (previously: 14.0 to 15.5 percent)
- **Adjusted* earnings per preferred share (EPS)**:
  Increase in the mid-single-digit percentage range at constant exchange rates (previously: increase in the low- to high-single-digit percentage range at constant exchange rates)

* Adjusted for one-time expenses and income, and for restructuring expenses.

Henkel will report on further details of business development in the third quarter and the first nine months of 2026 on November 10 as planned.

The overview of analyst estimates, which is compiled by Vara Research on behalf of Henkel, can be found at: https://www.henkel.com/investors-and-analysts/shares/consensus-estimates.

Henkel AG & Co. KGaA

Further information regarding financial instruments issued by Henkel

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Henkel Preferred Share:	ISIN DE0006048432 // WKN 604843
Henkel Ordinary Share:	ISIN DE0006048408 // WKN 604840
Listing:	Regulated market (Prime Standard), all German Stock Exchanges

For further financial instruments see: https://www.henkel.com/ir.

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