

Key figures Q3/2013 and 1-9/2013

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
Laundry & Home Care						
2013	1,167	3,531	185	527	15.8%	14.9%
2012	1,194	3,448	168	478	14.1%	13.9%
organic	5.5%	6.4%	-	-	-	-
2013 adjusted ¹⁾	-	-	186	544	15.9%	15.4%
2012 adjusted ¹⁾	-	-	173	500	14.5%	14.5%
Beauty Care						
2013	886	2,683	122	381	13.8%	14.2%
2012	908	2,690	114	365	12.5%	13.6%
organic	3.1%	3.3%	-	-	-	-
2013 adjusted ¹⁾	-	-	132	400	14.9%	14.9%
2012 adjusted ¹⁾	-	-	133	390	14.7%	14.5%
Adhesive Technologies						
2013	2,095	6,177	365	1,012	17.4%	16.4%
2012	2,153	6,252	329	939	15.3%	15.0%
organic	4.2%	2.3%	-	-	-	-
2013 adjusted ¹⁾	-	-	373	1,055	17.8%	17.1%
2012 adjusted ¹⁾	-	-	345	963	16.0%	15.4%
Henkel						
2013	4,184	12,503	649	1,821	15.5%	14.6%
2012	4,294	12,508	586	1,707	13.6%	13.6%
organic	4.2%	3.6%	-	-	-	-
2013 adjusted ¹⁾	-	-	672	1,932	16.1%	15.5%
2012 adjusted ¹⁾	-	-	631	1,791	14.7%	14.3%

Henkel	Q3/2012	Q3/2013	Change	1-9/ 2012	1-9/ 2013	Change
Earnings per preferred share in euros ²⁾	0.90	1.06	17.8%	2.65	2.93	10.6%
Adjusted EPS per preferred share in euros ²⁾	0.97	1.10	13.4%	2.78	3.13	12.6%
Adjusted EPS per preferred share in euros (2012 before IAS 19 revised)	0.99	1.10	11.1%	2.83	3.13	10.6%

Changes on the basis of figures in thousand euros

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

²⁾ Q3/2012 and 1-9/2012 adjusted in application of IAS 19 revised (see notes in the Quarterly financial report Q3 2013 on page 33)