

## Key figures Q4/2013 and 1-12/2013

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
<b>Laundry &amp; Home Care</b>						
2013	1,050	4,580	155	682	14.7%	14.9%
2012	1,108	4,556	143	621	12.9%	13.6%
organic	3.3%	5.7%	-	-	-	-
2013 adjusted <sup>1)</sup>	-	-	170	714	16.2%	15.6%
2012 adjusted <sup>1)</sup>	-	-	158	659	14.3%	14.5%
<b>Beauty Care</b>						
2013	828	3,510	93	474	11.2%	13.5%
2012	852	3,542	118	483	13.8%	13.6%
organic	2.2%	3.0%	-	-	-	-
2013 adjusted <sup>1)</sup>	-	-	125	525	15.1%	15.0%
2012 adjusted <sup>1)</sup>	-	-	124	514	14.6%	14.5%
<b>Adhesive Technologies</b>						
2013	1,940	8,117	259	1,271	13.3%	15.7%
2012	2,004	8,256	253	1,191	12.6%	14.4%
organic	4.0%	2.7%	-	-	-	-
2013 adjusted <sup>1)</sup>	-	-	315	1,370	16.2%	16.9%
2012 adjusted <sup>1)</sup>	-	-	283	1,246	14.1%	15.1%
<b>Henkel</b>						
2013	3,852	16,355	464	2,285	12.1%	14.0%
2012	4,002	16,510	492	2,199	12.3%	13.3%
organic	3.3%	3.5%	-	-	-	-
2013 adjusted <sup>1)</sup>	-	-	584	2,516	15.2%	15.4%
2012 adjusted <sup>1)</sup>	-	-	544	2,335	13.6%	14.1%

Henkel	Q4/ 2012	Q4/ 2013	Change	1-12/ 2012	1-12/ 2013	Change
Earnings per preferred share in euros <sup>2)</sup>	0.77	0.74	-3.9%	3.42	3.67	7.3%
Adjusted EPS per preferred share in euros <sup>2)</sup>	0.85	0.94	10.6%	3.63	4.07	12.1%
Adjusted EPS per preferred share in euros (2012 before IAS 19 revised)	0.87	0.94	8.0%	3.70	4.07	10.0%

Changes on the basis of figures in thousand euros

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

<sup>2)</sup> Q4/2012 and 1-12/2012 adjusted in application of IAS 19 revised (see notes in Annual Report 2013 on page 116)