

## Key figures Q3/2014 and 1-9/2014

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
<b>Laundry &amp; Home Care</b>						
2014	1,188	3,474	171	527	14.4%	15.2%
2013	1,167	3,531	185	527	15.8%	14.9%
organic	3.5%	4.6%	-	-	-	-
2014 adjusted <sup>1)</sup>	-	-	200	580	16.8%	16.7%
2013 adjusted <sup>1)</sup>	-	-	186	544	15.9%	15.4%
<b>Beauty Care</b>						
2014	918	2,671	98	346	10.6%	13.0%
2013	886	2,683	122	381	13.8%	14.2%
organic	0.8%	2.0%	-	-	-	-
2014 adjusted <sup>1)</sup>	-	-	140	419	15.2%	15.7%
2013 adjusted <sup>1)</sup>	-	-	132	400	14.9%	14.9%
<b>Adhesive Technologies</b>						
2014	2,100	6,062	354	1,031	16.9%	17.0%
2013	2,095	6,177	365	1,012	17.4%	16.4%
organic	2.7%	3.5%	-	-	-	-
2014 adjusted <sup>1)</sup>	-	-	373	1,055	17.8%	17.4%
2013 adjusted <sup>1)</sup>	-	-	373	1,055	17.8%	17.1%
<b>Henkel</b>						
2014	4,236	12,302	603	1,800	14.2%	14.6%
2013	4,184	12,503	649	1,821	15.5%	14.6%
organic	2.3%	3.3%	-	-	-	-
2014 adjusted <sup>1)</sup>	-	-	693	1,986	16.4%	16.1%
2013 adjusted <sup>1)</sup>	-	-	672	1,932	16.1%	15.5%

Henkel	Q3/2013	Q3/2014	Change	1-9/ 2013	1-9/ 2014	Change
Earnings per preferred share in euros	1.06	1.01	-4.7%	2.93	3.07	4.8%
Adjusted EPS per preferred share in euros <sup>1)</sup>	1.10	1.17	6.4%	3.13	3.37	7.7%

Changes on the basis of figures in thousand euros

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