

## Key figures Q4/2015 and 1-12/2015

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
<b>Laundry &amp; Home Care</b>						
2015	1,211	5,137	186	786	15.3%	15.3%
2014	1,152	4,626	88	615	7.6%	13.3%
organic	4.3%	4.9%	-	-	-	-
2015 adjusted <sup>1)</sup>	-	-	194	879	16.0%	17.1%
2014 adjusted <sup>1)</sup>	-	-	169	749	14.7%	16.2%
<b>Beauty Care</b>						
2015	922	3,833	128	561	13.8%	14.6%
2014	876	3,547	74	421	8.5%	11.9%
organic	2.4%	2.1%	-	-	-	-
2015 adjusted <sup>1)</sup>	-	-	139	610	15.1%	15.9%
2014 adjusted <sup>1)</sup>	-	-	125	544	14.2%	15.3%
<b>Adhesive Technologies</b>						
2015	2,209	8,992	362	1,462	16.4%	16.3%
2014	2,065	8,127	314	1,345	15.2%	16.6%
organic	2.3%	2.4%	-	-	-	-
2015 adjusted <sup>1)</sup>	-	-	371	1,534	16.8%	17.1%
2014 adjusted <sup>1)</sup>	-	-	347	1,402	16.8%	17.2%
<b>Henkel</b>						
2015	4,374	18,089	616	2,645	14.1%	14.6%
2014	4,126	16,428	444	2,244	10.8%	13.7%
organic	2.9%	3.0%	-	-	-	-
2015 adjusted <sup>1)</sup>	-	-	670	2,923	15.3%	16.2%
2014 adjusted <sup>1)</sup>	-	-	602	2,588	14.6%	15.8%

Henkel	Q4/ 2014	Q4/ 2015	Change	1-12/ 2014	1-12/ 2015	Change
Earnings per preferred share in euros	0.69	1.03	49.3%	3.76	4.44	18.1%
Adjusted EPS per preferred share in euros <sup>1)</sup>	1.01	1.11	9.9%	4.38	4.88	11.4%

Changes on the basis of figures in thousand euros

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