



## Key figures Q3 2019 and 1-9 2019

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
<b>Adhesive Technologies</b>						
2019	2,395	7,126	452	1,277	18.9%	17.9%
2018	2,373	7,075	444	1,271	18.7%	18.0%
organic growth	-2.4%	-1.5%	-	-	-	-
2019 adjusted <sup>1)</sup>	-	-	458	1,315	19.1%	18.5%
2018 adjusted <sup>1)</sup>	-	-	466	1,338	19.6%	18.9%
<b>Beauty Care</b>						
2019	970	2,933	91	325	9.4%	11.1%
2018	993	2,993	158	461	15.9%	15.4%
organic growth	-2.2%	-2.3%	-	-	-	-
2019 adjusted <sup>1)</sup>	-	-	144	409	14.8%	14.0%
2018 adjusted <sup>1)</sup>	-	-	182	531	18.3%	17.7%
<b>Laundry &amp; Home Care</b>						
2019	1,682	5,016	254	737	15.1%	14.7%
2018	1,641	4,854	248	713	15.1%	14.7%
organic growth	4.0%	3.5%	-	-	-	-
2019 adjusted <sup>1)</sup>	-	-	267	832	15.9%	16.6%
2018 adjusted <sup>1)</sup>	-	-	294	879	17.9%	18.1%
<b>Henkel</b>						
2019	5,077	15,167	774	2,266	15.2%	14.9%
2018	5,037	15,015	833	2,386	16.5%	15.9%
organic growth	-0.3%	0.0%	-	-	-	-
2019 adjusted <sup>1)</sup>	-	-	850	2,491	16.7%	16.4%
2018 adjusted <sup>1)</sup>	-	-	926	2,694	18.4%	17.9%
<b>Henkel</b>						
	<b>Q3 2018</b>	<b>Q3 2019</b>	<b>Change</b>	<b>1-9 2018</b>	<b>1-9 2019</b>	<b>Change</b>
Earnings per preferred share in euros	1.42	1.28	-9.9%	4.05	3.79	-6.4%
Adjusted earnings per preferred share in euros <sup>1)</sup>	1.58	1.43	-9.5%	4.59	4.20	-8.5%
at constant exchange rates			-10.8%			-8.9%

Changes on the basis of figures in thousand euros

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