

Key figures Q4/2014 and 1-12/2014

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Laundry & Home Care						
2014	1,152	4,626	88	615	7.6%	13.3%
2013	1,050	4,580	155	682	14.7%	14.9%
organic	4.8%	4.6%	-	-	-	-
2014 adjusted ¹⁾	-	-	169	749	14.7%	16.2%
2013 adjusted ¹⁾	-	-	170	714	16.2%	15.6%
Beauty Care						
2014	876	3,547	74	421	8.5%	11.9%
2013	828	3,510	93	474	11.2%	13.5%
organic	2.2%	2.0%	-	-	-	-
2014 adjusted ¹⁾	-	-	125	544	14.2%	15.3%
2013 adjusted ¹⁾	-	-	125	525	15.1%	15.0%
Adhesive Technologies						
2014	2,065	8,127	314	1,345	15.2%	16.6%
2013	1,940	8,117	259	1,271	13.3%	15.7%
organic	4.3%	3.7%	-	-	-	-
2014 adjusted ¹⁾	-	-	347	1,402	16.8%	17.2%
2013 adjusted ¹⁾	-	-	315	1,370	16.2%	16.9%
Henkel						
2014	4,126	16,428	444	2,244	10.8%	13.7%
2013	3,852	16,355	464	2,285	12.1%	14.0%
organic	3.9%	3.4%	-	-	-	-
2014 adjusted ¹⁾	-	-	602	2,588	14.6%	15.8%
2013 adjusted ¹⁾	-	-	584	2,516	15.2%	15.4%

Henkel	Q4/ 2013	Q4/ 2014	Change	1-12/ 2013	1-12/ 2014	Change
Earnings per preferred share in euros	0.74	0.69	-6.8%	3.67	3.76	2.5%
Adjusted EPS per preferred share in euros ¹⁾	0.94	1.01	7.4%	4.07	4.38	7.6%

Changes on the basis of figures in thousand euros

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