

## Key figures Q3/2011 and 1-9/2011

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
<b>Laundry &amp; Home Care</b>						
2011	1,110	3,258	125	382	11.2%	11.7%
2010	1,123	3,258	139	427	12.4%	13.1%
organic	3.8%	3.1%	-	-	-	-
2011 adjusted <sup>1)</sup>	-	-	155	428	14.0%	13.1%
2010 adjusted <sup>1)</sup>	-	-	153	424	13.6%	13.0%
<b>Cosmetics/Toiletries</b>						
2011	860	2,562	111	364	13.0%	14.2%
2010	845	2,471	113	325	13.4%	13.1%
organic	5.6%	5.6%	-	-	-	-
2011 adjusted <sup>1)</sup>	-	-	123	360	14.3%	14.1%
2010 adjusted <sup>1)</sup>	-	-	115	325	13.6%	13.2%
<b>Adhesive Technologies</b>						
2011	2,020	5,867	254	767	12.6%	13.1%
2010	1,945	5,486	268	676	13.8%	12.3%
organic	8.7%	9.6%	-	-	-	-
2011 adjusted <sup>1)</sup>	-	-	291	816	14.4%	13.9%
2010 adjusted <sup>1)</sup>	-	-	268	725	13.8%	13.2%
<b>Henkel</b>						
2011	4,028	11,804	451	1,418	11.2%	12.0%
2010	3,961	11,363	501	1,344	12.7%	11.8%
organic	6.5%	6.6%	-	-	-	-
2011 adjusted <sup>1)</sup>	-	-	541	1,528	13.4%	12.9%
2010 adjusted <sup>1)</sup>	-	-	517	1,414	13.0%	12.4%

Henkel	Q3/2010	Q3/2011	Change	1-9/ 2010	1-9/ 2011	Change
Earnings per preferred share in euros	0.78	0.71	-9.0%	2.01	2.22	10.4%
Adjusted EPS per preferred share in euros	0.80	0.85	6.3%	2.13	2.37	11.3%

Changes on the basis of figures in thousand euros

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