

Key figures Q4/2016 and 1-12/2016

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Adhesive Technologies						
2016	2,255	8,961	371	1,561	16.5%	17.4%
2015	2,209	8,992	362	1,462	16.4%	16.3%
organic	3.9%	2.8%	-	-	-	-
2016 adjusted ¹⁾	-	-	397	1,629	17.6%	18.2%
2015 adjusted ¹⁾	-	-	371	1,534	16.8%	17.1%
Beauty Care						
2016	932	3,838	67	526	7.2%	13.7%
2015	922	3,833	128	561	13.8%	14.6%
organic	1.0%	2.1%	-	-	-	-
2016 adjusted ¹⁾	-	-	148	647	15.9%	16.9%
2015 adjusted ¹⁾	-	-	139	610	15.1%	15.9%
Laundry & Home Care						
2016	1,638	5,795	121	803	7.4%	13.9%
2015	1,211	5,137	186	786	15.3%	15.3%
organic	4.7%	4.7%	-	-	-	-
2016 adjusted ¹⁾	-	-	248	1,000	15.2%	17.3%
2015 adjusted ¹⁾	-	-	194	879	16.0%	17.1%
Henkel						
2016	4,856	18,714	526	2,775	10.8%	14.8%
2015	4,374	18,089	616	2,645	14.1%	14.6%
organic	3.5%	3.1%	-	-	-	-
2016 adjusted ¹⁾	-	-	765	3,172	15.8%	16.9%
2015 adjusted ¹⁾	-	-	670	2,923	15.3%	16.2%

Henkel	Q4/2015	Q4/2016	Change	1-12/ 2015	1-12/ 2016	Change
Earnings per preferred share in euros	1.03	0.90	-12.6%	4.44	4.74	6.8%
Adjusted EPS per preferred share in euros ¹⁾	1.11	1.27	14.4%	4.88	5.36	9.8%

Changes on the basis of figures in thousand euros

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