

Key figures Q3/2016 and 1-9/2016

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
Laundry & Home Care						
2016	1,479	4,157	228	682	15.4%	16.4%
2015	1,314	3,926	211	600	16.0%	15.3%
organic	4.0%	4.7%	-	-	-	-
2016 adjusted ¹⁾	-	-	265	751	17.9%	18.1%
2015 adjusted ¹⁾	-	-	239	685	18.2%	17.5%
Beauty Care						
2016	968	2,906	155	459	16.0%	15.8%
2015	964	2,910	142	433	14.7%	14.9%
organic	2.6%	2.5%	-	-	-	-
2016 adjusted ¹⁾	-	-	170	499	17.5%	17.2%
2015 adjusted ¹⁾	-	-	155	471	16.1%	16.2%
Adhesive Technologies						
2016	2,272	6,705	423	1,190	18.6%	17.7%
2015	2,279	6,783	367	1,100	16.1%	16.2%
organic	2.5%	2.4%	-	-	-	-
2016 adjusted ¹⁾	-	-	430	1,232	18.9%	18.4%
2015 adjusted ¹⁾	-	-	412	1,163	18.1%	17.2%
Henkel						
2016	4,748	13,858	775	2,249	16.3%	16.2%
2015	4,590	13,715	666	2,029	14.5%	14.8%
organic	2.8%	3.0%	-	-	-	-
2016 adjusted ¹⁾	-	-	837	2,407	17.6%	17.4%
2015 adjusted ¹⁾	-	-	778	2,253	16.9%	16.4%

Henkel	Q3/2015	Q3/2016	Change	1-9/ 2015	1-9/ 2016	Change
Earnings per preferred share in euros	1.12	1.33	18.8%	3.41	3.84	12.6%
Adjusted EPS per preferred share in euros ¹⁾	1.30	1.42	9.2%	3.77	4.09	8.5%

Changes on the basis of figures in thousand euros

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