

## Key figures Q4/2018 and 1-12/2018

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
<b>Adhesive Technologies</b>						
2018	2,328	9,403	398	1,669	17.1%	17.7%
2017	2,348	9,387	353	1,657	15.0%	17.7%
organic growth	2.1%	4.0%	-	-	-	-
2018 adjusted <sup>1)</sup>	-	-	424	1,761	18.2%	18.7%
2017 adjusted <sup>1)</sup>	-	-	411	1,734	17.5%	18.5%
<b>Beauty Care</b>						
2018	957	3,950	128	589	13.4%	14.9%
2017	920	3,868	110	535	11.9%	13.8%
organic growth	1.0%	-0.7%	-	-	-	-
2018 adjusted <sup>1)</sup>	-	-	144	675	15.1%	17.1%
2017 adjusted <sup>1)</sup>	-	-	145	665	15.8%	17.2%
<b>Laundry &amp; Home Care</b>						
2018	1,565	6,419	257	970	16.4%	15.1%
2017	1,586	6,651	223	989	14.1%	14.9%
organic growth	2.8%	1.9%	-	-	-	-
2018 adjusted <sup>1)</sup>	-	-	282	1,162	18.0%	18.1%
2017 adjusted <sup>1)</sup>	-	-	280	1,170	17.6%	17.6%
<b>Henkel</b>						
2018	4,884	19,899	730	3,116	14.9%	15.7%
2017	4,886	20,029	643	3,055	13.2%	15.3%
organic growth	2.2%	2.4%	-	-	-	-
2018 adjusted <sup>1)</sup>	-	-	802	3,496	16.4%	17.6%
2017 adjusted <sup>1)</sup>	-	-	801	3,461	16.4%	17.3%

Henkel	Q4/2017	Q4/2018	Change	1-12 2017	1-12 2018	Change
Earnings per preferred share in euros	1.69	1.28	-24.3%	5.81	5.33	-8.3%
Adjusted earnings per preferred share in euros <sup>1)</sup>	1.35	1.42	5.2%	5.85	6.01	2.7%

Changes on the basis of figures in thousand euros

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