

## Consolidated statement of income

in million euros	Note	2012 <sup>1</sup>	%	2013	%	Change
<b>Sales</b>	22	<b>16,510</b>	<b>100.0</b>	<b>16,355</b>	<b>100.0</b>	-0.9%
Cost of sales <sup>2</sup>	23	-8,778	-53.2	-8,546	-52.3	-2.6%
<b>Gross profit</b>		<b>7,732</b>	<b>46.8</b>	<b>7,809</b>	<b>47.7</b>	<b>1.0%</b>
Marketing, selling and distribution expenses <sup>2</sup>	24	-4,302	-26.1	-4,242	-25.9	-1.4%
Research and development expenses <sup>2</sup>	25	-408	-2.5	-415	-2.6	1.7%
Administrative expenses <sup>2</sup>	26	-785	-4.7	-842	-5.1	7.3%
Other operating income	27	109	0.7	122	0.7	11.9%
Other operating charges	28	-147	-0.9	-147	-0.8	0.0%
<b>Operating profit (EBIT)</b>		<b>2,199</b>	<b>13.3</b>	<b>2,285</b>	<b>14.0</b>	<b>3.9%</b>
Interest income		50	0.3	65	0.4	30.0%
Interest expense		-232	-1.4	-178	-1.1	-23.3%
Interest result		-182	-1.1	-113	-0.7	-37.9%
Investment result		1	-	-	-	-100.0%
<b>Financial result</b>	29	<b>-181</b>	<b>-1.1</b>	<b>-113</b>	<b>-0.7</b>	<b>-37.6%</b>
<b>Income before tax</b>		<b>2,018</b>	<b>12.2</b>	<b>2,172</b>	<b>13.3</b>	<b>7.6%</b>
Taxes on income	30	-492	-3.0	-547	-3.4	11.2%
<i>Tax rate in %</i>		24.4		25.2		
<b>Net income</b>		<b>1,526</b>	<b>9.2</b>	<b>1,625</b>	<b>9.9</b>	<b>6.5%</b>
- Attributable to non-controlling interests	31	-46	-0.3	-36	-0.2	-21.7%
- Attributable to shareholders of Henkel AG & Co. KGaA		1,480	8.9	1,589	9.7	7.4%
Earnings per ordinary share – basic and diluted		3.40		3.65		7.4%
Earnings per preferred share – basic and diluted		3.42		3.67		7.3%
Earnings per ordinary share – basic and diluted (2012 before IAS 19 revised)		3.47		3.65		5.2%
Earnings per preferred share – basic and diluted (2012 before IAS 19 revised)		3.49		3.67		5.2%

### Additional voluntary information

in million euros		2012 <sup>1</sup>	2013	Change
<b>EBIT (as reported)</b>		<b>2,199</b>	<b>2,285</b>	<b>3.9%</b>
One-time gains <sup>3</sup>		-	-10	-
One-time charges <sup>4</sup>		12	82	-
Restructuring charges		124	159	-
<b>Adjusted EBIT</b>		<b>2,335</b>	<b>2,516</b>	<b>7.8%</b>
<i>Adjusted return on sales</i>	<i>in %</i>	14.1	15.4	1.3 pp
<i>Adjusted tax rate</i>	<i>in %</i>	24.8	25.1	0.3 pp
<b>Adjusted net income – Attributable to shareholders of Henkel AG &amp; Co. KGaA</b>		<b>1,573</b>	<b>1,764</b>	<b>12.1%</b>
<b>Adjusted earnings per ordinary share</b>	<i>in euros</i>	3.61	4.05	12.2%
<b>Adjusted earnings per preferred share</b>	<i>in euros</i>	3.63	4.07	12.1%
<b>Adjusted net income – Attributable to shareholders of Henkel AG &amp; Co. KGaA (2012 before IAS 19 revised)</b>		<b>1,603</b>	<b>1,764</b>	<b>10.0%</b>
<b>Adjusted earnings per ordinary share (2012 before IAS 19 revised)</b>	<i>in euros</i>	3.68	4.05	10.1%
<b>Adjusted earnings per preferred share (2012 before IAS 19 revised)</b>	<i>in euros</i>	3.70	4.07	10.0%

<sup>1</sup> Adjusted in application of IAS 19 revised (see notes on page 116).

<sup>2</sup> Restructuring expenses 2013: 159 million euros (2012: 124 million euros), of which: cost of sales 49 million euros (2012: 40 million euros); marketing, selling and distribution expenses 43 million euros (2012: 24 million euros); research and development expenses 1 million euros (2012: 2 million euros); administrative expenses 66 million euros (2012: 58 million euros).

<sup>3</sup> Gain from the sale of enzyme production technologies in the Laundry & Home Care business unit.

<sup>4</sup> Of which 35 million euros impairment of assets held for sale of our companies in Iran, and 20 million euros expense from dispute settlement with former joint venture partner.