

Group segment report by business unit¹

	Laundry & Home Care	Beauty Care	Adhesives for Consumers, Craftsmen and Building	Industrial Adhesives	Total Adhesive Tech- nologies	Operating business units total	Corporate	Henkel Group
in million euros								
Sales 2013	4,580	3,510	1,924	6,193	8,117	16,207	148	16,355
Proportion of Group sales	28%	21%	12%	38%	50%	99%	1%	100%
Sales 2012	4,556	3,542	1,988	6,268	8,256	16,355	155	16,510
Change from previous year	0.5%	-0.9%	-3.2%	-1.2%	-1.7%	-0.9%	-4.5%	-0.9%
After adjusting for foreign exchange	5.7%	2.8%	0.9%	3.4%	2.8%	3.6%	-	3.5%
Organic	5.7%	3.0%	2.5%	2.8%	2.7%	3.6%	-	3.5%
EBIT 2013	682	474	286	985	1,271	2,426	-141	2,285
EBIT 2012	621	483	280	911	1,191	2,296	-97	2,199
Change from previous year	9.7%	-1.9%	2.2%	8.1%	6.7%	5.7%	-	3.9%
Return on sales (EBIT) 2013	14.9%	13.5%	14.9%	15.9%	15.7%	15.0%	-	14.0%
Return on sales (EBIT) 2012	13.6%	13.6%	14.1%	14.5%	14.4%	14.0%	-	13.3%
Adjusted EBIT 2013	714	525	311	1,059	1,370	2,609	-93	2,516
Adjusted EBIT 2012	659	514	287	959	1,246	2,419	-84	2,335
Change from previous year	8.5%	2.1%	8.3%	10.4%	9.9%	7.8%	-	7.8%
Adjusted return on sales (EBIT) 2013	15.6%	15.0%	16.2%	17.1%	16.9%	16.1%	-	15.4%
Adjusted return on sales (EBIT) 2012	14.5%	14.5%	14.4%	15.3%	15.1%	14.8%	-	14.1%
Capital employed 2013²	2,321	2,007	922	5,830	6,752	11,080	59	11,138
Capital employed 2012 ²	2,409	2,084	1,017	6,188	7,204	11,697	54	11,751
Change from previous year	-3.7%	-3.7%	-9.3%	-5.8%	-6.3%	-5.3%	-	-5.2%
Return on capital employed (ROCE) 2013	29.4%	23.6%	31.0%	16.9%	18.8%	21.9%	-	20.5%
Return on capital employed (ROCE) 2012	25.8%	23.2%	27.5%	14.7%	16.5%	19.6%	-	18.7%
Amortization / depreciation / impairment / write-ups of intangible assets and property, plant, equipment 2013	121	56	43	182	225	402	18	420
of which impairment losses 2013	16	1	7	8	15	32	1	33
of which write-ups 2013	-	-	1	4	5	5	-	5
Amortization / depreciation / impairment / write-ups of intangible assets and property, plant, equipment 2012	107	54	44	187	231	393	17	409
of which impairment losses 2012	4	-	1	6	7	11	1	12
of which write-ups 2012	-	-	-	1	1	1	-	1
Capital expenditures (excl. financial assets) 2013	158	101	72	126	198	457	8	465
Capital expenditures (excl. financial assets) 2012	170	74	77	188	265	509	7	516
Operating assets 2013³	4,111	3,164	1,434	7,105	8,538	15,813	488	16,301
Operating liabilities 2013	1,626	1,355	562	1,696	2,259	5,240	429	5,669
Net operating assets 2013³	2,484	1,809	871	5,408	6,279	10,573	59	10,632
Operating assets 2012 ³	3,938	2,982	1,462	7,298	8,759	15,679	411	16,090
Operating liabilities 2012	1,349	1,085	495	1,540	2,035	4,468	357	4,826
Net operating assets 2012³	2,589	1,897	966	5,758	6,725	11,211	54	11,265

¹ Calculated on the basis of units of 1,000 euros.

² Including goodwill at cost prior to any accumulated impairment in accordance with IFRS 3.79 (b).

³ Including goodwill at net book value.