

## Key financials by region <sup>1</sup>

in million euros	Western Europe	Eastern Europe	Africa/ Middle East	North America	Latin America	Asia-Pacific	Total Regions	Corporate	Henkel Group
Sales <sup>2</sup> 2013	5,580	3,034	1,080	2,928	1,061	2,524	16,207	148	16,355
Sales <sup>2</sup> 2012	5,610	2,986	1,077	3,023	1,062	2,597	16,355	155	16,510
Change from previous year	-0.5%	1.6%	0.3%	-3.2%	-0.1%	-2.8%	-0.9%	-	-0.9%
After adjusting for foreign exchange	0.1%	6.0%	17.4%	1.1%	8.7%	3.3%	3.6%	-	3.5%
Organic	0.2%	6.0%	17.6%	1.0%	8.7%	3.3%	3.6%	-	3.5%
Proportion of Group sales 2013	34%	19%	7%	18%	6%	15%	99%	1%	100%
Proportion of Group sales 2012	34%	18%	7%	18%	6%	16%	99%	1%	100%
Operating profit (EBIT) 2013	1,021	459	34	497	74	340	2,426	-141	2,285
Operating profit (EBIT) 2012	811	425	103	456	83	417	2,296	-97	2,199
Change from previous year	25.8%	8.1%	-66.7%	8.9%	-10.8%	-18.3%	5.7%	-	3.9%
After adjusting for foreign exchange	26.1%	13.7%	-43.8%	12.8%	2.0%	-13.9%	9.9%	-	7.3%
Return on sales (EBIT) 2013	18.3%	15.1%	3.2%	17.0%	7.0%	13.5%	15.0%	-	14.0%
Return on sales (EBIT) 2012	14.5%	14.2%	9.6%	15.1%	7.8%	16.0%	14.0%	-	13.3%

<sup>1</sup> Calculation on the basis of units of 1,000 euros.

<sup>2</sup> By location of company.

In 2013, the affiliated companies domiciled in Germany, including Henkel AG & Co. KGaA, generated sales of 2,247 million euros (previous year: 2,254 million euros). Sales realized by the affiliated companies domiciled in the USA in 2013 amounted to 2,700 million euros (previous year: 2,787 million euros). In fiscal 2012 and 2013, no individual customer accounted for more than 10 percent of total sales.

Of the total non-current assets disclosed for the Henkel Group at December 31, 2013 (excluding financial instruments and deferred tax claims) amounting to 10,611 million euros (previous year: 11,083 million euros), 1,156 million euros (previous year: 1,068 million euros) was attributable to the affiliated companies domiciled in Germany, including Henkel AG & Co. KGaA. The non-current assets (excluding financial assets and deferred tax assets) recognized in respect of the affiliated companies domiciled in the USA at December 31, 2013 amounted to 5,438 million euros (previous year: 5,727 million euros).