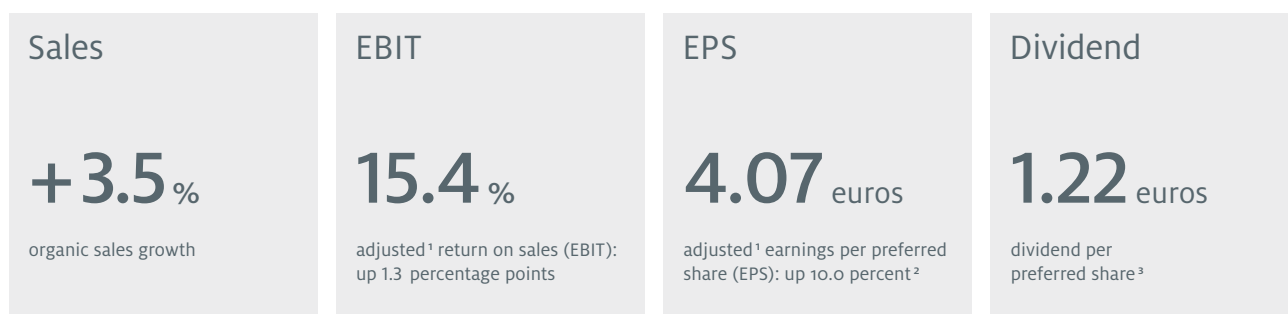


Highlights



Key financials

	2009	2010	2011	2012 ⁴	2013	+/- 2012 - 2013
in million euros						
Sales	13,573	15,092	15,605	16,510	16,355	-0.9%
Operating profit (EBIT)	1,080	1,723	1,765	2,199	2,285	3.9%
Adjusted ¹ operating profit (EBIT)	1,364	1,862	2,029	2,335	2,516	7.8%
Return on sales (EBIT) in %	8.0	11.4	11.3	13.3	14.0	0.7 pp
Adjusted ¹ return on sales (EBIT) in %	10.0	12.3	13.0	14.1	15.4	1.3 pp
Net income	628	1,143	1,191	1,526	1,625	6.5%
– Attributable to non-controlling interests	-26	-25	-30	-46	-36	-21.7%
– Attributable to shareholders of Henkel AG & Co. KGaA	602	1,118	1,161	1,480	1,589	7.4%
Earnings per preferred share in euros	1.40	2.59	2.69	3.42	3.67	7.3%
Adjusted ¹ earnings per preferred share in euros	1.91	2.82	3.14	3.63	4.07	12.1%
Adjusted ¹ earnings per preferred share in euros (2012 before IAS 19 revised)				3.70	4.07	10.0%
Return on capital employed (ROCE) in %	9.8	14.9	15.8	18.7	20.5	1.8 pp
Dividend per ordinary share in euros	0.51	0.70	0.78	0.93	1.20 ³	29.0%
Dividend per preferred share in euros	0.53	0.72	0.80	0.95	1.22 ³	28.4%

pp = percentage points

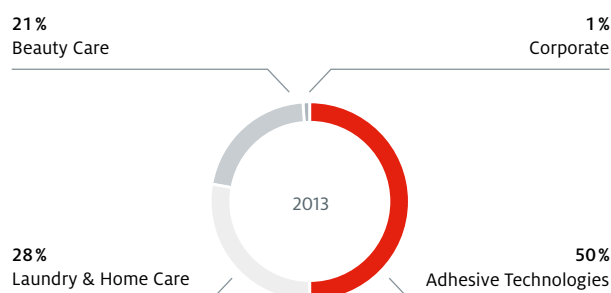
¹ Adjusted for one-time charges/gains and restructuring charges.

² When applying IAS 19 revised to the prior year, growth amounts to +12.1 percent.

³ Proposal to shareholders for the Annual General Meeting on April 4, 2014.

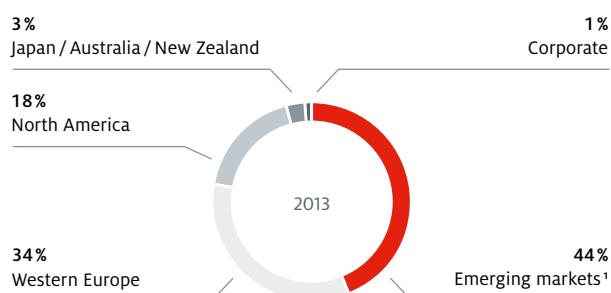
⁴ Adjusted in application of IAS 19 revised (see notes on page 116).

Sales by business unit



Corporate = sales and services not assignable to the individual business units.

Sales by region



¹ Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan).

Our business units

Laundry & Home Care

+5.7%

organic sales growth

Beauty Care

+3.0%

organic sales growth

Adhesive Technologies

+2.7%

organic sales growth

Key financials

in million euros	2012	2013	+/-
Sales	4,556	4,580	0.5%
Operating profit (EBIT)	621	682	9.7%
Adjusted ¹ operating profit (EBIT)	659	714	8.5%
Return on sales (EBIT)	13.6%	14.9%	1.3 pp
Adjusted ¹ return on sales (EBIT)	14.5%	15.6%	1.1 pp

pp = percentage points

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

Key financials

in million euros	2012	2013	+/-
Sales	3,542	3,510	-0.9%
Operating profit (EBIT)	483	474	-1.9%
Adjusted ¹ operating profit (EBIT)	514	525	2.1%
Return on sales (EBIT)	13.6%	13.5%	-0.1 pp
Adjusted ¹ return on sales (EBIT)	14.5%	15.0%	0.5 pp

pp = percentage points

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

Key financials

in million euros	2012	2013	+/-
Sales	8,256	8,117	-1.7%
Operating profit (EBIT)	1,191	1,271	6.7%
Adjusted ¹ operating profit (EBIT)	1,246	1,370	9.9%
Return on sales (EBIT)	14.4%	15.7%	1.3 pp
Adjusted ¹ return on sales (EBIT)	15.1%	16.9%	1.8 pp

pp = percentage points

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

Sales

in million euros

2009		4,129
2010		4,319
2011		4,304
2012		4,556
2013		4,580

Sales

in million euros

2009		3,010
2010		3,269
2011		3,399
2012		3,542
2013		3,510

Sales

in million euros

2009		6,224
2010		7,306
2011		7,746
2012		8,256
2013		8,117

Our top brands

Persil


Schwarzkopf

LOCTITE

Purex

Dial

TEROSON

Pril

SYOSS

TECHNOMELT

Quarterly breakdown of key financials

in million euros	1st quarter		2nd quarter		3rd quarter		4th quarter		Full year	
	2012 ¹	2013	2012 ¹	2013	2012 ¹	2013	2012 ¹	2013	2012 ¹	2013
Sales										
Laundry & Home Care	1,108	1,177	1,147	1,186	1,194	1,167	1,108	1,050	4,556	4,580
Beauty Care	861	873	921	923	908	886	852	828	3,542	3,510
Adhesive Technologies	2,001	1,944	2,099	2,138	2,153	2,095	2,004	1,940	8,256	8,117
Corporate	39	39	39	38	39	36	38	35	155	148
Henkel Group	4,008	4,033	4,206	4,286	4,294	4,184	4,002	3,852	16,510	16,355
Cost of sales	-2,124	-2,076	-2,206	-2,219	-2,277	-2,175	-2,171	-2,076	-8,778	-8,546
Gross profit	1,884	1,957	2,000	2,067	2,017	2,009	1,831	1,776	7,732	7,809
Marketing, selling and distribution expenses	-1,057	-1,089	-1,115	-1,130	-1,106	-1,059	-1,024	-964	-4,302	-4,242
Research and development expenses	-102	-106	-105	-105	-99	-101	-102	-103	-408	-415
Administrative expenses	-187	-220	-198	-208	-213	-202	-187	-212	-785	-842
Other operating charges and income	-	23	1	-17	-13	2	-26	-33	-38	-25
EBIT										
Laundry & Home Care	157	175	153	167	168	185	143	155	621	682
Beauty Care	120	124	131	135	114	122	118	93	483	474
Adhesive Technologies	283	314	327	333	329	365	253	259	1,191	1,271
Corporate	-22	-47	-28	-28	-24	-24	-22	-42	-97	-141
Henkel Group	538	565	583	607	586	649	492	464	2,199	2,285
Investment result	1	-	-1	-	-	-	1	-	1	-
Interest result	-47	-30	-44	-27	-52	-25	-39	-31	-182	-113
Financial result	-46	-30	-45	-27	-52	-25	-38	-31	-181	-113
Income before tax	492	535	538	580	534	624	454	433	2,018	2,172
Taxes on income	-122	-132	-133	-148	-132	-155	-105	-112	-492	-547
Net income	370	403	405	432	402	469	349	321	1,526	1,625
- Attributable to non-controlling interests	-9	-10	-11	-14	-12	-11	-14	-1	-46	-36
- Attributable to shareholders of Henkel AG & Co. KGaA	361	393	394	418	390	458	335	320	1,480	1,589
Earnings per preferred share										
in euros	0.84	0.91	0.91	0.96	0.90	1.06	0.77	0.74	3.42	3.67

in million euros	1st quarter		2nd quarter		3rd quarter		4th quarter		Full year	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
EBIT (as reported)	538	565	583	607	586	649	492	464	2,199	2,285
One-time gains	-	-	-	-10	-	-	-	-	-	-10
One-time charges	-	5	-	36	-	4	12	37	12	82
Restructuring charges	13	30	26	27	45	19	40	83	124	159
Adjusted EBIT	551	600	609	660	631	672	544	584	2,335	2,516
Adjusted earnings per preferred share										
in euros	0.85	0.96	0.96	1.07	0.97	1.10	0.85	0.94	3.63	4.07

The quarterly figures are specific to the quarter to which they refer and have been rounded for commercial convenience. Calculated on the basis of units of 1,000 euros.

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

Multi-year summary

in million euros	2007	2008 ¹	2009	2010	2011 restated ²	2012 ³	2013
Results of operations							
Sales	13,074	14,131	13,573	15,092	15,605	16,510	16,355
Laundry & Home Care	4,148	4,172	4,129	4,319	4,304	4,556	4,580
Beauty Care	2,972	3,016	3,010	3,269	3,399	3,542	3,510
Adhesive Technologies	5,711	6,700	6,224	7,306	7,746	8,256	8,117
Corporate	243	243	210	199	156	155	148
Gross margin	46.4	42.0	45.4	46.5	45.3	46.8	47.7
Research and development expenses	350	429	396	391	410	408	415
Operating profit (EBIT)	1,344	779	1,080	1,723	1,765	2,199	2,285
Laundry & Home Care	459	439	501	542	419	621	682
Beauty Care	372	376	387	411	471	483	474
Adhesive Technologies	621	658	290	878	1,002	1,191	1,271
Corporate	-108	-694	-98	-108	-127	-97	-141
Income before tax	1,250	1,627	885	1,552	1,610	2,018	2,172
Tax rate	in % 24.7	24.2	29.0	26.4	26.0	24.4	25.2
Net income	941	1,233	628	1,143	1,191	1,526	1,625
Net income attributable to shareholders of Henkel AG & Co. KGaA	921	1,221	602	1,118	1,161	1,480	1,589
Net return on sales ⁴	in % 7.2	8.7	4.7	7.6	7.6	9.2	9.9
Interest coverage ratio ⁵	9.4	4.8	8.7	12.8	14.0	14.3	24.0
Net assets							
Total assets	13,048	16,173	15,818	17,525	18,487	19,525	19,344
Non-current assets	7,931	11,360	11,162	11,590	11,848	11,927	11,360
Current assets	5,117	4,813	4,656	5,935	6,639	7,598	7,984
Equity	5,706	6,535	6,544	7,950	8,670	9,511	10,158
Liabilities	7,342	9,539	9,274	9,575	9,817	10,014	9,186
Equity ratio	in % 43.7	40.3	41.4	45.4	46.9	48.7	52.5
Return on equity ⁶	in % 17.0	21.6	9.6	17.5	15.0	17.6	17.1
Operating debt coverage ratio ⁵	in % 71.6	45.1	41.8	71.4	91.6 ⁷	> 500	not calculable ⁸
Financial position							
Cash flow from operating activities	1,321	1,165	1,919	1,851	1,562	2,634	2,116
Capital expenditures	548	4,074	415	260	443	516	467
Investment ratio	as % of sales 4.2	28.8	3.0	1.7	2.8	3.1	2.9
Shares							
Dividend per ordinary share	in euros 0.51	0.51	0.51	0.70	0.78	0.93	1.20 ⁹
Dividend per preferred share	in euros 0.53	0.53	0.53	0.72	0.80	0.95	1.22 ⁹
Total dividends	227	227	227	310	345	411	529 ⁹
Payout ratio	in % 24.6	24.0	27.6	25.5	25.5	25.6	30.0 ⁹
Share price, ordinary shares, at year end	in euros 34.95 ¹⁰	18.75	31.15	38.62	37.40	51.93	75.64
Share price, preferred shares, at year end	in euros 38.43 ¹⁰	22.59	36.43	46.54	44.59	62.20	84.31
Market capitalization at year end	in bn euros 15.9	8.9	14.6	18.3	17.6	24.6	34.7
Employees							
Total ¹¹	(at December 31) 52,650	55,150	49,250	47,850	47,250	46,600	46,850
Germany	(number) 9,850	9,750	8,800	8,600	8,300	8,000	8,050
Abroad	(number) 42,800	45,400	40,450	39,250	38,950	38,600	38,800

¹ Adjusted following finalization of purchase price allocation relating to the acquisition of the National Starch businesses.

² Application of IAS 8 "Accounting policies, changes in accounting estimates and errors" (see notes on pages 116 and 117 of the 2012 Annual Report).

³ Adjusted in application of IAS 19 revised (see notes on page 116).

⁴ Net income divided by sales.

⁵ See page 65 for formula.

⁶ Net income divided by equity at the start of the year.

⁷ Adjusted using the new definition of net debt.

⁸ Figure cannot be calculated due to our positive net financial position.

⁹ Proposed.

¹⁰ Basis: share split (1:3) of June 18, 2007.

¹¹ Basis: permanent employees excluding apprentices.