

Key figures Q3/2009 and 1-9/2009

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
Laundry & Home Care						
2009	1,035	3,106	137	363	13.2%	11.7%
2008	1,068	3,111	117	309	11.0%	9.9%
change versus previous year	-2.9%	-0.1%	17.0%	17.6%	2.2pp	1.8pp
after adjusting for foreign exchange	2.4%	3.0%	23.7%	22.2%		
organic	2.4%	3.0%				
adjusted ¹⁾	-	-	145	375	14.0%	12.1%
Cosmetics/Toiletries						
2009	764	2,274	99	290	13.0%	12.8%
2008	770	2,257	96	281	12.5%	12.4%
change versus previous year	-0.9%	0.7%	3.3%	3.4%	0.5pp	0.4pp
after adjusting for foreign exchange	2.4%	2.6%	6.8%	5.3%		
organic	3.7%	3.6%				
adjusted ¹⁾	-	-	99	288	13.0%	12.7
Adhesive Technologies						
2009	1,630	4,681	89	231	5.5%	4.9%
2008	1,860	5,040	169	511	9.1%	10.1%
change versus previous year	-12.4%	-7.1%	-47.0%	-54.7%	-3.6pp	-5.2pp
after adjusting for foreign exchange	-9.9%	-6.7%	-42.0%	-51.3%		
organic	-7.6%	-13.3%				
adjusted ¹⁾	-	-	150	318	9.2%	6.8%
Corporate						
2009	56	167	-35	-97	-	-
2008	62	182	-191	-477	-	-
adjusted ¹⁾	-	-	-9	-53		
Henkel						
2009	3,485	10,228	290	787	8.3%	7.7%
2008	3,760	10,590	191	624	5.1%	5.9%
change versus previous year	-7.3%	-3.4%	51.8%	26.1%	3.2pp	1.8pp
after adjusting for foreign exchange	-3.9%	-1.9%	60.1%	30.4%		
organic	-2.5%	-4.8%				
adjusted ¹⁾	-	-	385	928	11.0%	9.1%

Henkel	Q3/2008	Q3/2009	Change	1-9/2008	1-9/2009	Change
Return on sales (EBIT margin) in %	5.1	8.3	3.2pp	5.9	7.7	1.8pp
Net earnings in million euros	107	180	68.2%	372	451	21.2%
Net earnings after minority interests in million euros	101	172	70.3%	358	432	20.7%
Earnings per preferred share in euros	0.23	0.39	74.6%	0.83	1.00	21.7%
ROCE in %	8.3	10.2	1.9pp	9.4	8.8	-0.6pp

Henkel	Q3/2008	Q3/2009	Change	1-9/2008	1-9/2009	Change
in million euros						
EBIT (as reported)	191	290	51.8%	624	787	26.1%
- One-time gains	-	-	-	-11	-3	-
+ One-time charges	19	24	-	25	32	-
+ Restructuring charges	181	71	-	443	112	-
= Adjusted EBIT	391	385	-1.5%	1,081	928	-14.2%
Adjusted EBIT margin in %	10.4	11.0	0.6pp	10.2	9.1	-1.1pp
Adjusted net earnings after minority interests	251	240	-4.4%	696	532	-23.6%
Adjusted EPS per preferred share in euros	0.59	0.55	-6.8%	1.62	1.23	-24.1%

Changes on the basis of figures in thousand euros

pp = percentage points

¹⁾ adjusted for one-time gains/charges and restructuring charges