

Key figures Q4/2017 and 1-12/2017

in million euros	Sales		EBIT		EBIT margin	
	Q4	1-12	Q4	1-12	Q4	1-12
Adhesive Technologies						
2017	2,348	9,387	353	1,657	15.0%	17.7%
2016	2,255	8,961	371	1,561	16.5%	17.4%
organic growth	6.4%	5.0%	-	-	-	-
2017 adjusted ¹⁾	-	-	411	1,734	17.5%	18.5%
2016 adjusted ¹⁾	-	-	397	1,629	17.6%	18.2%
Beauty Care						
2017	920	3,868	110	535	11.9%	13.8%
2016	932	3,838	67	526	7.2%	13.7%
organic growth	-1.0%	0.5%	-	-	-	-
2017 adjusted ¹⁾	-	-	145	665	15.8%	17.2%
2016 adjusted ¹⁾	-	-	148	647	15.9%	16.9%
Laundry & Home Care						
2017	1,586	6,651	223	989	14.1%	14.9%
2016	1,638	5,795	121	803	7.4%	13.9%
organic growth	1.2%	2.0%	-	-	-	-
2017 adjusted ¹⁾	-	-	280	1,170	17.6%	17.6%
2016 adjusted ¹⁾	-	-	248	1,000	15.2%	17.3%
Henkel						
2017	4,886	20,029	643	3,055	13.2%	15.3%
2016	4,856	18,714	526	2,775	10.8%	14.8%
organic growth	3.2%	3.1%	-	-	-	-
2017 adjusted ¹⁾	-	-	801	3,461	16.4%	17.3%
2016 adjusted ¹⁾	-	-	765	3,172	15.8%	16.9%

Henkel	Q4/2016	Q4/2017	Change	1-12/ 2016	1-12/ 2017	Change
Earnings per preferred share in euros	0.90	1.69	87.8%	4.74	5.81	22.6%
Adjusted earnings per preferred share in euros ¹⁾	1.27	1.35	6.3%	5.36	5.85	9.1%

Changes on the basis of figures in thousand euros

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