

Key figures Q3/2017 and 1-9/2017

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
Adhesive Technologies						
2017	2,373	7,039	427	1,304	18.0%	18.5%
2016	2,272	6,705	423	1,190	18.6%	17.7%
organic	4.9%	4.6%	-	-	-	-
2017 adjusted ¹⁾	-	-	454	1,323	19.1%	18.8%
2016 adjusted ¹⁾	-	-	430	1,232	18.9%	18.4%
Beauty Care						
2017	941	2,948	121	425	12.9%	14.4%
2016	968	2,906	155	459	16.0%	15.8%
organic	0.5%	0.9%	-	-	-	-
2017 adjusted ¹⁾	-	-	171	519	18.1%	17.6%
2016 adjusted ¹⁾	-	-	170	499	17.5%	17.2%
Laundry & Home Care						
2017	1,636	5,065	227	766	13.9%	15.1%
2016	1,479	4,157	228	682	15.4%	16.4%
organic	1.8%	2.2%	-	-	-	-
2017 adjusted ¹⁾	-	-	294	890	17.9%	17.6%
2016 adjusted ¹⁾	-	-	265	751	17.9%	18.1%
Henkel						
2017	4,981	15,143	750	2,412	15.1%	15.9%
2016	4,748	13,858	775	2,249	16.3%	16.2%
organic	3.0%	3.1%	-	-	-	-
2017 adjusted ¹⁾	-	-	897	2,660	18.0%	17.6%
2016 adjusted ¹⁾	-	-	837	2,407	17.6%	17.4%

Henkel	Q3/2016	Q3/2017	Change	1-9/ 2016	1-9/ 2017	Change
Earnings per preferred share in euros	1.33	1.30	-2.3%	3.84	4.12	7.3%
Adjusted Earnings per preferred share in euros ¹⁾	1.42	1.54	8.5%	4.09	4.50	10.0%

Changes on the basis of figures in thousand euros

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