

Key figures Q3/2018 and 1-9/2018

in million euros	Sales		EBIT		EBIT margin	
	Q3	1-9	Q3	1-9	Q3	1-9
Adhesive Technologies						
2018	2,373	7,075	444	1,271	18.7%	18.0%
2017	2,373	7,039	427	1,304	18.0%	18.5%
organic growth	3.8%	4.6%	-	-	-	-
2018 adjusted ¹⁾	-	-	466	1,338	19.6%	18.9%
2017 adjusted ¹⁾	-	-	454	1,323	19.1%	18.8%
Beauty Care						
2018	993	2,993	158	461	15.9%	15.4%
2017	941	2,948	121	425	12.9%	14.4%
organic growth	0.5%	-1.2%	-	-	-	-
2018 adjusted ¹⁾	-	-	182	531	18.3%	17.7%
2017 adjusted ¹⁾	-	-	171	519	18.1%	17.6%
Laundry & Home Care						
2018	1,641	4,854	248	713	15.1%	14.7%
2017	1,636	5,065	227	766	13.9%	15.1%
organic growth	2.5%	1.6%	-	-	-	-
2018 adjusted ¹⁾	-	-	294	879	17.9%	18.1%
2017 adjusted ¹⁾	-	-	294	890	17.9%	17.6%
Henkel						
2018	5,037	15,015	833	2,386	16.5%	15.9%
2017	4,981	15,143	750	2,412	15.1%	15.9%
organic growth	2.7%	2.4%	-	-	-	-
2018 adjusted ¹⁾	-	-	926	2,694	18.4%	17.9%
2017 adjusted ¹⁾	-	-	897	2,660	18.0%	17.6%

Henkel	Q3/2017	Q3/2018	Change	1-9 2017	1-9 2018	Change
Earnings per preferred share in euros	1.30	1.42	9.2%	4.12	4.05	-1.7%
Adjusted earnings per preferred share in euros ¹⁾	1.54	1.58	2.6%	4.50	4.59	2.0%

Changes on the basis of figures in thousand euros

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