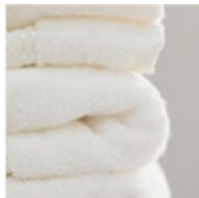
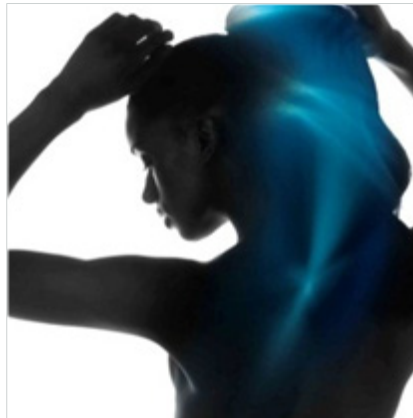


Henkel
in
figures



Key financials

in million euros	2011 restated ³	2012	+/- 2011 – 2012
Sales	15,605	16,510	5.8 %
Operating profit (EBIT)	1,765	2,199	24.6 %
Adjusted ¹ operating profit (EBIT)	2,029	2,335	15.1 %
Return on sales (EBIT) in %	11.3	13.3	2.0 pp
Adjusted ¹ return on sales (EBIT) in %	13.0	14.1	1.1 pp
Net income	1,191	1,556	30.6 %
Earnings per preferred share in euros	2.69	3.49	29.7 %
Adjusted ¹ earnings per preferred share in euros	3.14	3.70	17.8 %
Return on capital employed (ROCE) in %	15.8	18.7	2.9 pp
Dividend per ordinary share in euros	0.78	0.93²	19.2 %
Dividend per preferred share in euros	0.80	0.95²	18.8 %

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

² Proposal to shareholders for the Annual General Meeting on April 15, 2013.

³ 2011 figures restated per IAS 8 "Accounting policies, changes in accounting estimates and errors".

pp = percentage points

Sales 2012

Total sales: 16,510 million euros

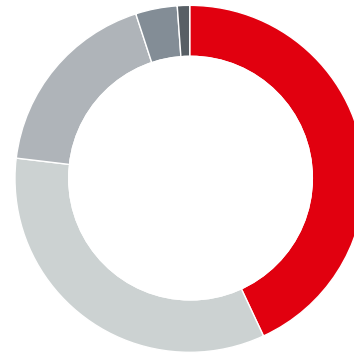
Sales by business sector



- 28 % Laundry & Home Care
- 21 % Beauty Care
- 50 % Adhesive Technologies
- 1 % Corporate

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

Sales by region



- 43 % Emerging markets¹
- 34 % Western Europe
- 18 % North America
- 4 % Japan/Australia/New Zealand
- 1 % Corporate

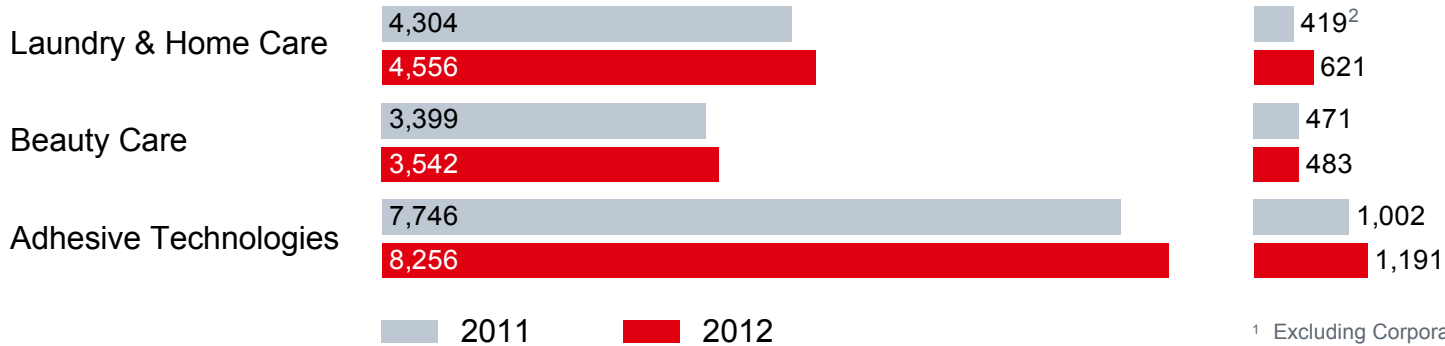
¹ Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan).

Sales and EBIT by business sector¹

in million euros

Sales

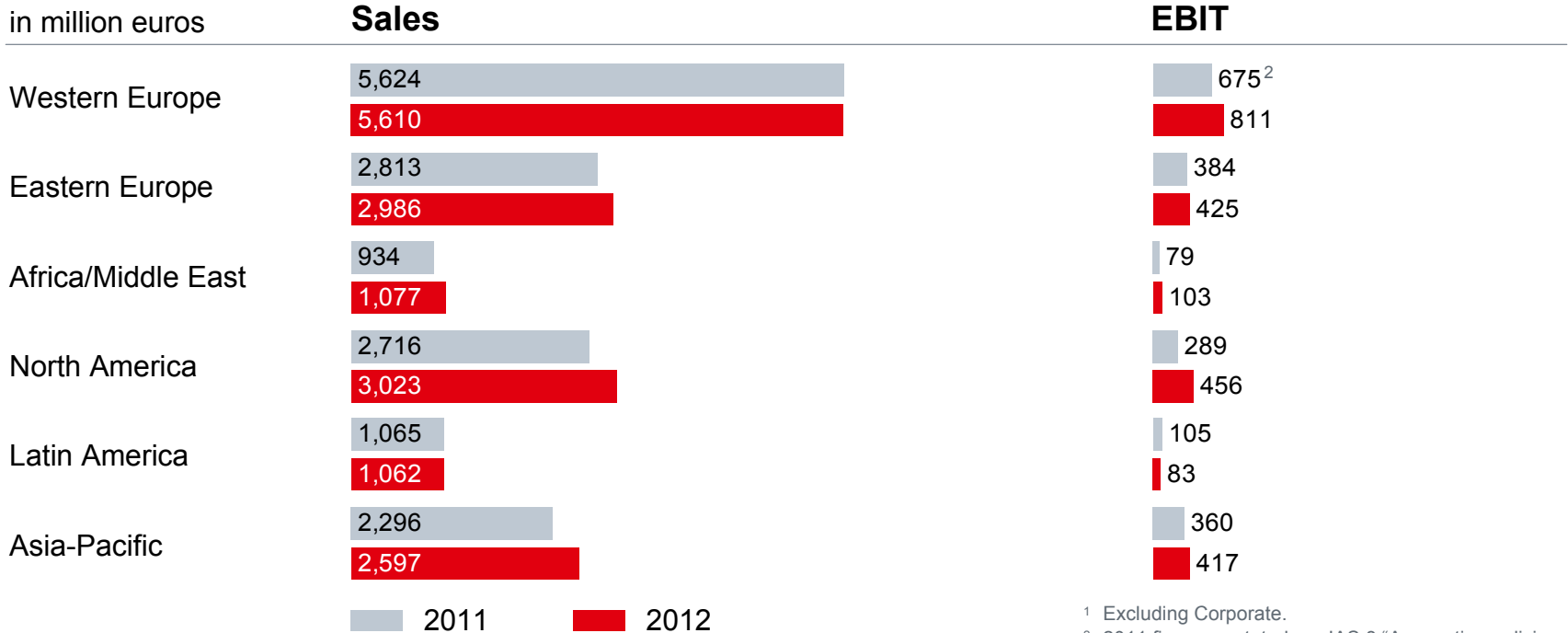
EBIT



¹ Excluding Corporate.

² 2011 figures restated per IAS 8 "Accounting policies, changes in accounting estimates and errors".

Sales and EBIT by region¹



¹ Excluding Corporate.

² 2011 figures restated per IAS 8 "Accounting policies, changes in accounting estimates and errors".

Henkel

Sales performance 2008 to 2012

Sales

in million euros



+ 3.8 %

organic sales
growth

Laundry & Home Care

Sales performance 2008 to 2012

Sales

in million euros



+ 4.7 %

organic sales
growth

Laundry & Home Care

Results 2012

- Organic sales growth of 4.7 percent
- Adjusted¹ operating profit improved by 15.5 percent to 659 million euros
- Adjusted¹ return on sales increased by 1.3 percentage points to 14.5 percent
- Return on capital employed (ROCE) up 7.6 percentage points to 25.8 percent
- Economic value added (EVA[®]) further improved to 393 million euros

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

Beauty Care

Sales performance 2008 to 2012

Sales

in million euros



+ 3.1 %

organic sales
growth

Beauty Care

Results 2012

- Organic sales growth of 3.1 percent
- Adjusted¹ operating profit improved by 6.8 percent to 514 million euros
- Adjusted¹ return on sales increased by 0.3 percentage points to 14.5 percent
- Return on capital employed (ROCE) at 23.2 percent
- Economic value added (EVA[®]) at 285 million euros

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

Adhesive Technologies

Sales performance 2008 to 2012

Sales

in million euros



+ 3.6 %

organic sales
growth

Adhesive Technologies

Results 2012

- Organic sales growth of 3.6 percent
- Adjusted¹ operating profit improved by 15.9 percent to 1,246 million euros
- Adjusted¹ return on sales increased by 1.2 percentage points to 15.1 percent
- Return on capital employed (ROCE) up 1.9 percentage points to 16.5 percent
- Economic value added (EVA[®]) improved by 81 million euros to 363 million euros

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

Henkel share performance versus market

January through December 2012

in euros



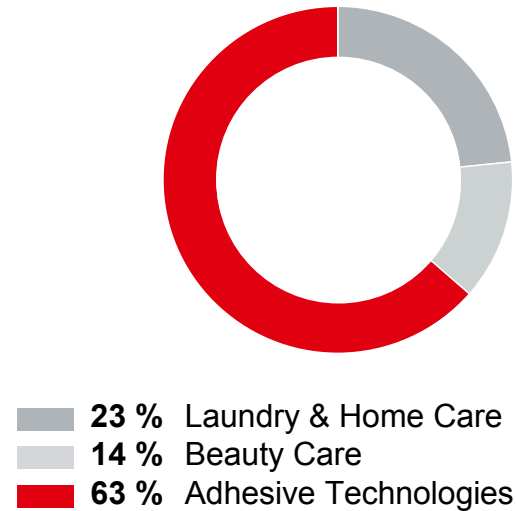
Research and development expenditures

F&E expenditures in million euros



¹ Includes restructuring charges of:
52 million euros (2008), 13 million euros (2009), 8 million euros (2010),
14 million euros (2011), 2 million euros (2012).

R&D expenditures by business sector



Employees 2012

Number of employees¹: 46,610

Employees by business sector



- 19 % Laundry & Home Care
- 16 % Beauty Care
- 52 % Adhesive Technologies
- 13 % Functions

Employees by region



- 31 % Western Europe
- 20 % Eastern Europe
- 19 % Asia-Pacific
- 11 % Africa/Middle East
- 11 % North America
- 8 % Latin America

¹ at December 31, 2012

Financial targets 2016



Fiscal 2013

Highlights first quarter

4,033 million euros
sales

+2.5 %
organic
sales growth

14.9 %
adjusted¹
return on sales (EBIT)

600 million euros
adjusted¹ operating profit
(EBIT)

+8.9 %
year-on-year increase

0.96 euros
adjusted¹ earnings per
preferred share (EPS)
+10.3 %
year-on-year increase²

¹ Adjusted for one-time charges (5 million euros) / one-time gains (0 million euros) and restructuring charges (30 million euros).

² When applying International Accounting Standard (IAS) 19 revised to the prior-year quarter, growth amounts to 12.9 percent.

Henkel: Financial highlights

in million euros	Q1/2012 ¹	Q1/2013	Change ²
Sales	4,008	4,033	0.6 %
Operating profit (EBIT)	538	565	5.0 %
Adjusted ³ operating profit (EBIT)	551	600	8.9 %
Return on sales (EBIT) in %	13.4	14.0	0.6 pp
Adjusted ³ return on sales (EBIT) in %	13.7	14.9	1.2 pp
Adjusted ³ net income	378	427	13.0 %
Earnings per preferred share in euros	0.84	0.91	8.3 %
Adjusted ³ earnings per preferred share in euros	0.85	0.96	12.9 %
Return on capital employed (ROCE) in % ⁴	18.4	20.2	1.8 pp
Capital expenditures on property, plant and equipment	92	69	-25.0 %
Research and development expenses	102	106	3.9 %
Number of employees (as of March 31)	46,854	46,668	-0.4 %

¹ Adjusted in application of IAS 19 revised.

² Calculated on the basis of units of 1,000 euros; figures commercially rounded.

³ Adjusted for one-time charges/gains and restructuring charges.

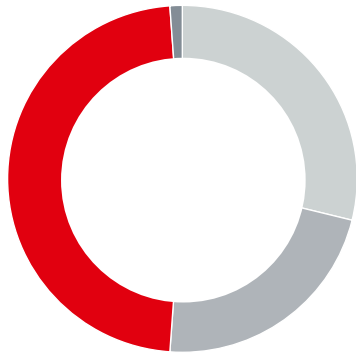
⁴ Prior-year figures adjusted to reflect application of IAS 8.

pp = percentage points

Sales first quarter 2013

Total sales: 4,033 million euros

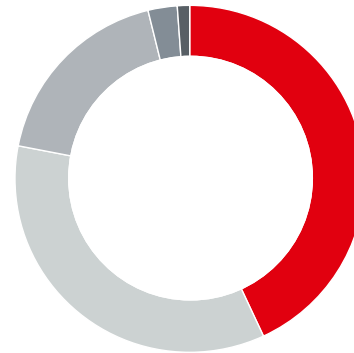
Sales by business sector



- 29 % Laundry & Home Care
- 22 % Beauty Care
- 48 % Adhesive Technologies
- 1 % Corporate

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

Sales by region



- 43 % Emerging markets¹
- 35 % Western Europe
- 18 % North America
- 3 % Japan/Australia/New Zealand
- 1 % Corporate

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

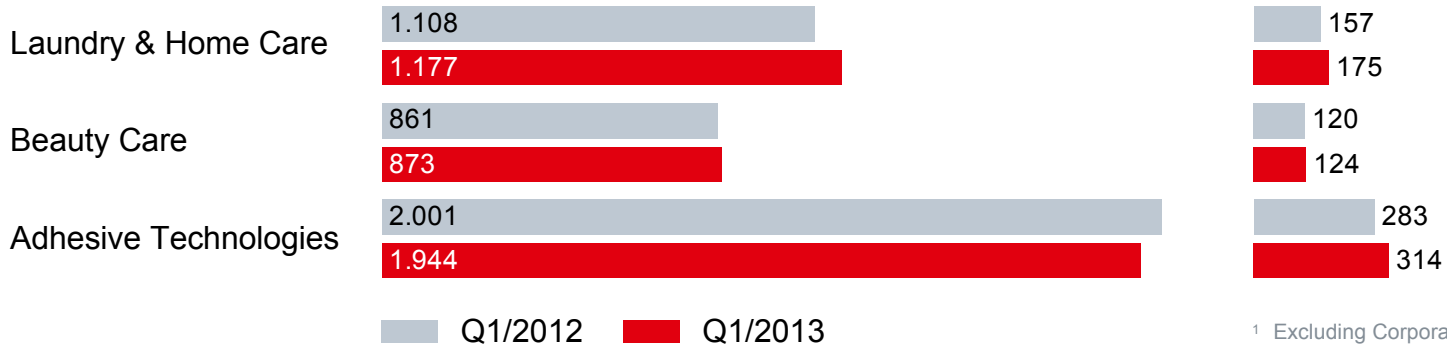
Sales and EBIT by business sector¹

First quarter 2013

in million euros

Sales

EBIT



¹ Excluding Corporate.

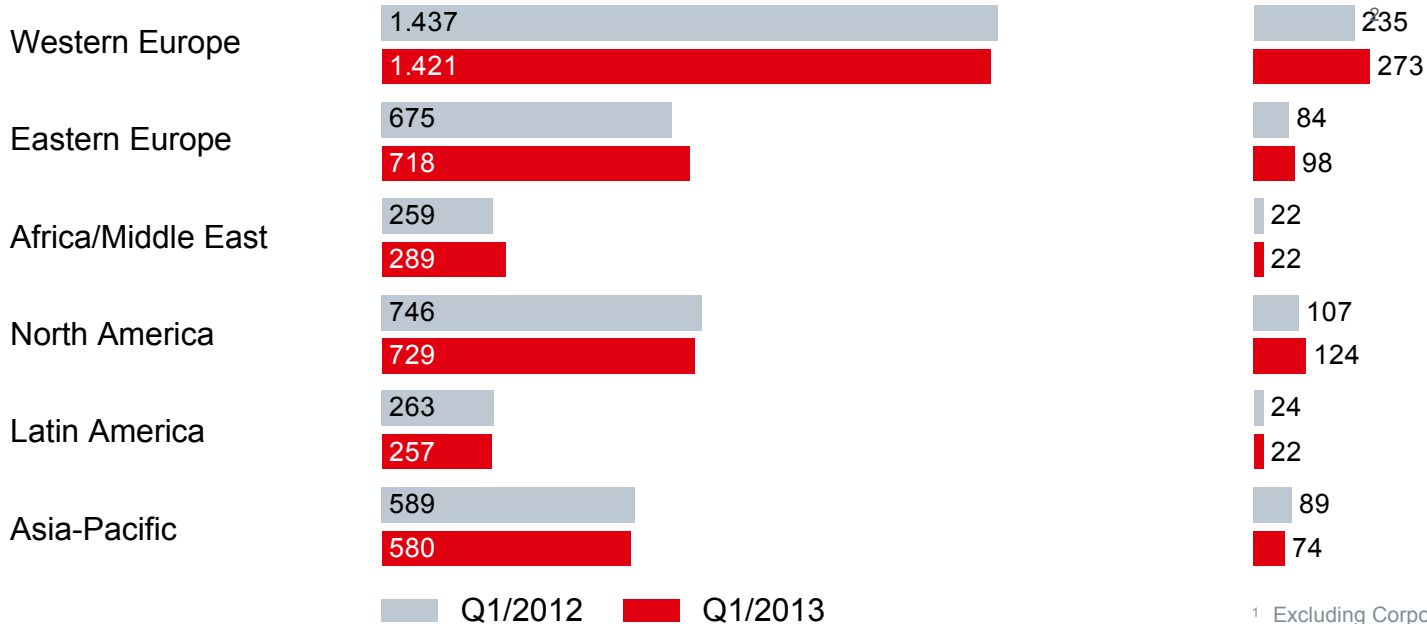
Sales and EBIT by region¹

First quarter 2013

in million euros

Sales

EBIT

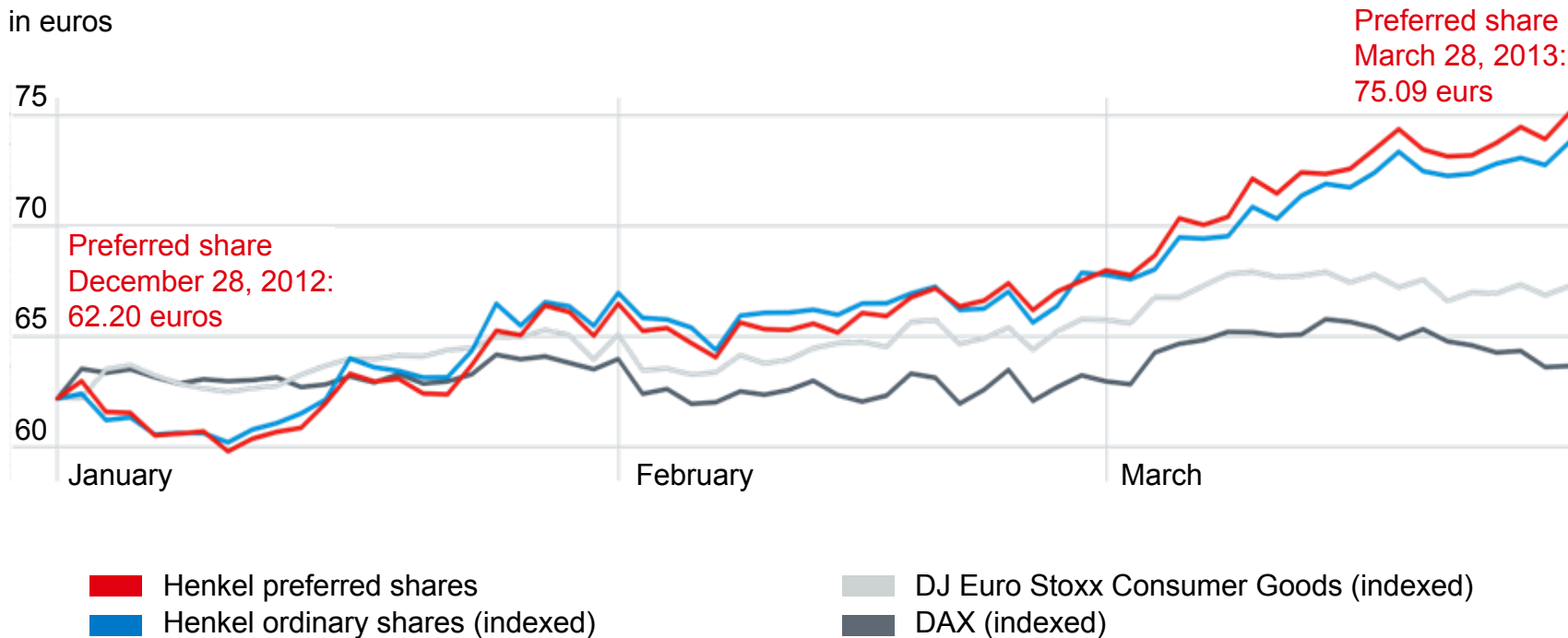


¹ Excluding Corporate.

Performance of Henkel shares versus market

First quarter 2013

in euros



Laundry & Home Care

Key financials¹ first quarter 2013

1,177 million euros
sales

+8.0 %
organic
sales growth

15.0 %
adjusted²
return on sales (EBIT)

29 %
proportion of
Henkel sales

176 million euros
adjusted² operating profit (EBIT)
+9.9 %
year-on-year increase

29.7 %
return on capital
employed (ROCE)³

¹ Calculated on the basis of units of 1,000 euros; figures commercially rounded.

² Adjusted for one-time charges/gains and restructuring charges.

³ Prior-year figures adjusted to reflect application of IAS 8.

Laundry & Home Care

Innovation first quarter 2013



Vernel Aromatherapy

For thousands of years, essential oils, herbs and floral essences have been known to positively influence our spiritual and physical well-being. The unique formulations of Vernel Aromatherapy with essential oils give laundry a long-lasting and incomparable softness combined with seductive fragrances. When the clothing is worn, the three perfume variants sensually invigorate body and mind.
www.vernel.de

Beauty Care

Key financials¹ first quarter 2013

873 million euros
sales

+4.0 %
organic
sales growth

14.9 %
adjusted²
return on sales (EBIT)

22 %
proportion of
Henkel sales

130 million euros
adjusted² operating profit (EBIT)
+5.2 %
year-on-year increase

25.0 %
return on capital
employed (ROCE)³

¹ Calculated on the basis of units of 1,000 euros; figures commercially rounded.

² Adjusted for one-time charges/gains and restructuring charges.

Beauty Care

Innovation first quarter 2013



Gliss Kur Ultimate Oil Elixir

Schwarzkopf's Gliss Kur Ultimate Oil Elixir redefines repair care – and promotes luxurious hair. The unique formulation with nourishing oil elixir and gold particles repairs stressed and damaged hair right down to the inner core, and strengthens the hair structure: utterly innovative repair performance with up to 95 percent less hair breakage. Gliss Kur Ultimate Oil Elixir – the gold standard in repair care.

www.glisskur.schwarzkopf.de

Adhesive Technologies

Key financials¹ first quarter 2013

1,944 million euros
sales

-1.2 %
organic
sales growth

16.5 %
adjusted²
return on sales (EBIT)

48 %
proportion of
Henkel sales

320 million euros
adjusted² operating profit (EBIT)
+10.8 %
year-on-year increase

18.5 %
return on capital
employed (ROCE)³

¹ Calculated on the basis of units of 1,000 euros; figures commercially rounded.

² Adjusted for one-time charges/gains and restructuring charges.

Adhesive Technologies

Innovation first quarter 2013



Ceresit CM 77 UltraFLEX

Ceresit CM 77 UltraFLEX is a new, multi-functional and highly flexible tile adhesive based on Henkel's proprietary FlexTec technology. The adhesive is ready for use and offers outstanding bonding properties combined with a flexible adhesive bed. The scope of applications is very broad, and the product simplifies the process of laying tiles, even on difficult substrates.

www.ceresit-bautechnik.de