

Group segment report by business sector¹

See Note 34 for further explanatory information

	Laundry & Home Care	Beauty Care	Adhesives for Consumers, Craftsmen and Building	Industrial Adhesives	Total Adhesive Tech- nologies	Operating business sectors total	Corporate	Henkel Group
in million euros								
Sales 2012	4,556	3,542	1,988	6,268	8,256	16,355	155	16,510
Proportion of Group sales	28%	21%	12%	38%	50%	99%	1%	100%
Sales 2011	4,304	3,399	1,933	5,813	7,746	15,449	156	15,605
Change from previous year	5.9%	4.2%	2.9%	7.8%	6.6%	5.9%	-0.7%	5.8%
After adjusting for foreign exchange	4.3%	1.9%	1.5%	3.6%	3.1%	3.1%	-	3.1%
Organic	4.7%	3.1%	2.5%	4.0%	3.6%	3.8%	-	3.8%
EBIT 2012	621	483	280	911	1,191	2,296	-97	2,199
EBIT 2011 ⁴	419 ⁴	471	232	769	1,002	1,891 ⁴	-127	1,765 ⁴
Change from previous year	48.3%	2.6%	20.5%	18.4%	18.9%	21.4%	-	24.6%
Return on sales (EBIT) 2012	13.6%	13.6%	14.1%	14.5%	14.4%	14.0%	-	13.3%
Return on sales (EBIT) 2011 ⁴	9.7% ⁴	13.8%	12.0%	13.2%	12.9%	12.2% ⁴	-	11.3% ⁴
Adjusted EBIT 2012	659	514	287	959	1,246	2,419	-84	2,335
Adjusted EBIT 2011	570	482	254	821	1,075	2,127	-98	2,029
Change from previous year	15.5%	6.8%	12.9%	16.8%	15.9%	13.7%	-	15.1%
Adjusted return on sales (EBIT) 2012	14.5%	14.5%	14.4%	15.3%	15.1%	14.8%	-	14.1%
Adjusted return on sales (EBIT) 2011	13.2%	14.2%	13.2%	14.1%	13.9%	13.8%	-	13.0%
Capital employed 2012²	2,409	2,084	1,017	6,188	7,204	11,697	54	11,751
Capital employed 2011 ^{2,4}	2,306 ⁴	2,001	979	5,874	6,853	11,160 ⁴	40	11,200 ⁴
Change from previous year	4.4%	4.2%	3.8%	5.3%	5.1%	4.8%	-	4.9%
Return on capital employed (ROCE) 2012	25.8%	23.2%	27.5%	14.7%	16.5%	19.6%	-	18.7%
Return on capital employed (ROCE) 2011 ⁴	18.2% ⁴	23.5%	23.7%	13.1%	14.6%	16.9% ⁴	-	15.8% ⁴
Amortization/depreciation/impairment/write-ups of intangible assets and property, plant, equipment 2012	107	54	44	187	231	393	17	409
of which impairment losses 2012	4	-	1	6	7	11	1	12
of which write-ups 2012	-	-	-	1	1	1	-	1
Amortization/depreciation/impairment/write-ups of intangible assets and property, plant, equipment 2011	113	49	43	181	224	386	17	403
of which impairment losses 2011	14	-	1	6	7	21	-	21
of which write-ups 2011	-	-	-	1	1	1	-	1
Capital expenditures (excl. financial assets) 2012	170	74	77	188	265	509	7	516
Capital expenditures (excl. financial assets) 2011	162	113	59	105	164	439	4	443
Operating assets 2012³	3,938	2,982	1,462	7,298	8,759	15,679	411	16,090
Operating liabilities 2012	1,349	1,085	495	1,540	2,035	4,468	357	4,826
Net operating assets 2012³	2,589	1,897	966	5,758	6,725	11,211	54	11,265
Operating assets 2011 ^{3,4}	3,696 ⁴	2,848	1,429	7,019	8,448	14,992 ⁴	425	15,417 ⁴
Operating liabilities 2011	1,228	1,050	504	1,458	1,962	4,240	385	4,625
Net operating assets 2011^{3,4}	2,468⁴	1,798	925	5,561	6,486	10,752⁴	40	10,791⁴

¹ Calculated on the basis of units of 1,000 euros.

² Including goodwill at cost prior to any accumulated impairment in accordance with IFRS 3.79 (b).

³ Including goodwill at net book value.

⁴ Application of IAS 8 "Accounting policies, changes in accounting estimates and errors" (see notes on pages 116 and 117).