

Key financials by region<sup>1</sup>

in million euros	Western Europe	Eastern Europe	Africa/Middle East	North America	Latin America	Asia-Pacific	Total Regions	Corporate	Henkel Group
Sales <sup>2</sup> 2012	5,610	2,986	1,077	3,023	1,062	2,597	16,355	155	16,510
Sales <sup>2</sup> 2011	5,624	2,813	934	2,716	1,065	2,296	15,449	156	15,605
Change from previous year	-0.2%	6.2%	15.3%	11.3%	-0.4%	13.1%	5.9%	-	5.8%
After adjusting for foreign exchange	-0.6%	5.8%	12.6%	3.2%	3.2%	5.1%	3.1%	-	3.1%
Organic	-0.5%	6.0%	12.6%	4.8%	3.1%	7.4%	3.8%	-	3.8%
Proportion of Group sales 2012	34%	18%	7%	18%	6%	16%	99%	1%	100%
Proportion of Group sales 2011	36%	18%	6%	17%	7%	15%	99%	1%	100%
Operating profit (EBIT) 2012	811	425	103	456	83	417	2,296	-97	2,199
Operating profit (EBIT) 2011	675 <sup>3</sup>	384	79	289	105	360	1,891 <sup>3</sup>	-127	1,765 <sup>3</sup>
Change from previous year	20.2%	10.6%	31.0%	58.0%	-20.7%	15.7%	21.4%	-	24.6%
After adjusting for foreign exchange	19.6%	10.1%	27.4%	45.9%	-22.7%	5.5%	17.0%	-	20.4%
Return on sales (EBIT) 2012	14.5%	14.2%	9.6%	15.1%	7.8%	16.0%	14.0%	-	13.3%
Return on sales (EBIT) 2011	12.0% <sup>3</sup>	13.6%	8.5%	10.6%	9.8%	15.7%	12.2% <sup>3</sup>	-	11.3% <sup>3</sup>

<sup>1</sup> Calculated on the basis of units of 1,000 euros.

<sup>2</sup> By location of company.

<sup>3</sup> Application of IAS 8 "Accounting policies, changes in accounting estimates and errors" (see notes on pages 116 and 117).

In 2012, the affiliated companies domiciled in Germany, including Henkel AG & Co. KGaA, generated sales of 2,254 million euros (previous year: 2,241 million euros). Sales realized by the affiliated companies domiciled in the USA in 2012 amounted to 2,787 million euros (previous year: 2,499 million euros). In fiscal 2011 and 2012, no individual customer accounted for more than 10 percent of total sales.

Of the total non-current assets disclosed for the Henkel Group at December 31, 2012 (excluding financial instruments and deferred tax claims) amounting to 11,083 million euros (previous year: 11,137 million euros), 1,068 million euros (previous year: 1,043 million euros) was attributable to the affiliated companies domiciled in Germany, including Henkel AG & Co. KGaA. The non-current assets (excluding financial assets and deferred tax assets) recognized in respect of the affiliated companies domiciled in the USA amounted to 5,727 million euros (previous year: 5,993 million euros).