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Henkel provides new outlook for fiscal 2020 Preliminary figures for the third quarter 2020

Based on the business development in the first nine months of 2020 and the current assumptions regarding the business performance in the fourth quarter, the Management Board of Henkel AG & Co. KGaA today approved a new outlook for fiscal 2020.

As a result of the dynamic spread of the COVID-19 pandemic and the high level of uncertainty about the impact and development of the global economy in the course of the year, the Management Board of Henkel AG & Co. KGaA had decided on April 7, 2020, to no longer maintain the forecast for fiscal 2020 that was given in the Annual Report 2019.

Due to the effects of the COVID-19 pandemic, current forecasts anticipate a strongly negative development of the global economy in 2020. The new outlook is based on the assumption that the industrial demand and business activity in areas of importance to Henkel in the fourth quarter will be below prior year but will not deteriorate significantly. The decisive factor in this context will be the future development of global infection rates and the development of pandemic-related restrictions. In this context, Henkel assumes that there will be no far-reaching lockdowns in the core regions essential for the company in the fourth quarter of 2020.

Taking these developments into account, Henkel expects **organic sales growth** of between -1.0 and -2.0 percent at **Group** level in fiscal 2020.

For the **Adhesive Technologies** business unit, which is likely to be significantly impacted by a sharp decline in general industrial demand and, in particular, in the automotive industry, Henkel anticipates organic sales growth in the range between -5.5 and -6.5 percent. For the **Beauty Care** business unit, Henkel currently anticipates organic sales growth in the range between -2.0 and -3.0 percent. A significant decline in the Hair Salon business due to the pandemic, particularly in the first half, will have an impact on this business unit in the full fiscal year. For **Laundry & Home Care**, Henkel expects organic sales growth in the range between +4.5 and +5.5 percent.

At **Group** level, Henkel expects to achieve an **adjusted return on sales** (EBIT margin) in the range between 13.0 and 13.5 percent. For the Adhesive Technologies business unit, Henkel expects an EBIT margin in the range between 14.5 and 15.0 percent, for Beauty Care in the range between 10.0 and 10.5 percent and for Laundry & Home Care in the range between 15.0 and 15.5 percent.

The decline in sales in the industrial and Hair Salon businesses due to the pandemic will have a negative impact on the adjusted EBIT margin. As announced at the beginning of the year, Henkel is also increasing investments in marketing and advertising, as well as in digitalization and IT.

Adjusted earnings per preferred share (EPS) at constant exchange rates are expected to decline in the range between -18 and -22 percent.

Preliminary sales development in the third quarter

Based on preliminary figures, **Henkel** delivered **organic sales growth**, which excludes the impact of currency effects and acquisitions/divestments, of +3.9 percent.

Based on preliminary figures, the **Adhesive Technologies** business unit achieved positive organic sales growth of +1.3 percent in the third quarter. Compared to the second quarter, a recovery in demand was recorded across all business areas.

According to the preliminary figures, **Beauty Care** delivered very strong organic sales growth of +4.3 percent. While the development of the Hair Salon business was below the level of the prior-year quarter despite a recovery, the retail business achieved significant organic sales growth in the third quarter.

Thanks to continued strong demand for **Laundry & Home Care** products as well as catch-up effects from the second quarter, preliminary figures for this business unit also indicate significant organic sales growth in the third quarter of +7.7 percent.

Henkel will publish its statement for the third quarter 2020 on November 10, 2020.

Henkel AG & Co. KGaA

Further information regarding financial instruments issued by Henkel

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Henkel Preferred Share:	ISIN DE0006048432 // WKN 604843
Henkel Ordinary Share:	ISIN DE0006048408 // WKN 604840
Listing:	Regulated market (Prime Standard), all eight German Stock Exchanges

For further financial instruments see www.henkel.com/ir

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