

Consolidated statement of income

in million euros	Note	2010	%	2011	%	Change
Sales	22	15,092	100.0	15,605	100.0	3.4%
Cost of sales ¹	23	-8,078	-53.5	-8,538	-54.7	5.7%
Gross profit		7,014	46.5	7,067	45.3	0.8%
Marketing, selling and distribution expenses ¹	24	-4,257	-28.2	-4,132	-26.5	-2.9%
Research and development expenses ¹	25	-391	-2.6	-410	-2.6	4.9%
Administrative expenses ¹	26	-750	-5.0	-785	-5.0	4.7%
Other operating income	27	216	1.4	209	1.3	-3.2%
Other operating charges	28	-109	-0.7	-92	-0.6	-15.6%
Operating profit (EBIT)		1,723	11.4	1,857	11.9	7.8%
Interest income		25	0.2	45	0.3	80.0%
Interest expense		-197	-1.3	-200	-1.3	1.5%
Interest result		-172	-1.1	-155	-1.0	-9.9%
Investment result		1	-	-	-	-100.0%
Financial result	29	-171	-1.1	-155	-1.0	-9.4%
Income before tax		1,552	10.3	1,702	10.9	9.7%
Taxes on income	30	-409	-2.7	-419	-2.7	2.4%
<i>Tax rate in %</i>		26.4		24.6		
Net income		1,143	7.6	1,283	8.2	12.2%
- attributable to non-controlling interests	31	25	0.2	30	0.2	20.0%
- attributable to shareholders of Henkel AG & Co. KGaA		1,118	7.4	1,253	8.0	12.1%

¹ Restructuring charges 2011: 227 million euros (2010: 184 million euros), of which: cost of sales 83 million euros (2010: 114 million euros); marketing, selling and distribution expenses 51 million euros (2010: 23 million euros); research and development expenses 14 million euros (2010: 8 million euros); administrative expenses 79 million euros (2010: 39 million euros).

Earnings per share (basic)

in euros	Note	2010	2011	Change
Ordinary shares	35	2.57	2.88	12.1%
Non-voting preferred shares	35	2.59	2.90	12.0%

Earnings per share (diluted)

in euros	Note	2010	2011	Change
Ordinary shares	35	2.56	2.87	12.1%
Non-voting preferred shares	35	2.58	2.89	12.0%

Additional voluntary information

in million euros	2010	2011
EBIT (as reported)	1,723	1,857
One-time gains ¹	-59	-57
One-time charges	14	2
Restructuring charges	184	227
Adjusted EBIT	1,862	2,029
<i>Adjusted return on sales</i>	<i>in %</i> 12.3	<i>in %</i> 13.0
<i>Adjusted tax rate</i>	<i>in %</i> 26.6	<i>in %</i> 26.0
Adjusted earnings per share (basic)	<i>in euros</i> 2.82	<i>in euros</i> 3.14
Adjusted net income		
- attributable to shareholders of Henkel AG & Co. KGaA	1,217	1,356

¹ Of which: 48 million euros gain from the sale of our branded consumer goods business in India, and 9 million euros gain from the sale of our roofing membrane business under the Wolfkin brand operated by Adhesive Technologies.