

Key financials by region¹

in million euros	Western Europe	Eastern Europe	Africa/ Middle East	North America	Latin America	Asia-Pacific	Regions total	Corporate	Henkel Group
Sales ² 2011	5,624	2,813	934	2,716	1,065	2,296	15,449	156	15,605
Sales ² 2010	5,470	2,649	901	2,724	982	2,168	14,894	199	15,092
Change from previous year	2.8%	6.2%	3.7%	-0.3%	8.4%	5.9%	3.7%	-	3.4%
After adjusting for foreign exchange	2.5%	10.5%	10.0%	4.3%	11.1%	5.6%	5.7%	-	5.3%
Organic	2.3%	10.3%	10.0%	4.4%	11.0%	8.6%	6.1%	-	5.9%
Proportion of Group sales 2011	36%	18%	6%	17%	7%	15%	99%	1%	100%
Proportion of Group sales 2010	36%	18%	6%	18%	7%	14%	99%	1%	100%
Operating profit (EBIT) 2011	767	384	79	289	105	360	1,983	-127	1,857
Operating profit (EBIT) 2010	706	314	81	320	104	306	1,831	-108	1,723
Change from previous year	8.6%	22.3%	-2.6%	-9.9%	1.2%	17.8%	8.3%	-	7.8%
After adjusting for foreign exchange	8.2%	27.0%	5.8%	-5.7%	4.0%	17.8%	10.2%	-	9.6%
Return on sales (EBIT) 2011	13.6%	13.6%	8.5%	10.6%	9.8%	15.7%	12.8%	-	11.9%
Return on sales (EBIT) 2010	12.9%	11.9%	9.0%	11.8%	10.5%	14.1%	12.3%	-	11.4%

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

² By location of company.

In 2011, the affiliated companies domiciled in Germany, including Henkel AG & Co. KGaA, generated sales of 2,241 million euros (previous year: 2,182 million euros). Sales realized by the affiliated companies domiciled in the USA in 2011 amounted to 2,499 million euros (previous year: 2,502 million euros). In fiscal 2010 and 2011, no individual customer accounted for more than 10 percent of total sales.

Of the total non-current assets disclosed for the Henkel Group as of December 31, 2011 (excluding financial instruments and deferred tax claims) amounting to 11,137 million euros (previous year: 10,981 million euros)¹, 1,043 million euros (previous year: 1,053 million euros)¹ 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 5,993 million euros (previous year: 5,821 million euros)¹.

¹ Prior-year figures adjusted
(see "Recognition and measurement methods" on  pages 108 and 109).