

Key Group, Financial and Operating Data

Amounts shown in € million, unless otherwise stated	Change in 2009/2010 financial year on previous year	IFRS									HGB
		2009/2010	2008/2009	2007/2008	2006/2007	2005/2006	2004/2005	2003/2004	2002/2003	2001/2002	2000/2001
Sales and earnings figures ¹⁾											
Net sales	3.4 %	2,686	2,599	2,469	2,392	2,234	2,094	1,923	1,628	1,439	1,314
of which in other European countries	4.2 %	1,109	1,065	962	862	788	688	611	424	317	266
Sales growth as % of net sales		3.4	5.2	3.2	7.1	6.7	8.9	18.2	13.1	9.5	10.5
EBITDA ²⁾	-12.5 %	169	193	142	160	137	152	127	103	118	114
as % of net sales		6.3	7.4	5.7	6.7	6.1	7.3	6.6	6.4	8.2	8.7
EBIT ³⁾	-15.8 %	115	137	79	96	70	91	65	46	65	64
as % of net sales		4.3	5.3	3.2	4.0	3.1	4.3	3.4	2.8	4.5	4.8
Earnings before taxes and extraordinary result	-21.5 %	96	122	56	73	44	68	44	25	46	42
as % of net sales		3.6	4.7	2.3	3.0	1.9	3.2	2.3	1.6	3.2	3.2
Net income for the year	-28.1 %	68	95	47	61	25	43	28	14	30	23
as % of net sales		2.5	3.7	1.9	2.5	1.1	2.1	1.5	0.9	2.1	1.8
Gross margin as % of net sales		36.8	36.6	36.3	36.0	35.7	36.4	35.7	35.3	36.4	36.2
Store expenses as % of net sales ⁴⁾		29.6	29.1	29.4	29.0	29.5	28.8	28.6	28.9	29.1	28.5
Costs of central administration as % of net sales ⁴⁾		4.1	4.1	4.1	3.9	4.1	3.9	3.7	4.0	4.1	3.8
Pre-opening expenses as % of net sales ⁴⁾		0.1	0.3	0.3	0.2	0.5	0.5	0.6	1.1	0.6	0.7
Cash flow figures											
Cash flow from operating activities	26.4 %	156	124	67	197	16	124	46	36	62	62
Investments	-16.6 %	68	82	105	88	144	92	71	129	113	78
Proceeds from divestments		3	66	43	40	96	23	39	2	82	2
Earnings potential ⁵⁾	21.4 %	160	132	74	202	27	134	57	55	71	71
Earnings potential as % of net sales		6.0	5.1	3.0	8.4	1.2	6.4	3.0	3.4	4.9	5.4
Dividend payments	0.0 %	13.7	13.7	13.6	13.5	13.2	13.1	13.1	13.1	13.1	13.0
Balance sheet and financial figures											
Total assets	1.0 %	1,439	1,425	1,351	1,331	1,286	1,274	1,162	1,093	1,020	840
Non-current assets	6.4 %	601	565	569	616	612	635	638	664	589	465
Inventories	-13.8 %	428	496	479	446	496	426	425	363	323	278
Cash and cash equivalents	25.2 %	296	236	167	193	72	143	49	23	50	30
Shareholders' equity	10.7 %	655	591	516	471	415	399	363	350	350	261
Shareholders' equity as % of total assets		45.5	41.5	38.2	35.4	32.3	31.3	31.3	32.0	34.3	31.0
Return on shareholders' equity based on net income – %		11.0	17.1	9.4	13.7	6.1	11.4	7.9	4.1	8.6	8.3
Net working capital	-10.5 %	312	349	345	306	407	317	306	240	232	221
Additions to non-current assets	-18.8 %	68	84	105	87	140	88	73	140	110	77
Inventory turnover rate per year		3.7	3.4	3.4	3.3	3.1	3.1	3.1	3.1	3.0	3.2
Retail store data											
Number of stores		131	129	125	120	124	117	110	102	91	82
of which: in Germany		92	92	91	89	92	88	83	78	75	70
in other countries		39	37	34	31	32	29	27	24	16	12
Like-for-like sales growth in %		0.7	1.4	-0.2	4.0	0.5	1.5	5.2	1.5	1.4	2.5
Sales area in m ² (based on BHB)	2.3 %	1,480,216	1,446,794	1,384,901	1,307,572	1,319,484	1,198,209	1,115,900	1,014,685	887,427	791,429
Weighted average net sales per m ² in €	-0.6 %	1,828	1,839	1,810	1,833	1,753	1,796	1,804	1,699	1,705	1,729
Average store size in m ²	0.7 %	11,299	11,215	11,079	10,896	10,641	10,241	10,145	9,948	9,752	9,652
Weighted average sales per store		20.7	20.6	20.1	19.9	18.7	18.4	18.3	16.9	16.6	16.7
Other information											
Employees – annual average – converted into full-time equivalents	3.2 %	11,357	11,005	10,528	10,091	10,046	9,407	8,499	7,464	6,733	6,122
Sales per employee in € 000s	0.2 %	237	236	235	237	222	223	226	218	213	215
Number of shares		15,903,500	15,740,060	15,685,020	15,506,120	15,200,320	15,097,830	15,011,500	15,011,500	15,011,500	15,011,500
Earnings per share in € ⁶⁾	-28.5 %	4.32	6.04	2.98	3.95	1.64	2.88	1.86	0.96	1.99	1.42

¹⁾ Starting in the 2003/2004 financial year: other taxes (e. g. property tax) have been included under operating expenses

²⁾ Earnings before interest, taxes, depreciation and amortization; starting in the 2007/2008 financial year: including other taxes

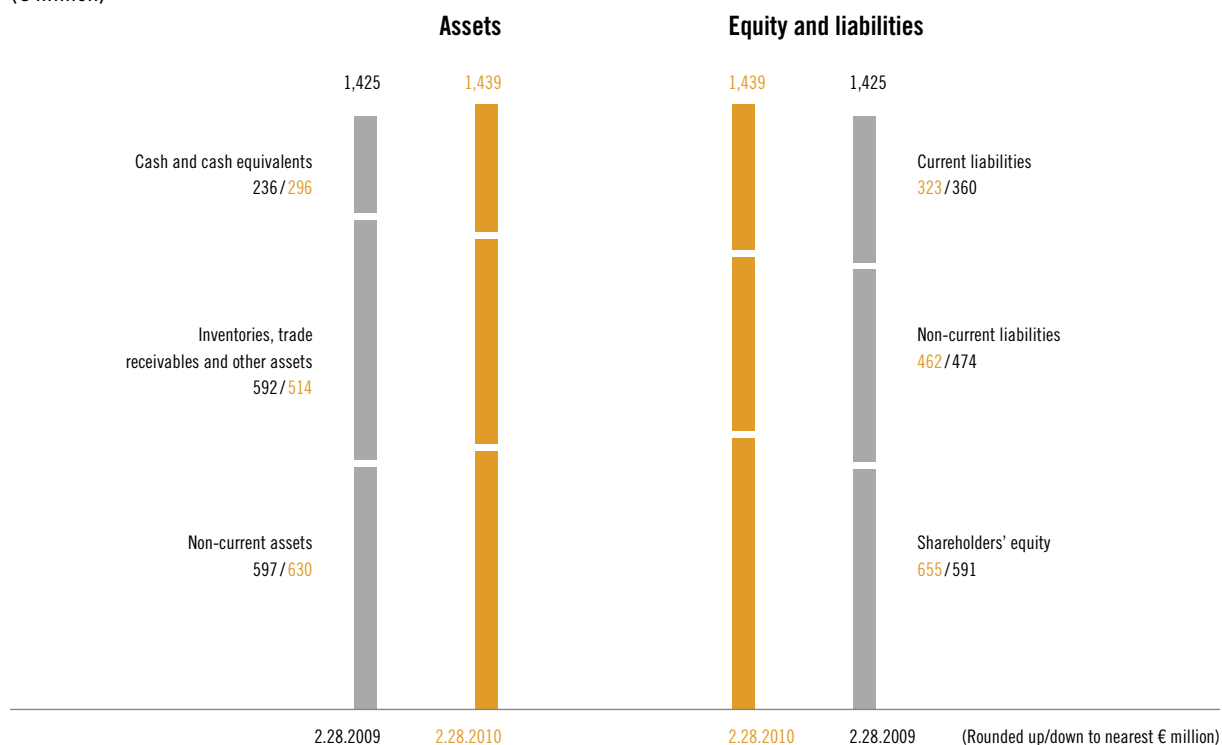
³⁾ Earnings before interest and taxes; starting in the 2007/2008 financial year: including other taxes

⁴⁾ Starting in the 2003/2004 financial year: excluding interest

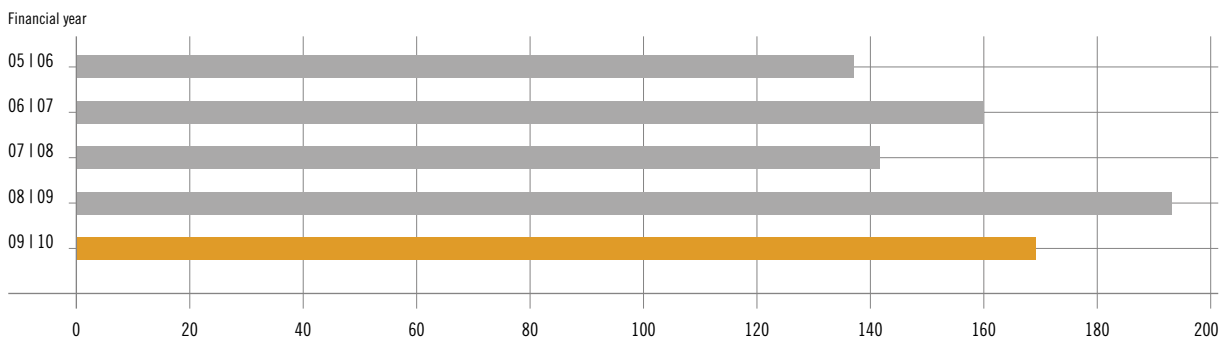
⁵⁾ Cash flow from operating activities, plus pre-opening expenses

⁶⁾ Prior to the 2001/2002 financial year: earnings based on DVFA/SG

Structure of consolidated balance sheet (€ million)



Earnings before interest, taxes, depreciation and amortization (EBITDA) (€ million)



Earnings before taxes (€ million)

