

HORNBACH HOLDING AG

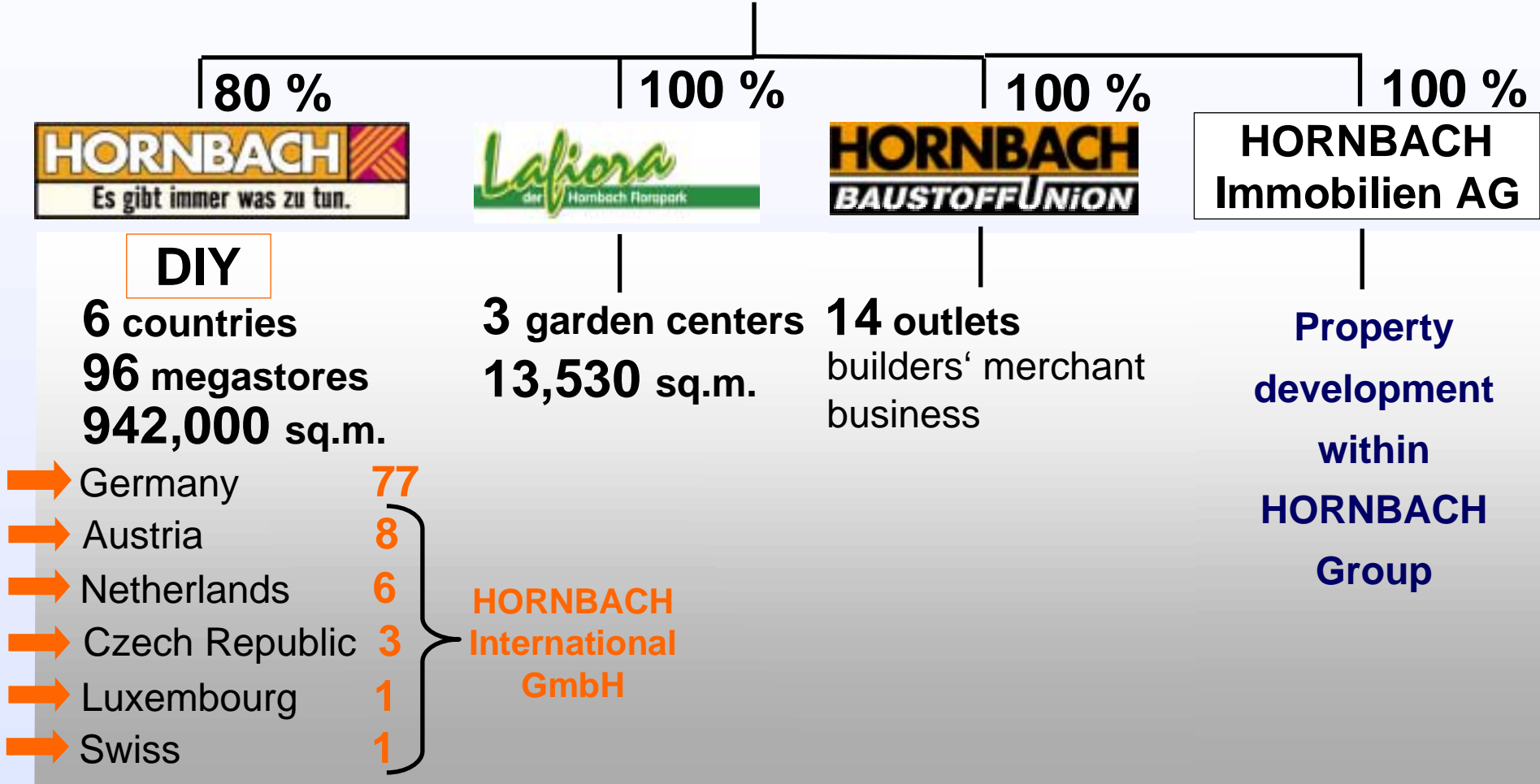
DVFA-Analyst Meeting



September 26, 2002
Frankfurt/Main

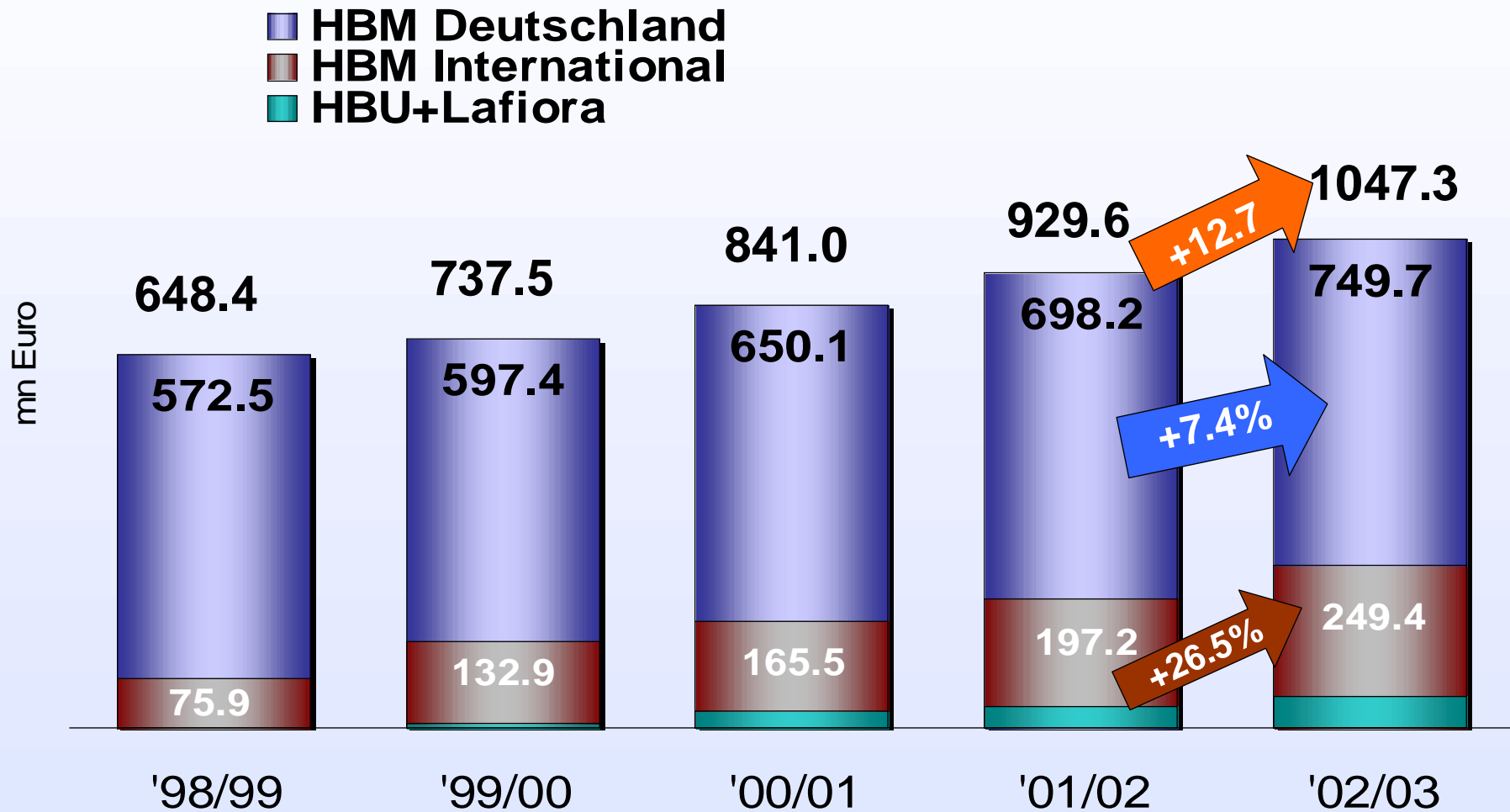
HORNBACH-Group

August 31, 2002



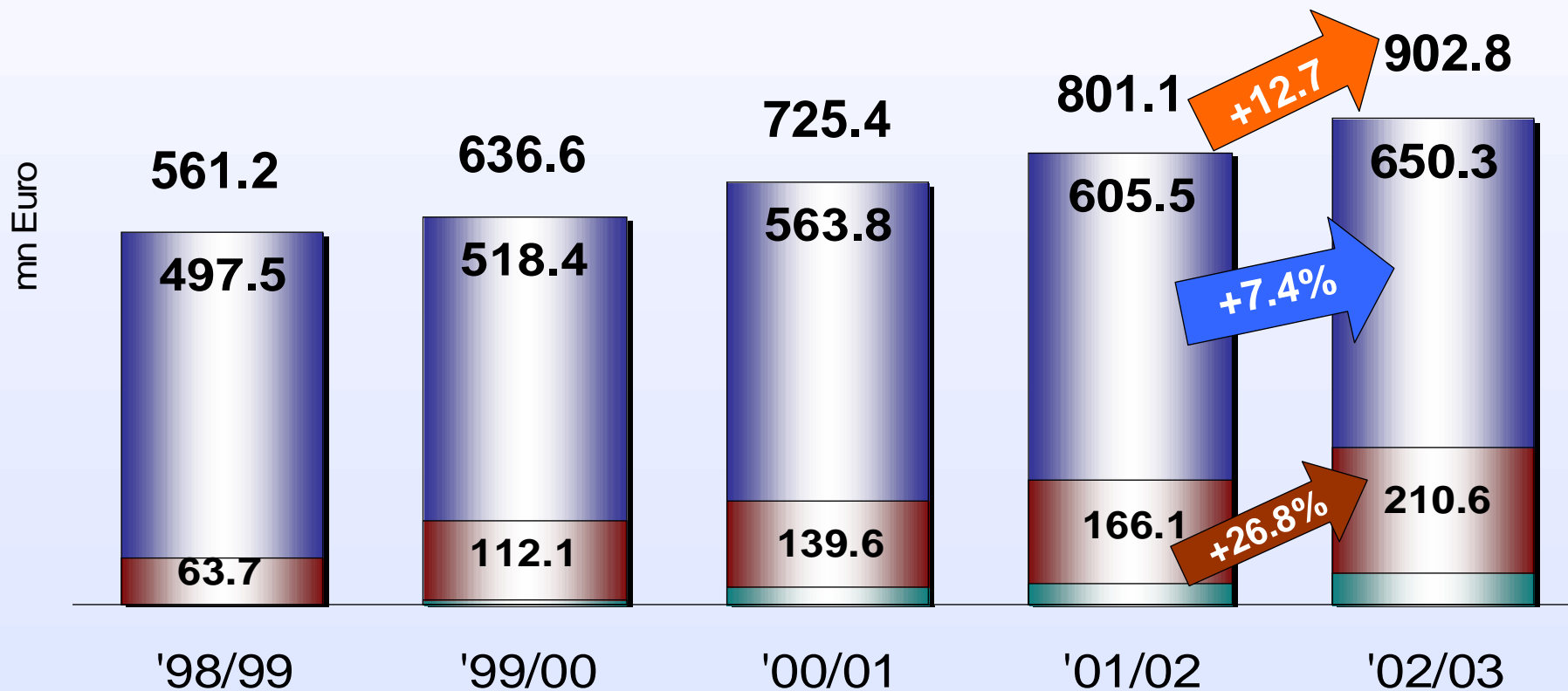
Constant growth in HORNBAACH-Group sales

1. Half (Gross)

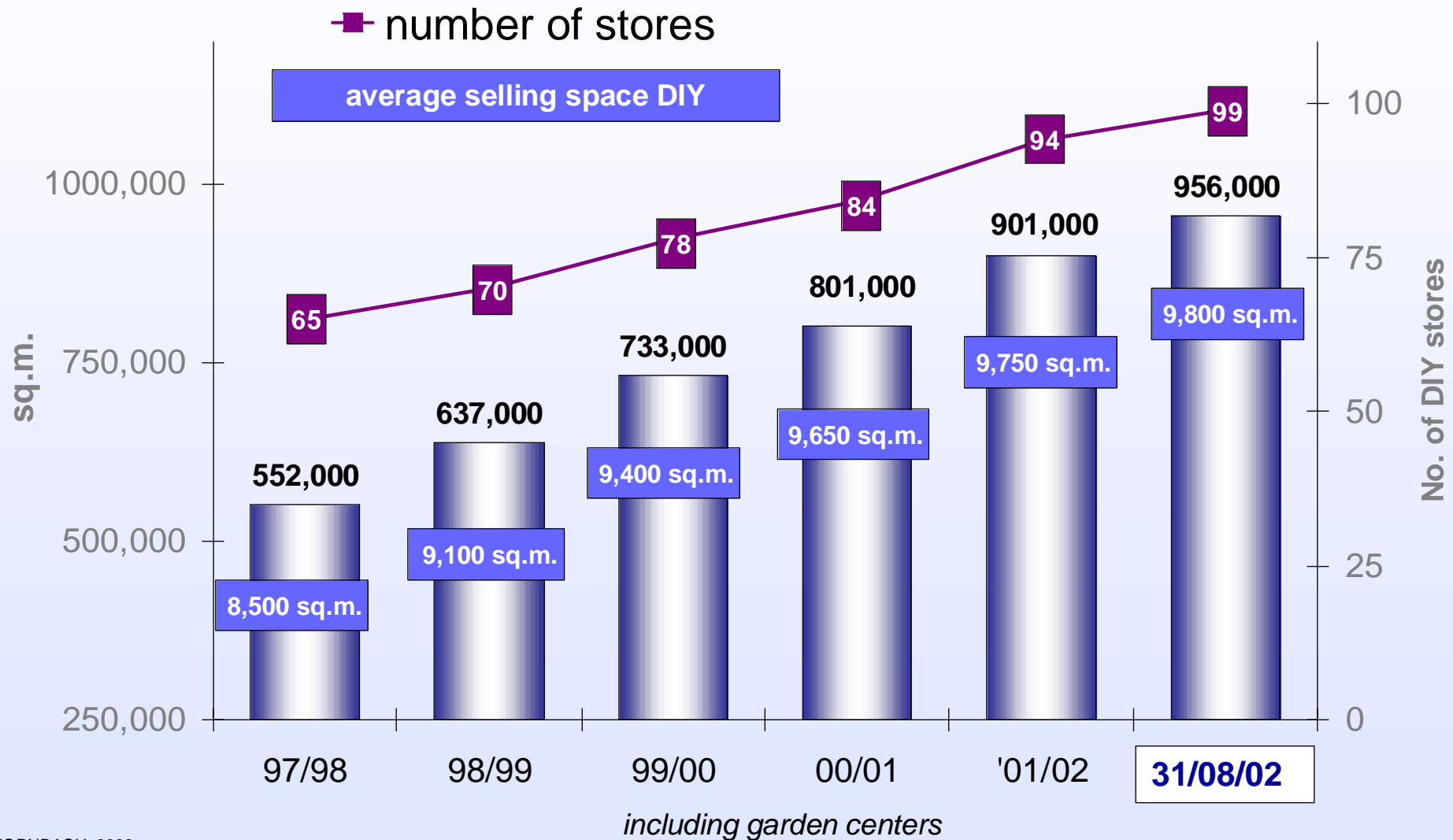


Constant growth in HORNBAACH-Group sales 1. Half (Net)

- HBM Germany
- HBM International
- HBU+Lafiora



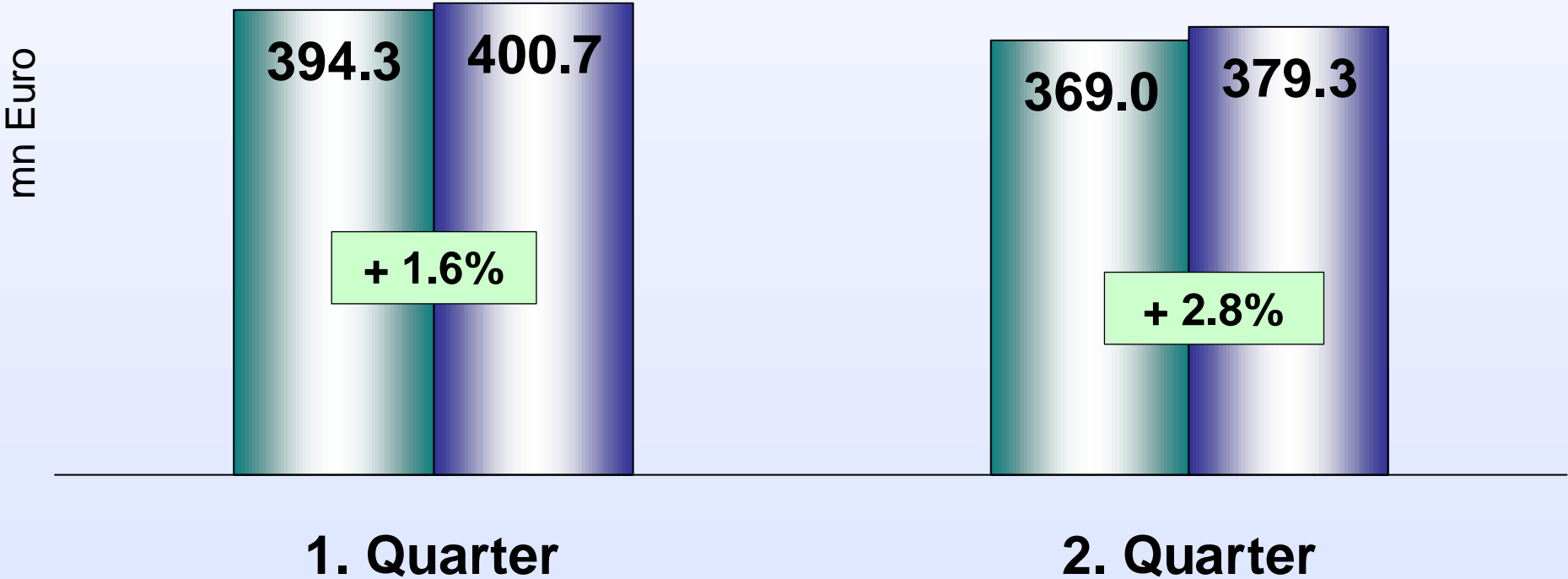
Effective expansion of retail stores and selling space



Like-for-like sales continuous disclosure (net)

HORNBAACH total

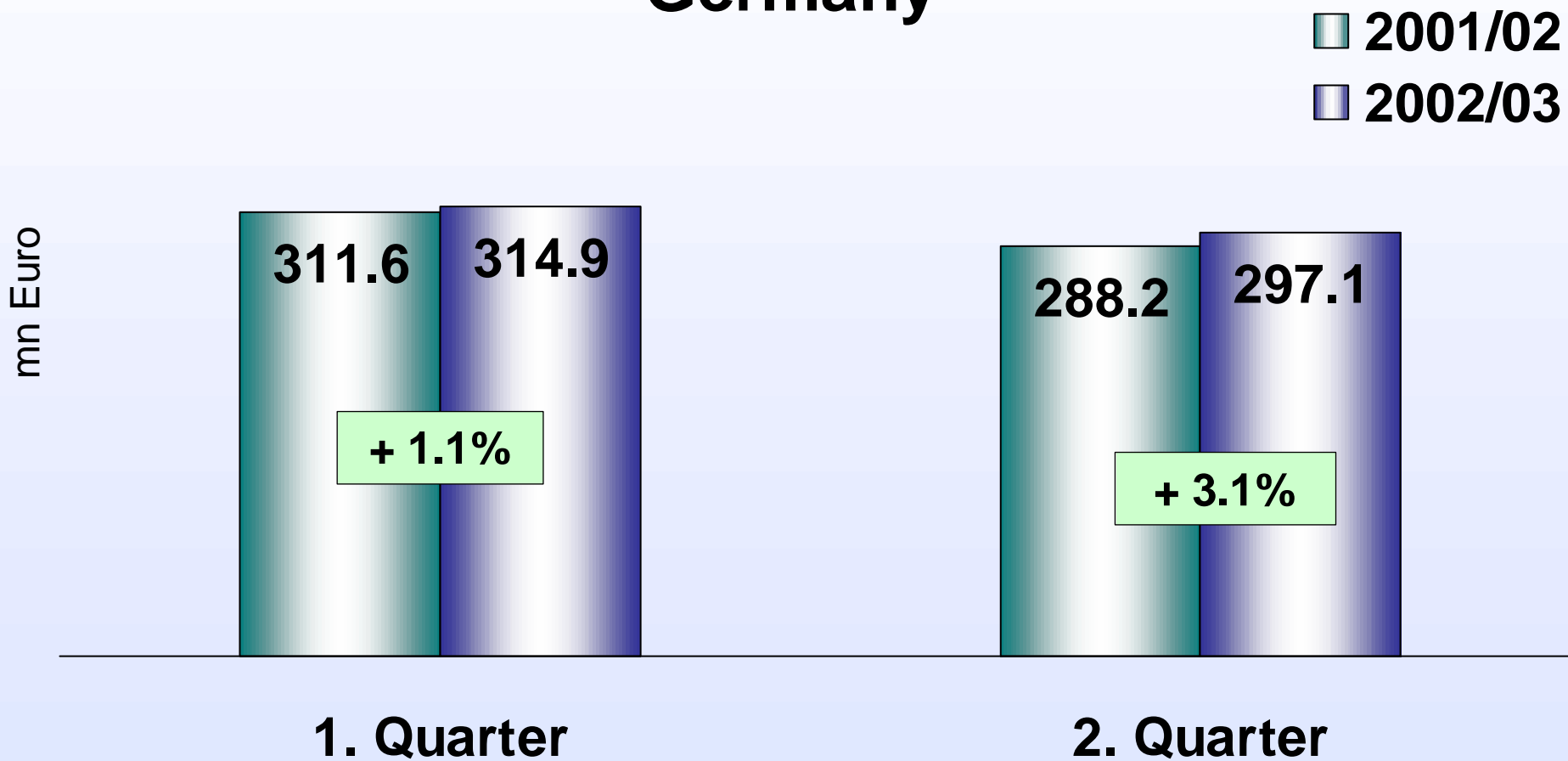
2001/02
2002/03



including garden centers

Like-for-like sales continuous disclosure (net)

Germany

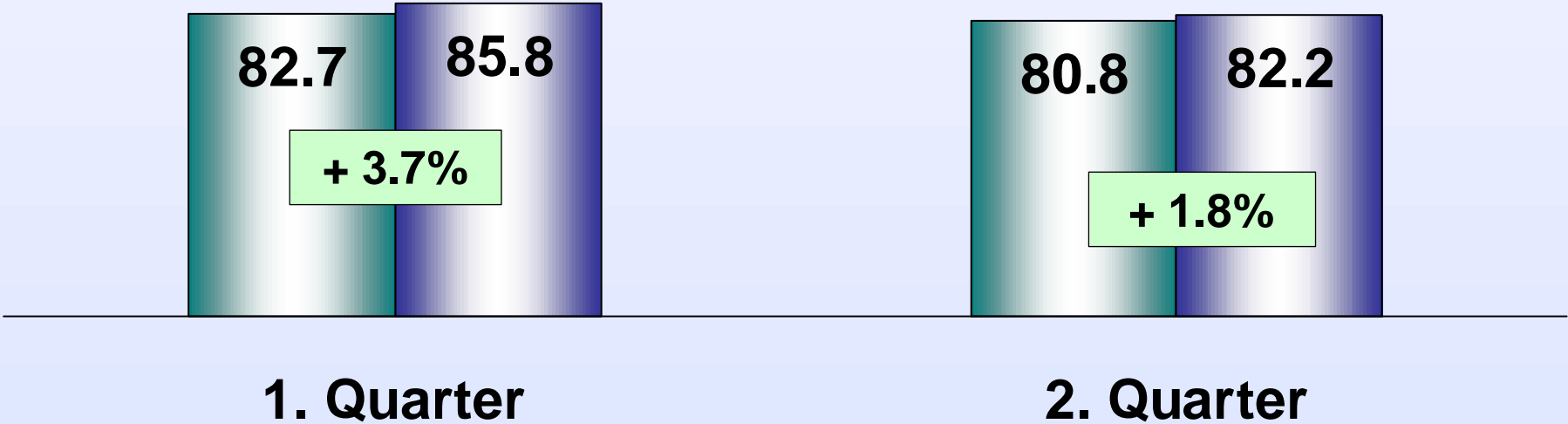


Like-for-like sales continuous disclosure (net)

International

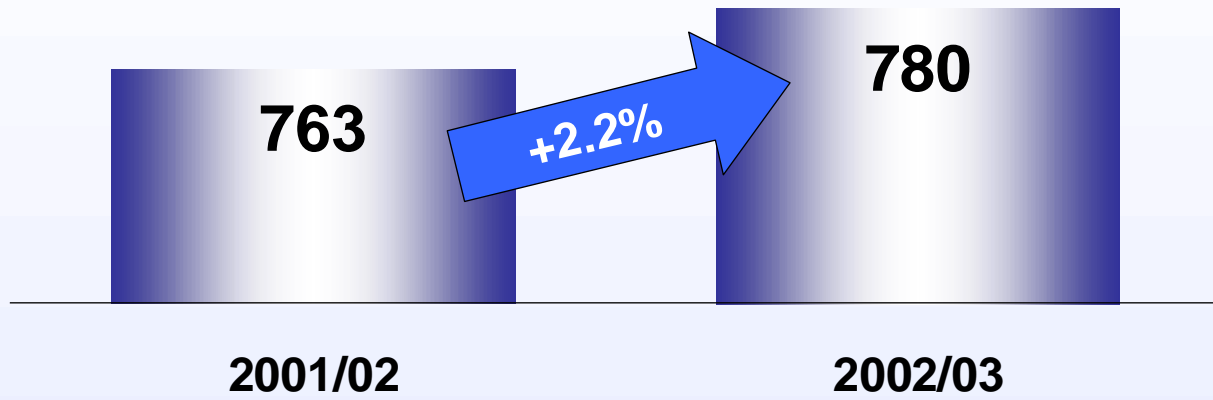
2001/02
2002/03

mn Euro

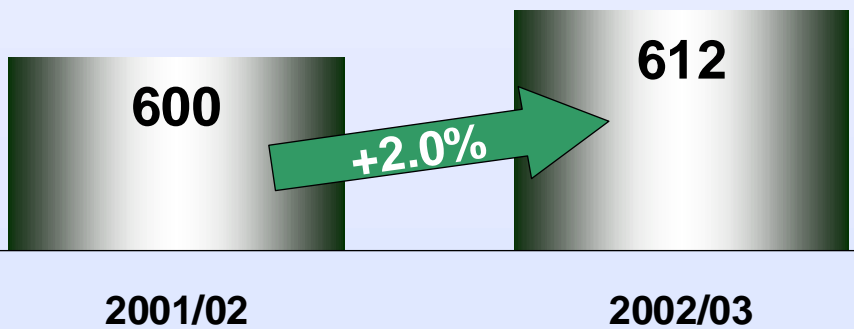


Like-for-like sales continuous disclosure (1. Half)

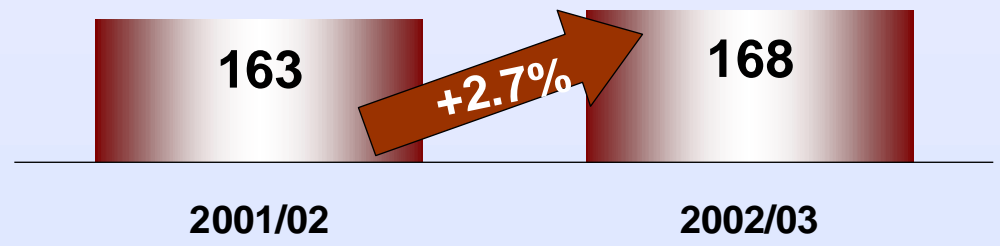
HORNBACH total



Germany

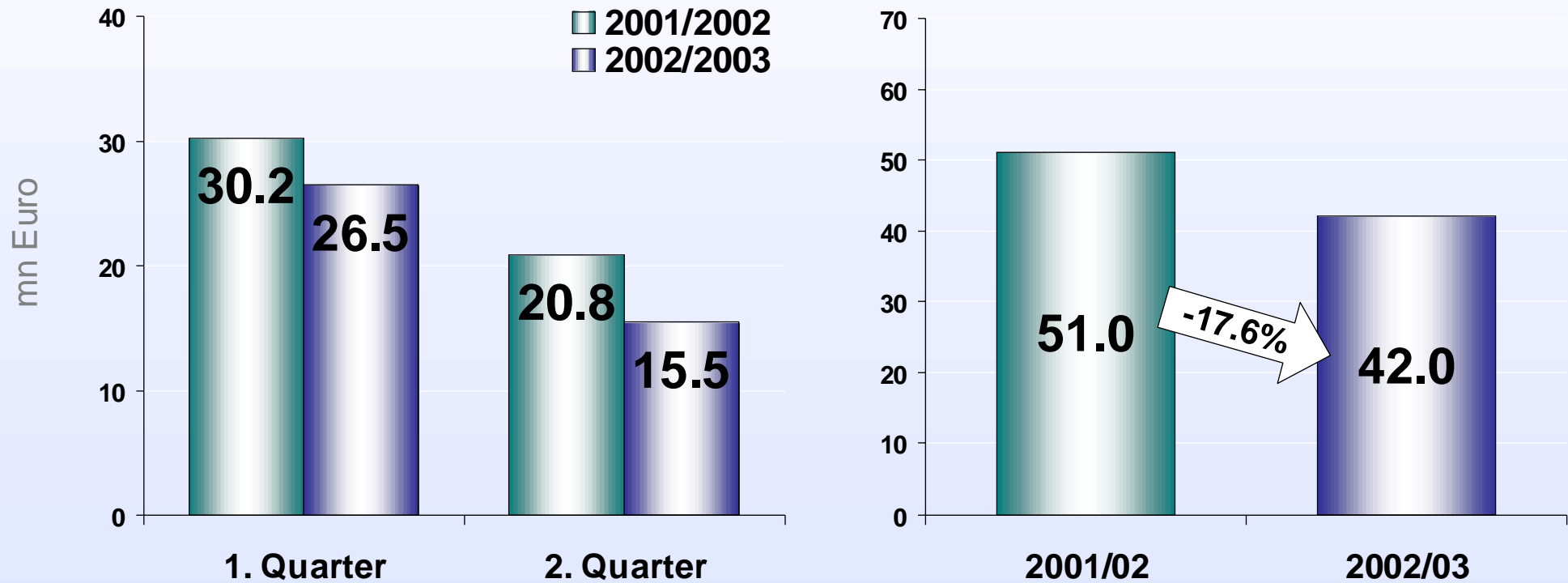


International



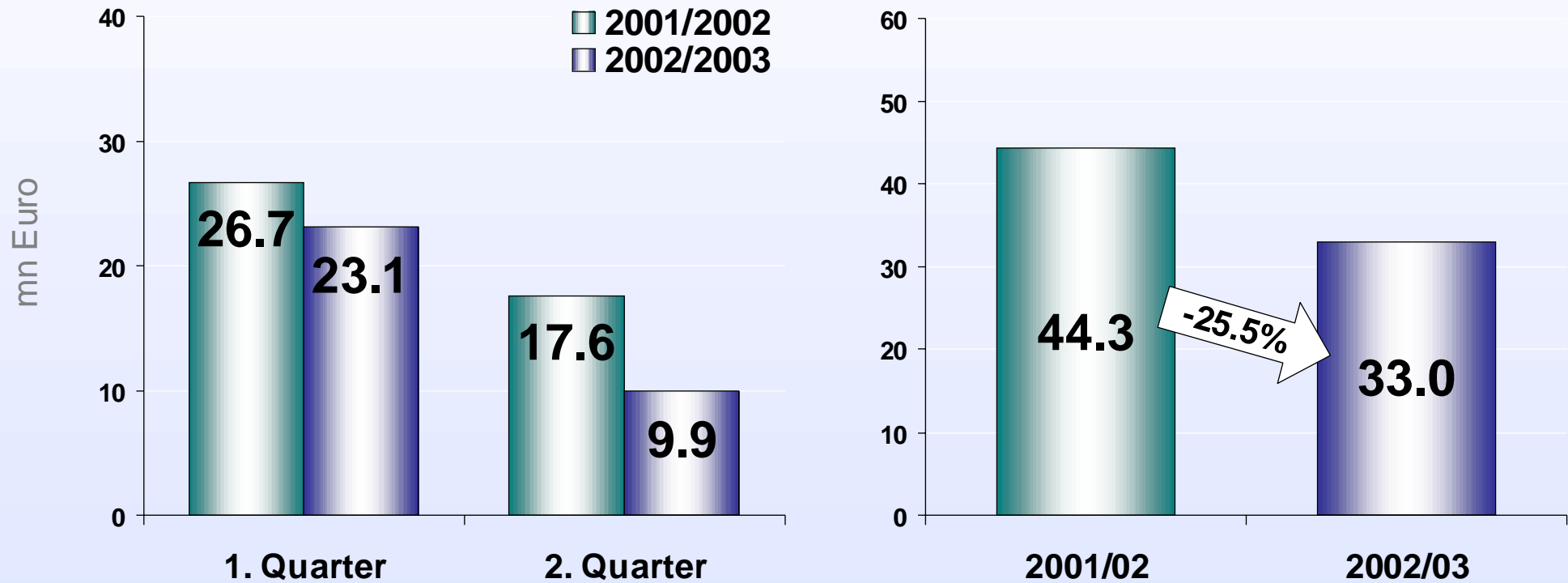
Result from ordinary activities

HORNBAACH-Group



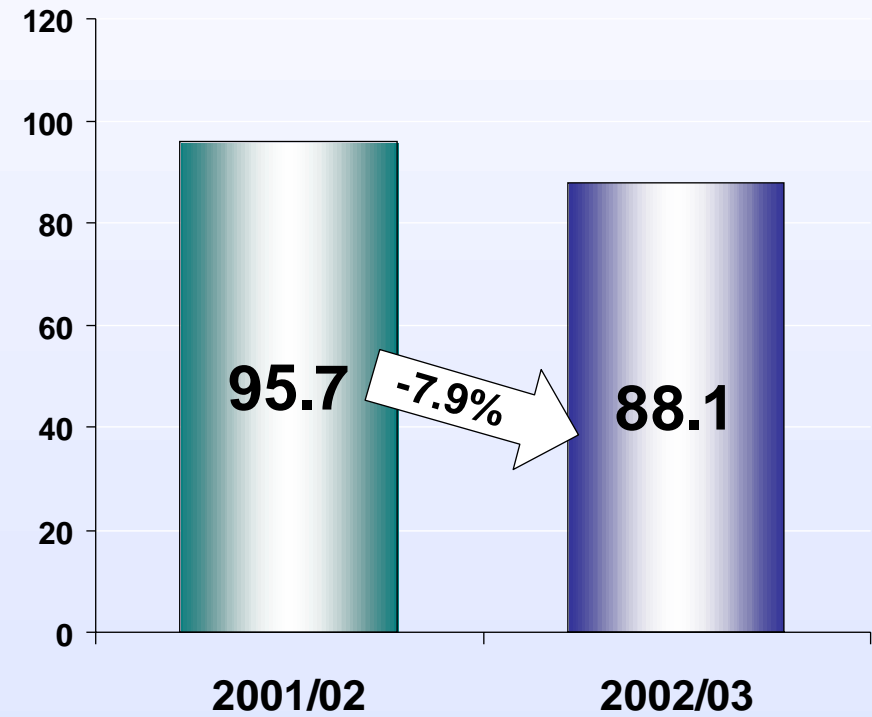
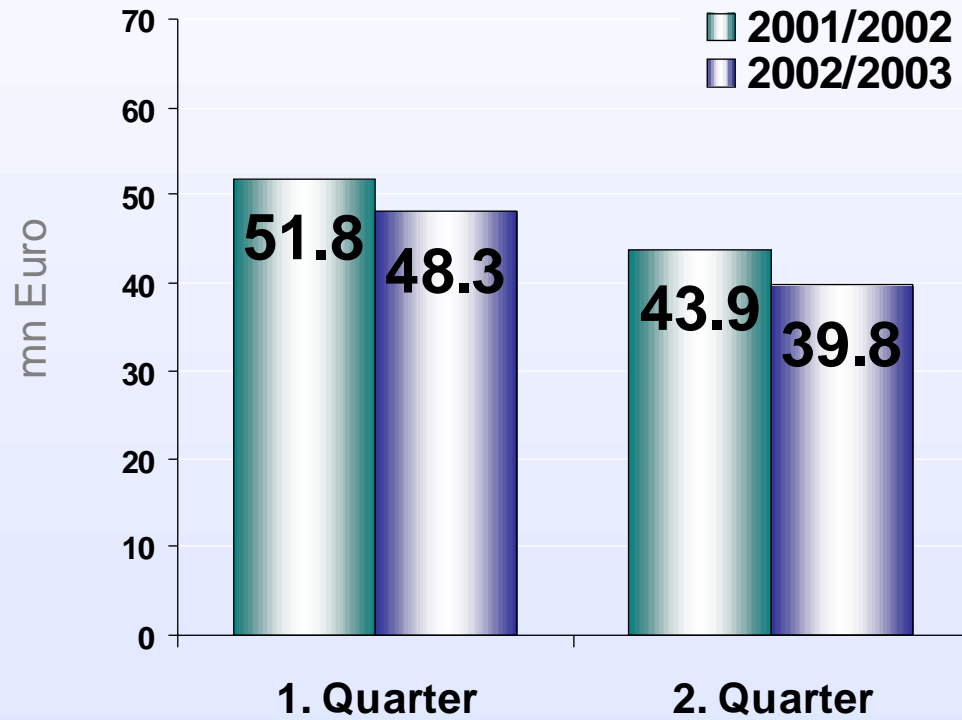
Result from ordinary activities

HORNBAACH-Baumarkt-AG Subgroup



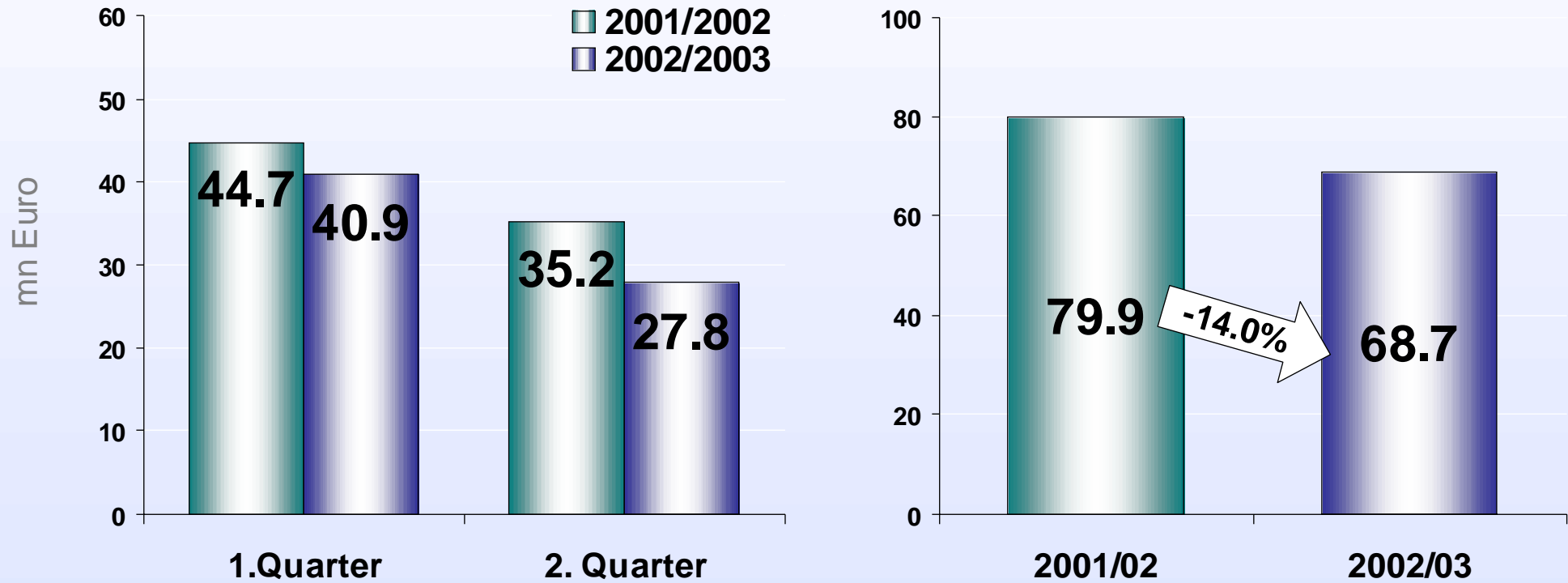
EBITDA

HORNBAACH-Group



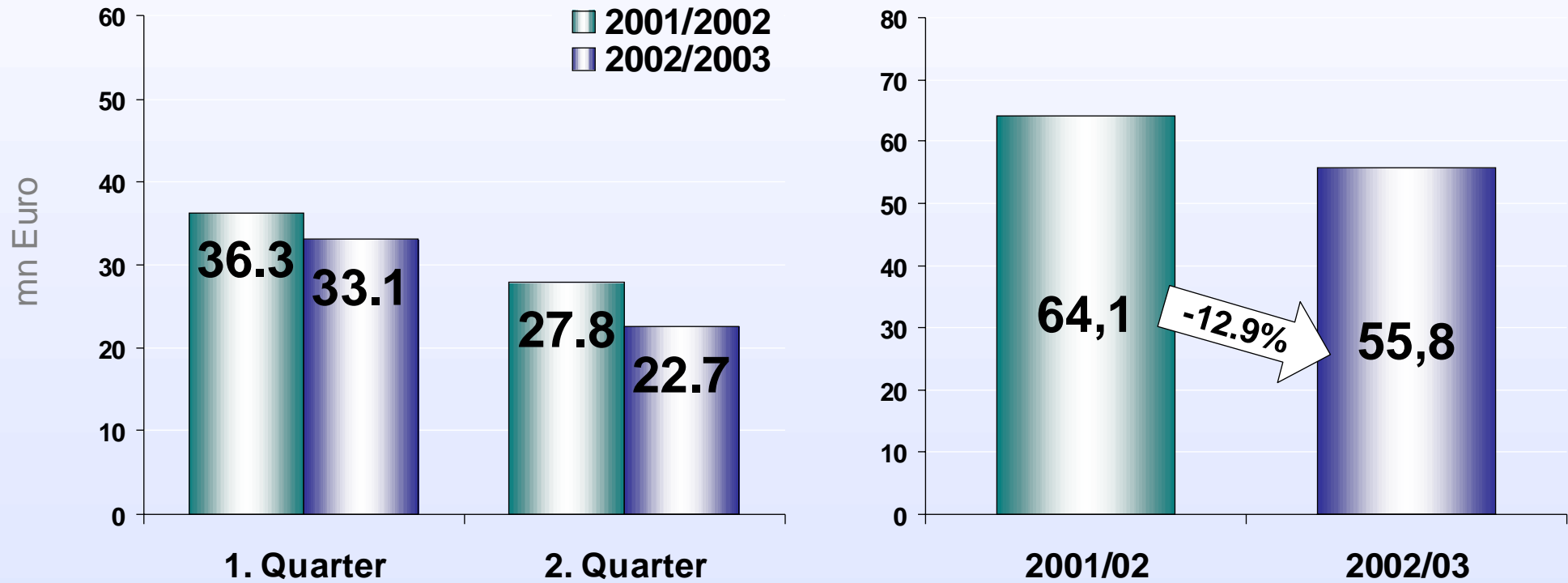
EBITDA

HORNBACH-Baumarkt-AG Subgroup



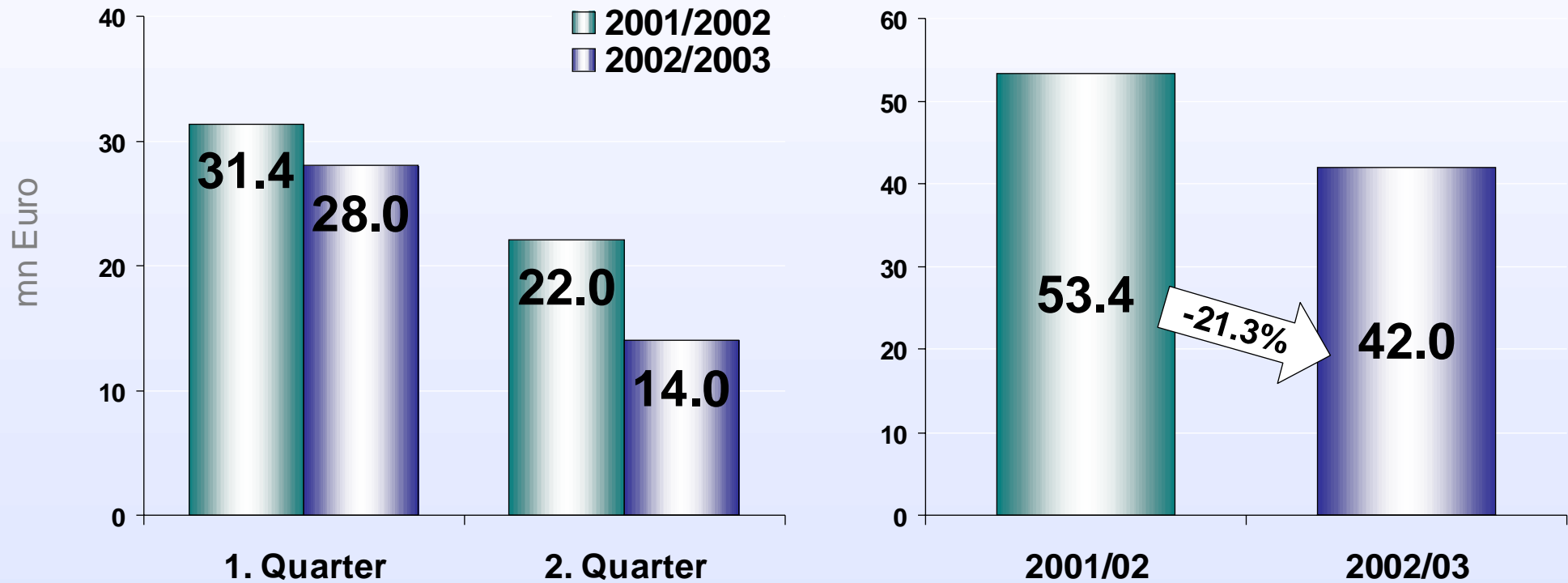
EBIT

HORNBAACH-Group



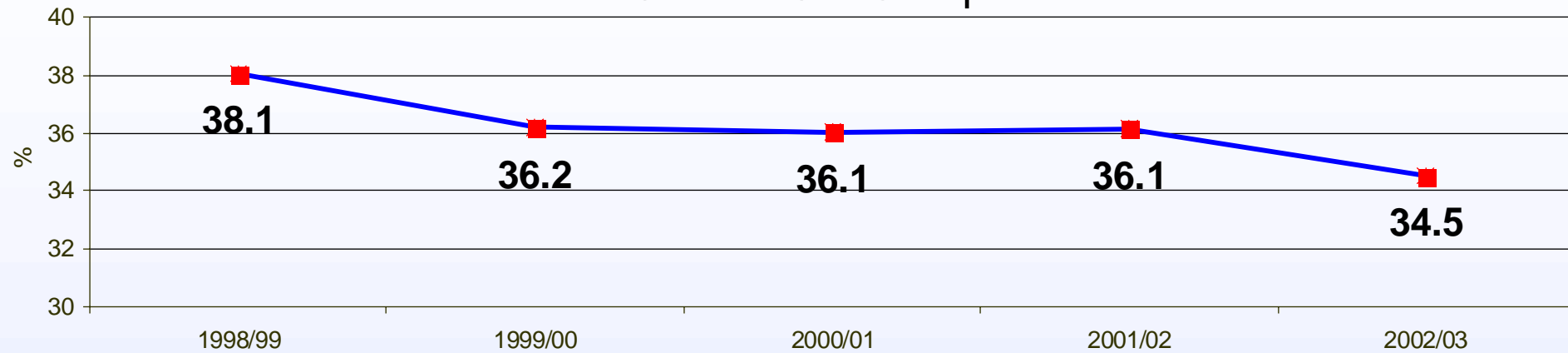
EBIT

HORNBACH-Baumarkt-AG Subgroup

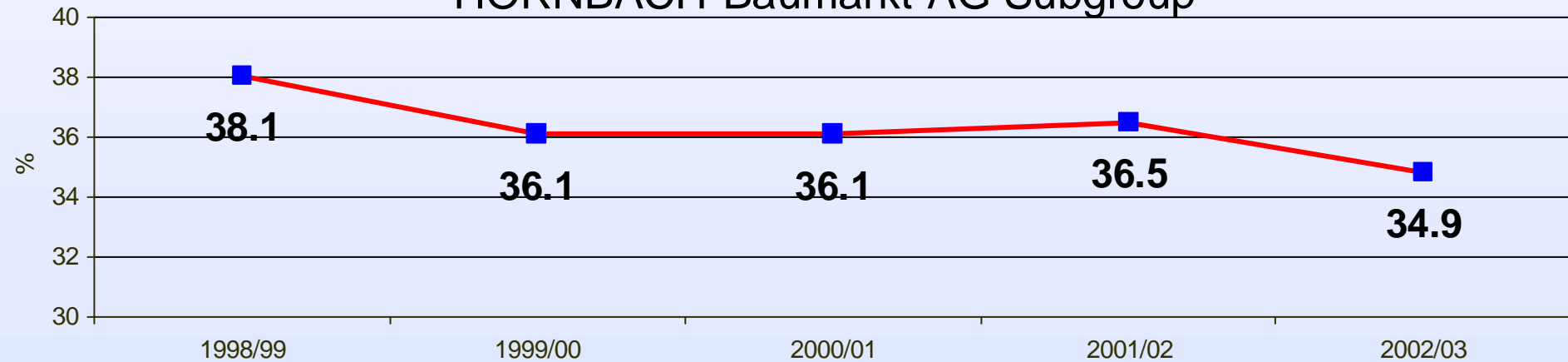


Gross Margin (1. Half)

HORNBACH-Group



HORNBACH-Baumarkt-AG Subgroup



Special charges due to flood damage (as at August 31, 2002)

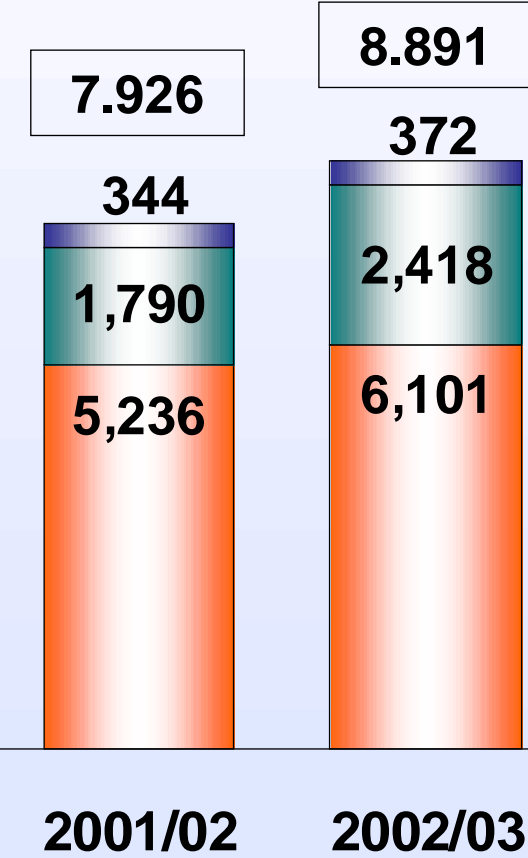
	mn Euro
Buildings	0.5
Tools and equipment	0.1
Inventory	6.8
Utilities, waste disposal, cleaning	0.9
Personnel	0.4
Rents	0.1
General operating costs	0.1
Loss from fixed asset disposal	0.3
Proceeds from sales	-0.5
Miscellaneous	0.1
Operating expense (extraordinary earnings)	8.8
15% flood discount	0.2
other donations	0.1
Voluntary/social contributions	0.3
Total HORNBAACH Group	9.1

Number of Employees HORNBAACH-Group

- Misc. HOLDING
- HBM International
- HBM Germany

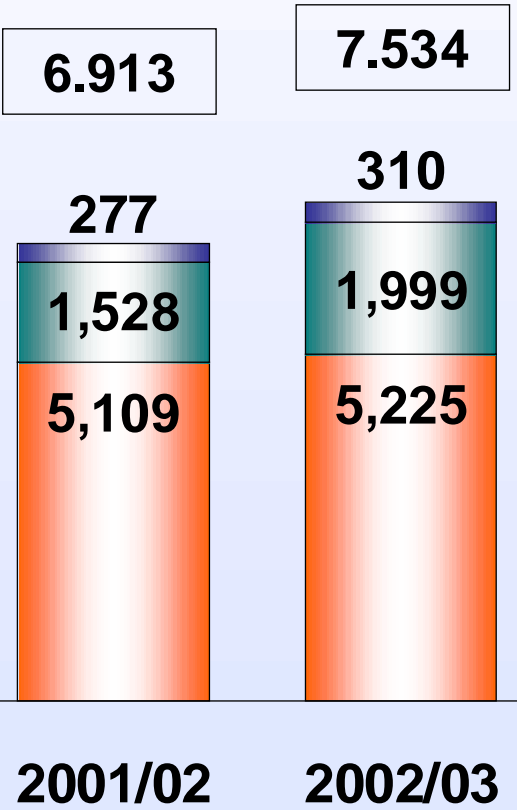
Heads

August 31, 2002



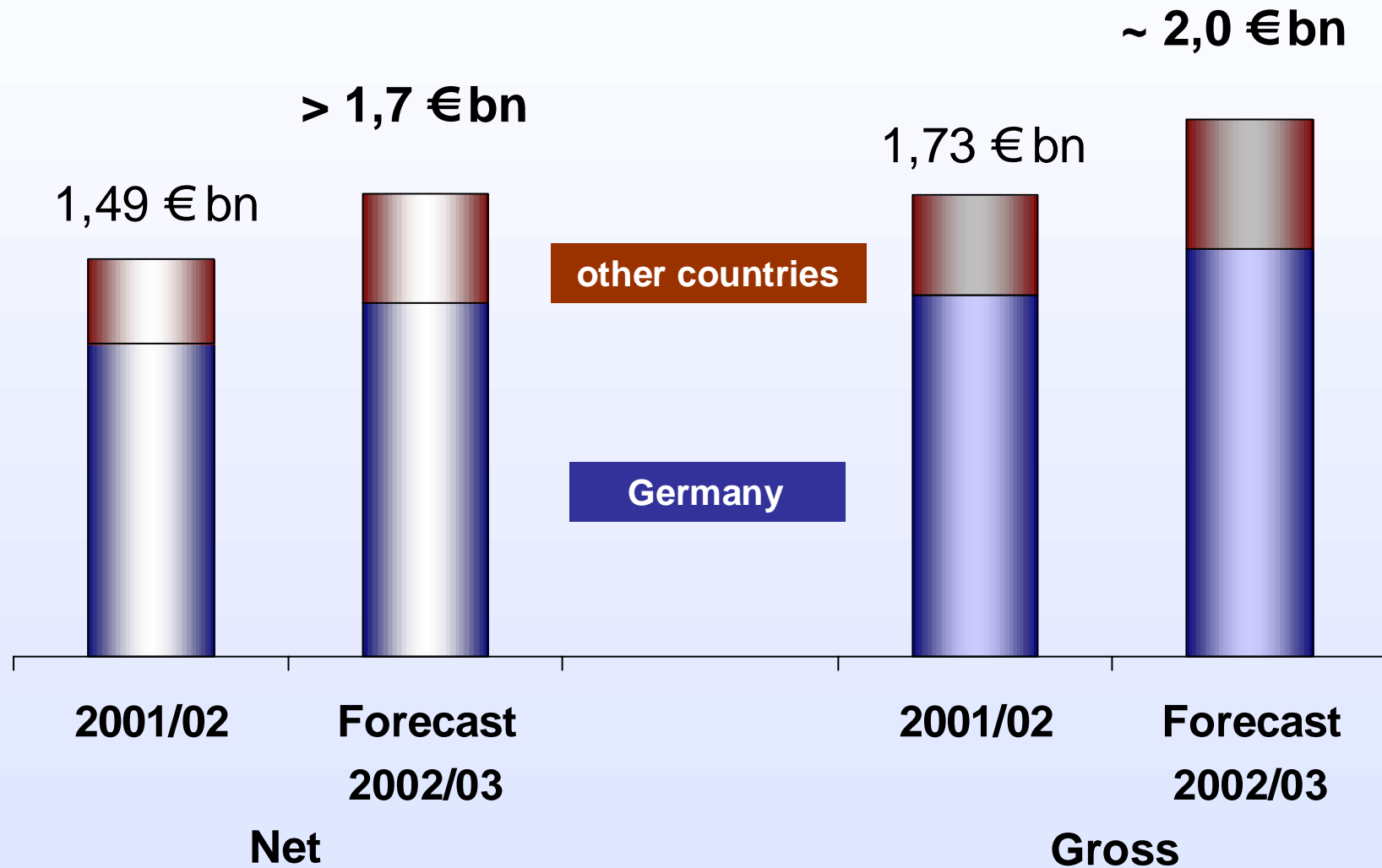
Full time equivalents

Average per year

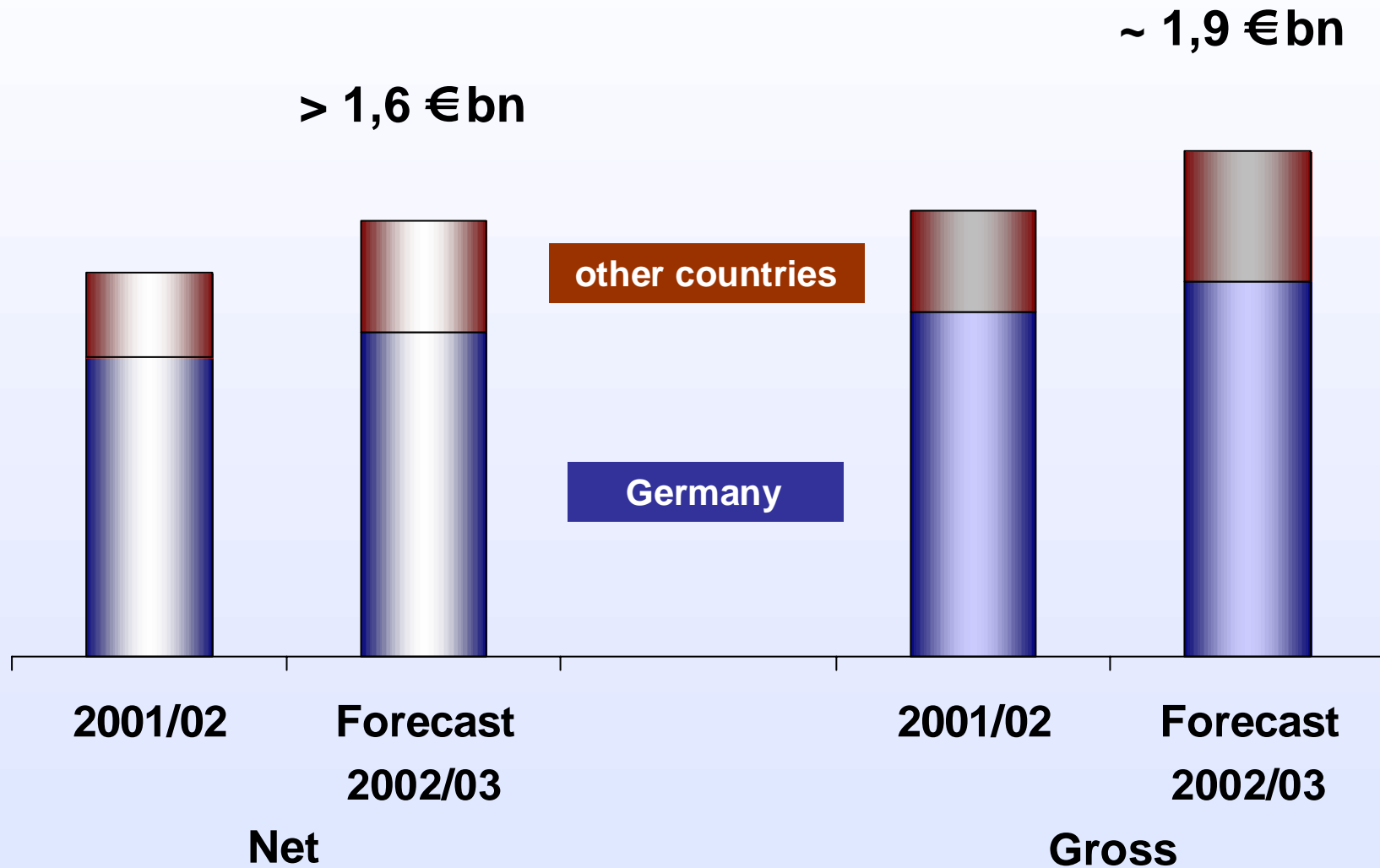


HORNBAACH-Group

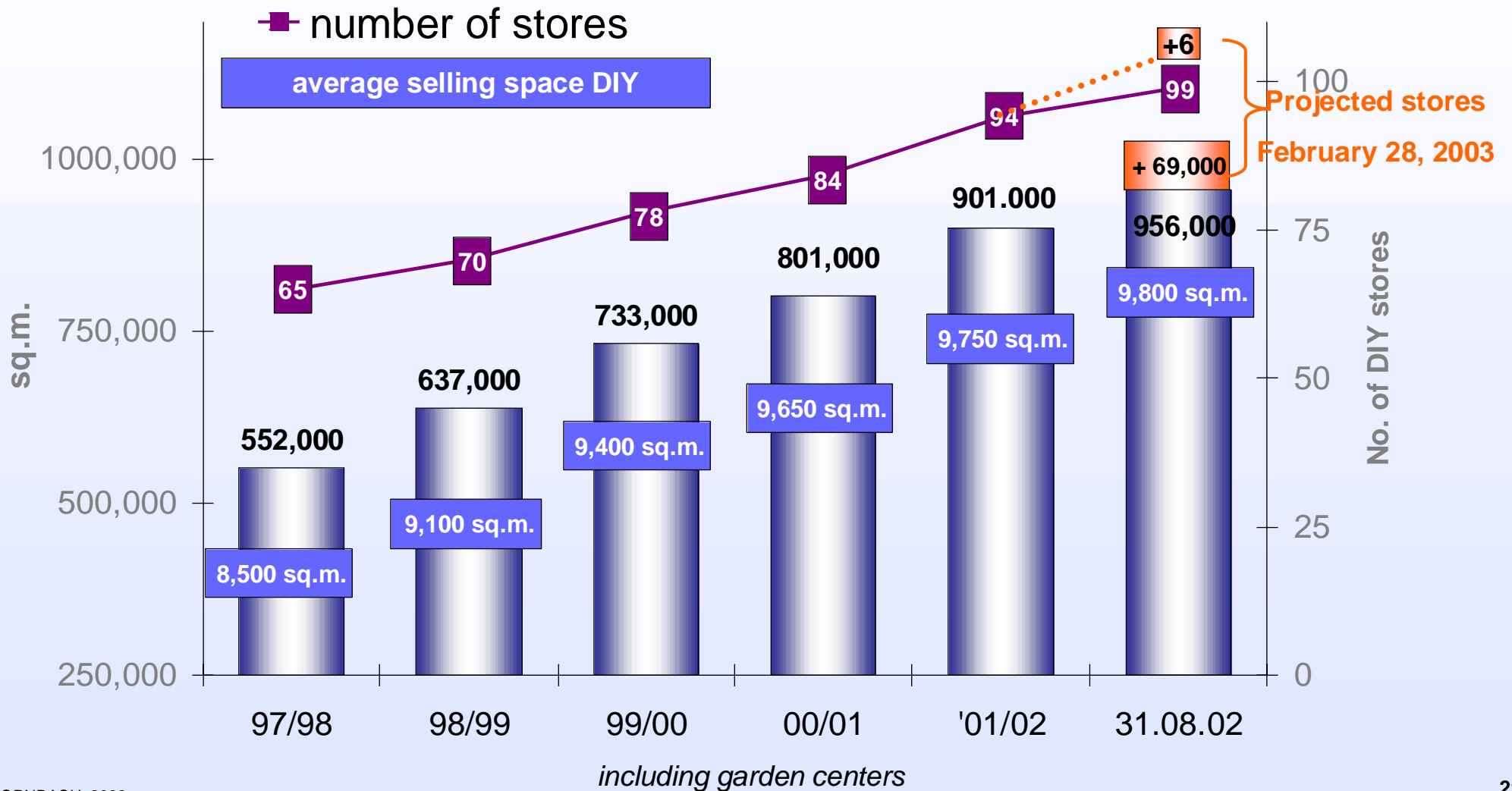
Sales Forecast 2002/2003



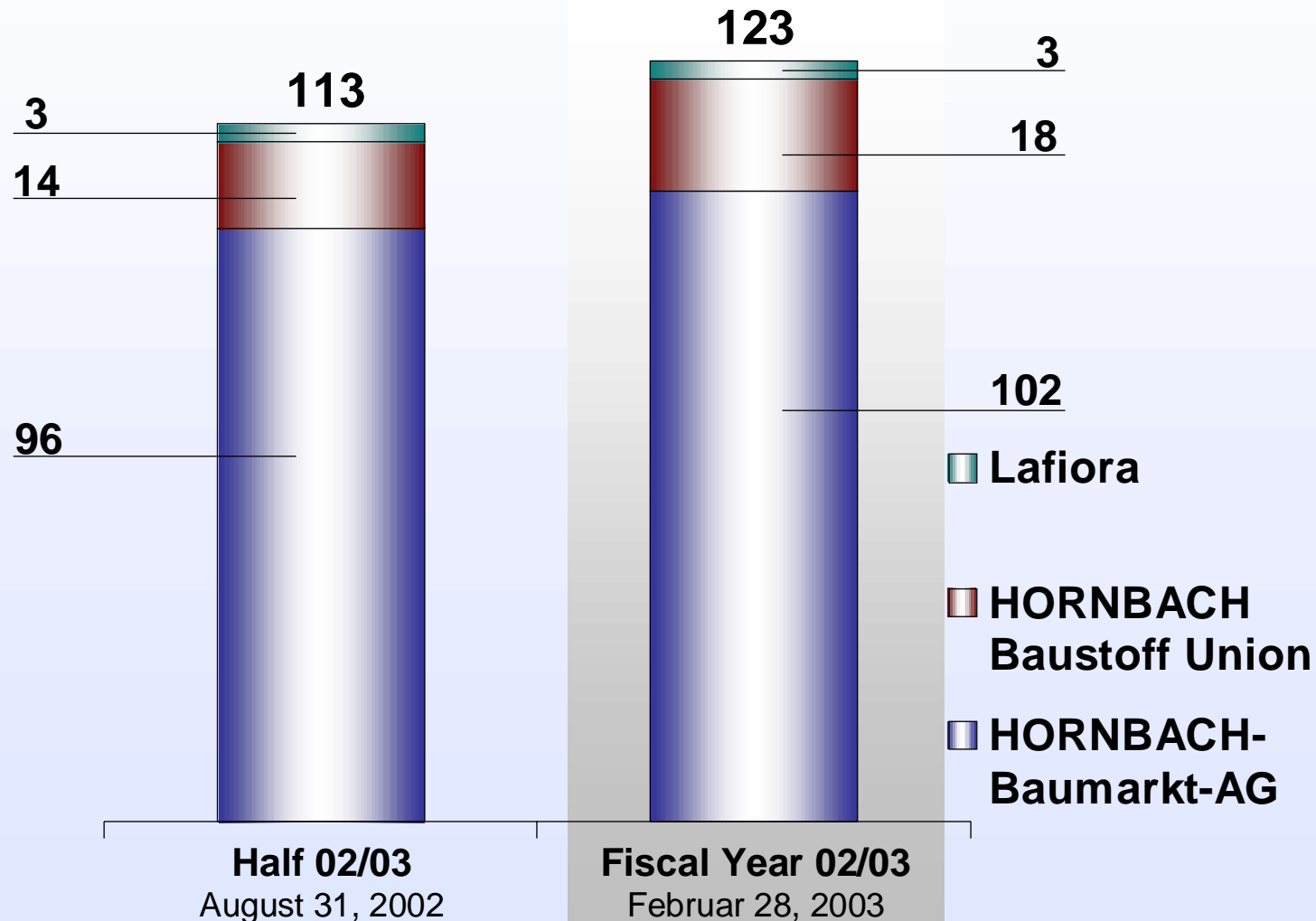
HORNBACH-Baumarkt-AG Subgroup Sales Forecast 2002/2003



Effective expansion of retail stores and selling space (end of fiscal year)



Number of outlets HORNBAACH-Group





Hohenems, store opening on September 4, 2002