



HORNBACH Baumarkt AG

Annual General Meeting

July 7, 2021

Agenda of the virtual Annual General Meeting 2021

- TOP 1 Presentation of the adopted annual financial statements for the 2020/21 financial year, the approved consolidated financial statements for the 2020/21 financial year and combined management report for HORNBACH Baumarkt AG and the Group, the report of the Supervisory Board, and the explanatory report of the Board of Management in respect of the disclosures made pursuant to § 289a and § 315a of the German Commercial Code (Handelsgesetzbuch – HGB)
- TOP 2 Resolution on the appropriation of net profit for the 2020/21 financial year
- TOP 3 Resolution on approval of Board of Management members' actions in the 2020/21 financial year
- TOP 4 Resolution on approval of Supervisory Board members' actions in the 2020/21 financial year
- TOP 5 Election of auditor and group auditor for the 2021/22 financial year and of auditor for the audit review of the half-year financial report for the 2021/22 financial year
- Top 6 Resolution on creation of new Authorized Capital 2021 and corresponding revision of company's Articles of Association
- Top 7 Election of a Supervisory Board member

- Business Report 2020/21
- 1st Quarter and Outlook 2021/22



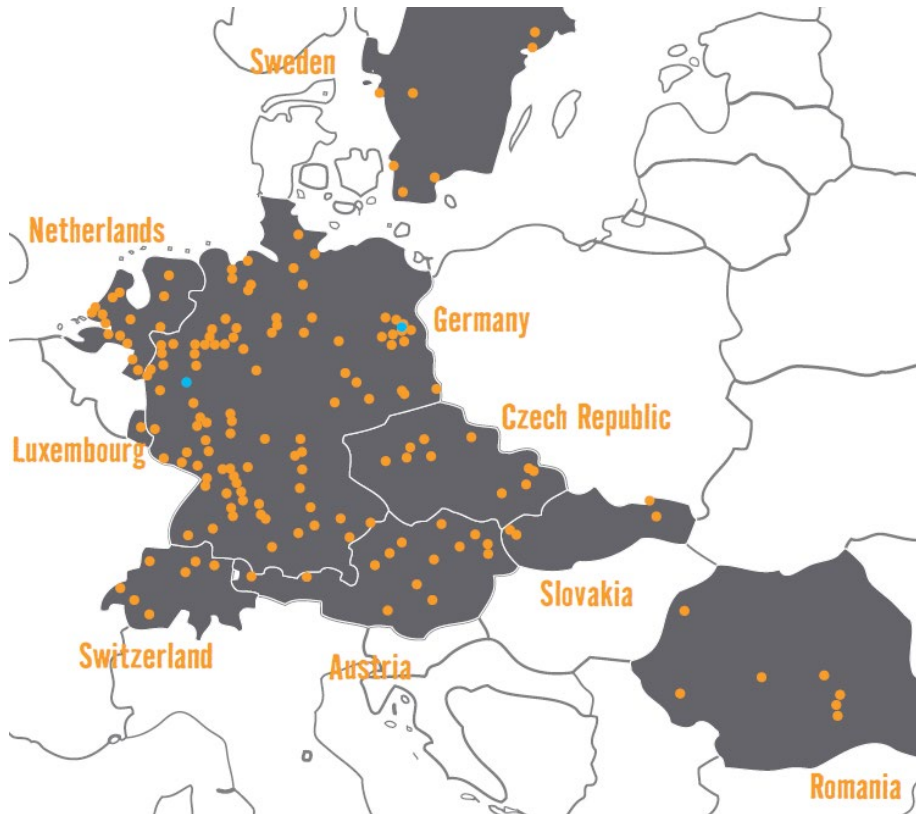
Development in HORNBACH's store network 2020/21

Number	Store	Country	Opening
161	HORNBACH Oradea	Romania	September 2020
162	BODENHAUS Berlin	Germany	January 2021
163	BODENHAUS Cologne	Germany	February 2021



Store network as of February 28, 2021

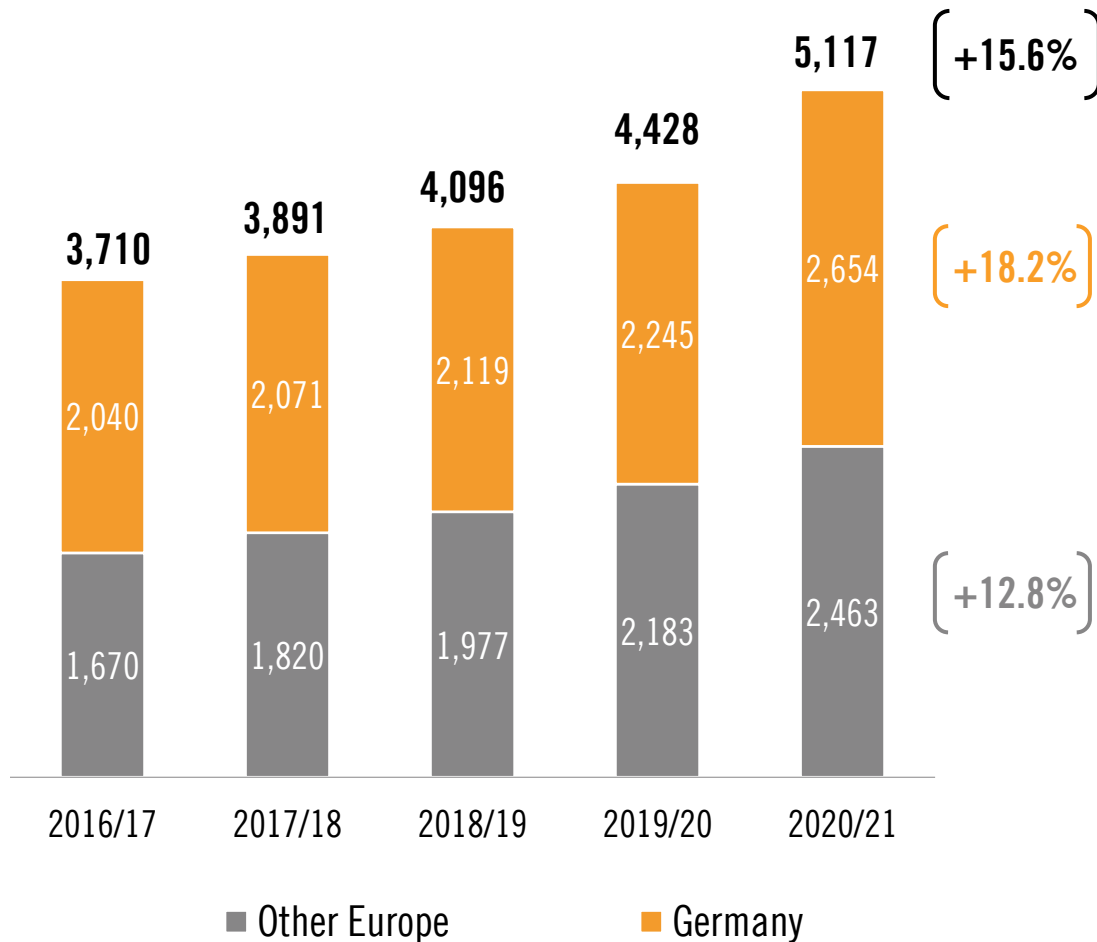
- 161 DIY megastores in 9 countries
- 2 BODENHAUS specialist retail stores



Country	Number of stores	Sales area in sqm (BHB)
Austria	14	168,867
Czech Republic	10	140,880
Germany	98	1,067,479
Luxembourg	1	12,087
Netherlands	15	193,789
Romania	7	101,872
Slovakia	4	58,248
Sweden	7	86,104
Switzerland	7	89,992
Total	163	1,918,354

Home improvement boom triggers record growth

Net sales in € million (March 1, 2020 – February 28, 2021)



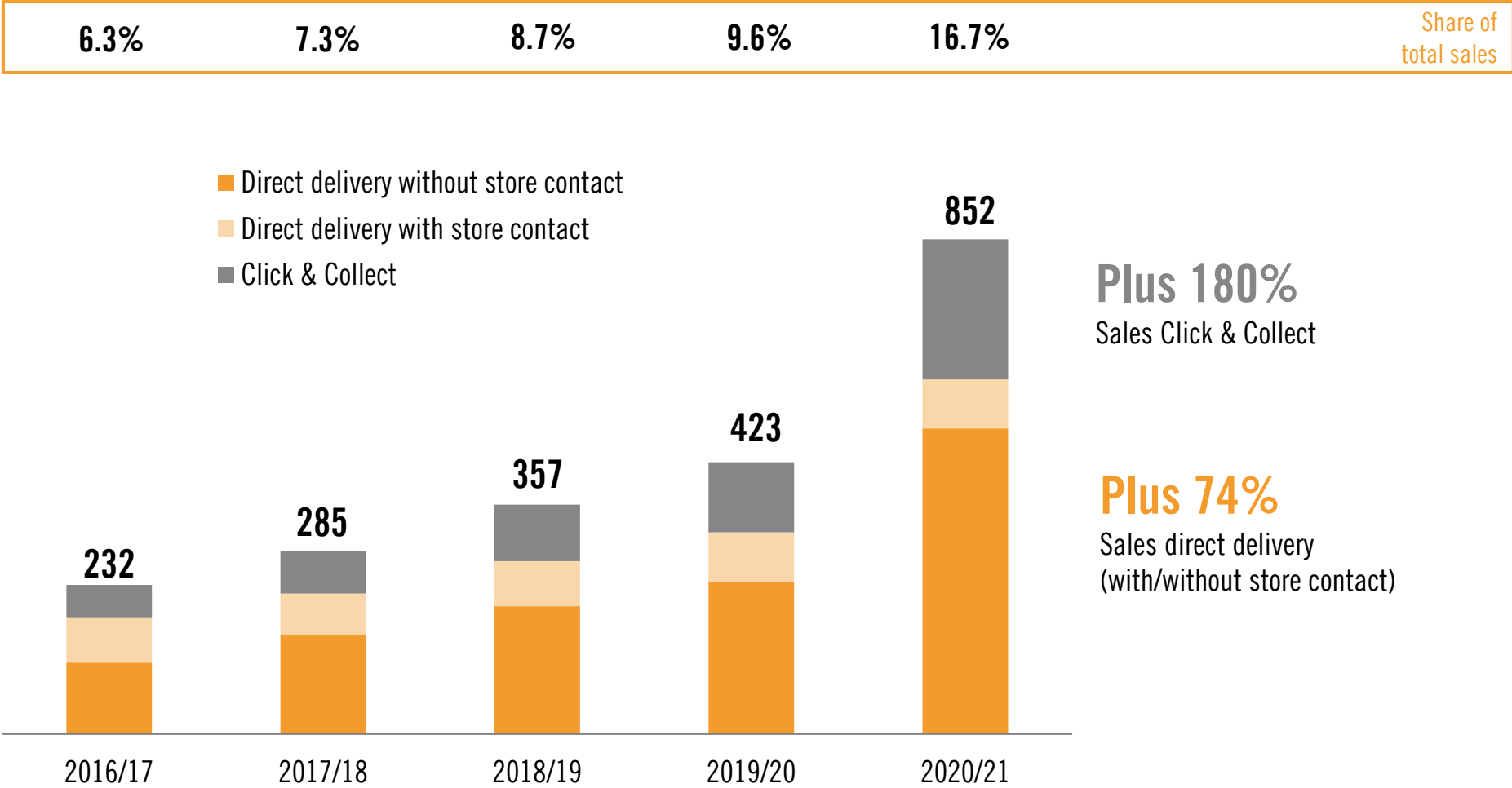
Like-for-like sales growth¹⁾

Change in %	2019/20	2020/21
Total	7.7	14.7
Germany	6.5	18.6
Other Europe	8.9	10.8

1) In constant currencies; includes sales from all stores that have been open for at least one year as well as sales from online shop

Significant growth of ICR sales

Net sales (€ million) from online channels (Direct delivery + Click & Collect)



Plus 180%
Sales Click & Collect

Plus 74%
Sales direct delivery
(with/without store contact)

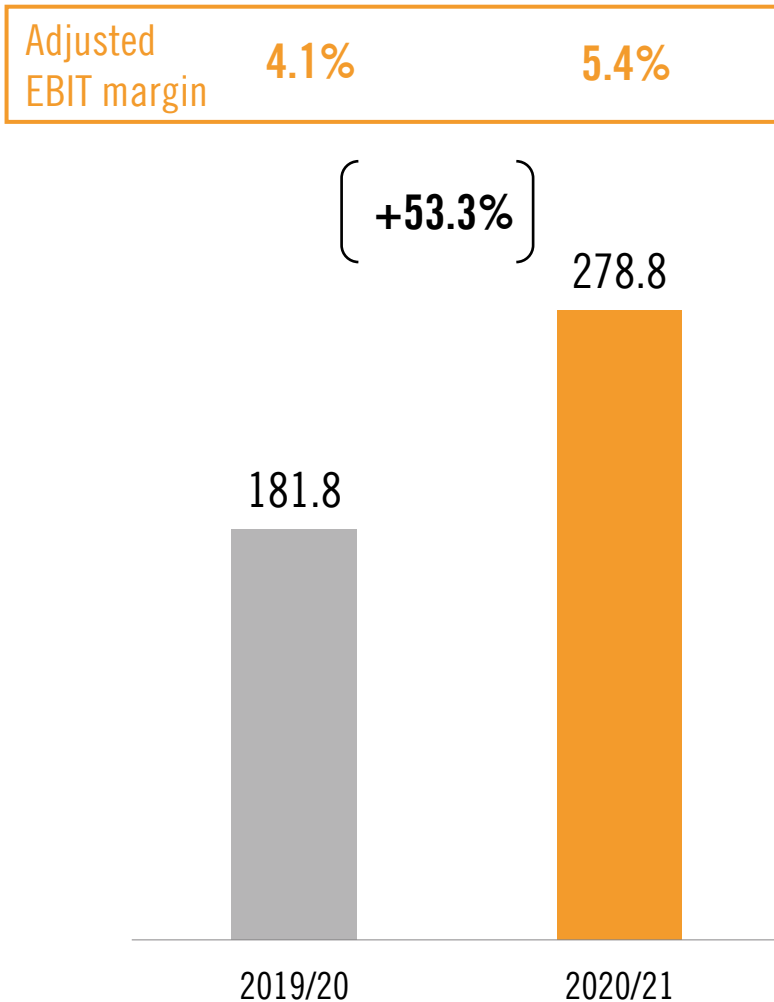
Competitive edge in Germany extended

Company	Calendar year 2020 Gross sales in € million	Calendar year 2019 Gross sales in € million	Change from 2019 in € million	Change from 2019 in %
Obi	4,600	4,100	500	12.2
Bauhaus	4,450	3,890	560	14.4
Toom/B1	3,236	2,755	481	17.5
HORNBACH	3,150	2,600	550	21.2
Hagebau	3,093	2,771	322	11.6
Total Top 20	26,024	23,236	2,789	12.0

Source: Dähne Verlag, Statistik Baumarkt + Garten 2021

Earnings performance: Significant increase in adjusted EBIT

Adjusted EBIT in € million



Reconciliation: Adj. EBIT and Segments in € million

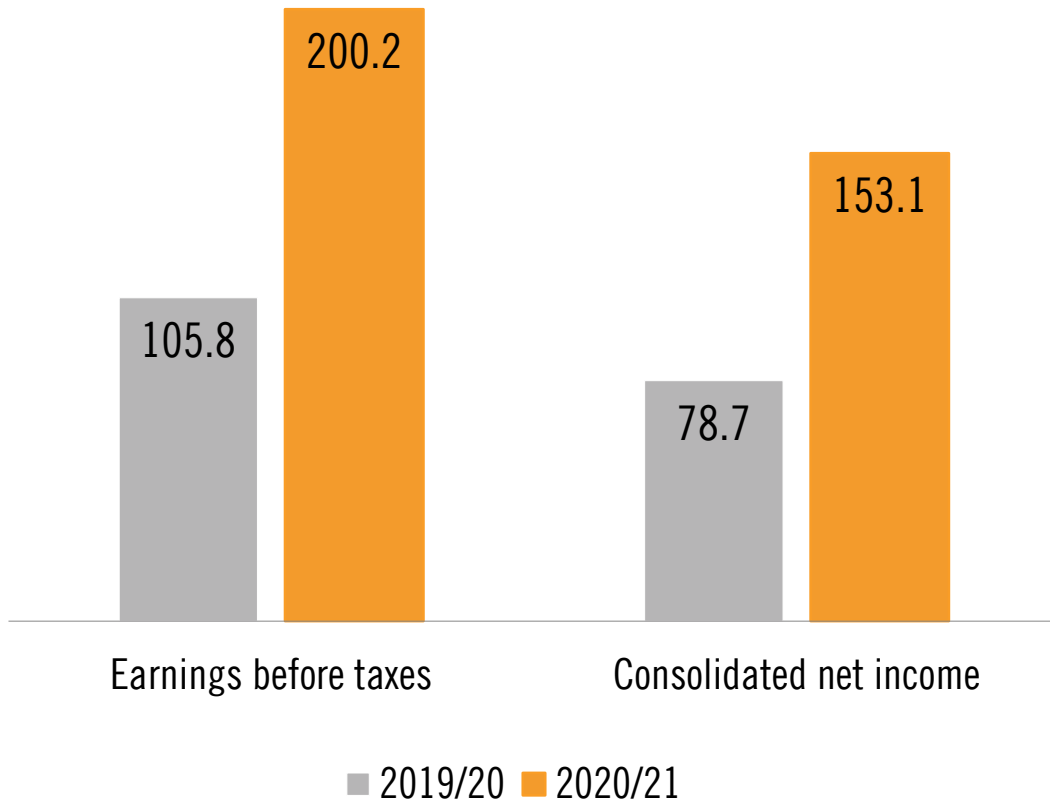
	2019/20	2020/21
EBIT	163.9	258.6
Non-operating items	+17.9	+20.2
Adjusted EBIT	181.8	278.8
<i>thereof Retail segment</i>	94.5	187.0
<i>thereof Real Estate segment</i>	104.8	113.2
<i>thereof Central Functions</i>	-17.5	-21.4

Earnings performance: pre-tax and after-tax earnings

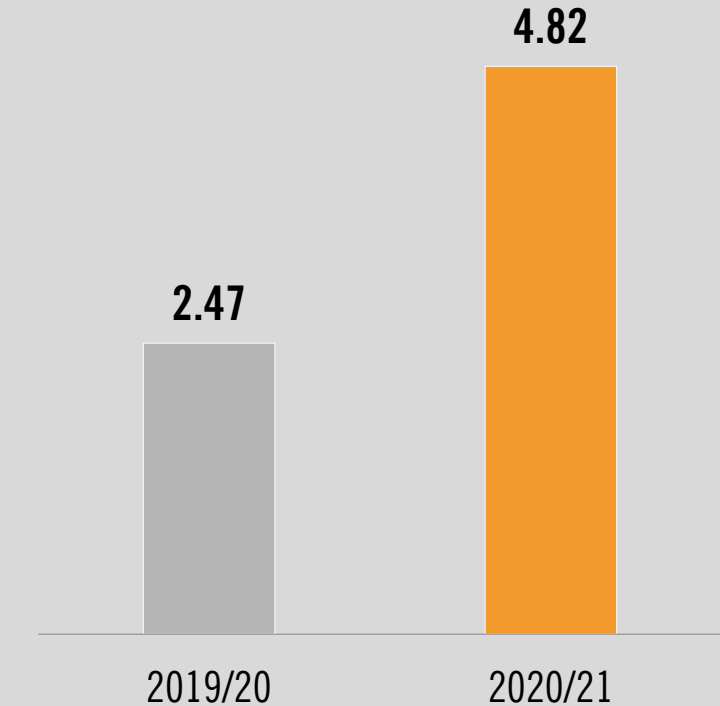
Earnings before taxes and net income (in € million)

(+89.3%)

(+94.6%)

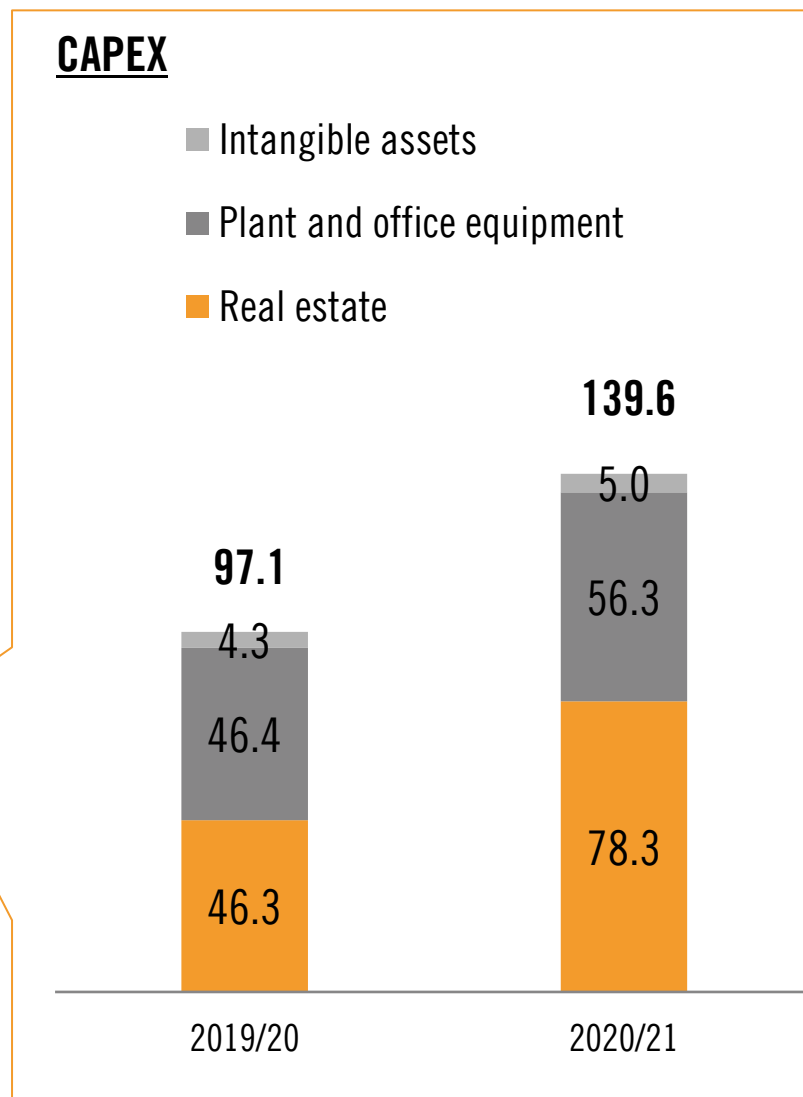


Earnings per share in €



Cashflow and CAPEX (€ million)

	2019/20	2020/21
Cash flow from operating activities	327.5	333.5
<i>of which: funds from operations</i>	<i>331.7</i>	<i>393.5</i>
<i>of which: change in working capital</i>	<i>-4.3</i>	<i>-60.0</i>
Cash flow from investing activities	-94.9	-136.9
<i>of which: CAPEX</i>	<i>-97.1</i>	<i>-139.6</i>
Cash flow from financing activities	-174.3	-162.7
Free Cashflow	232.6	196.6



Balance sheet further strengthened (€ million)

3,564

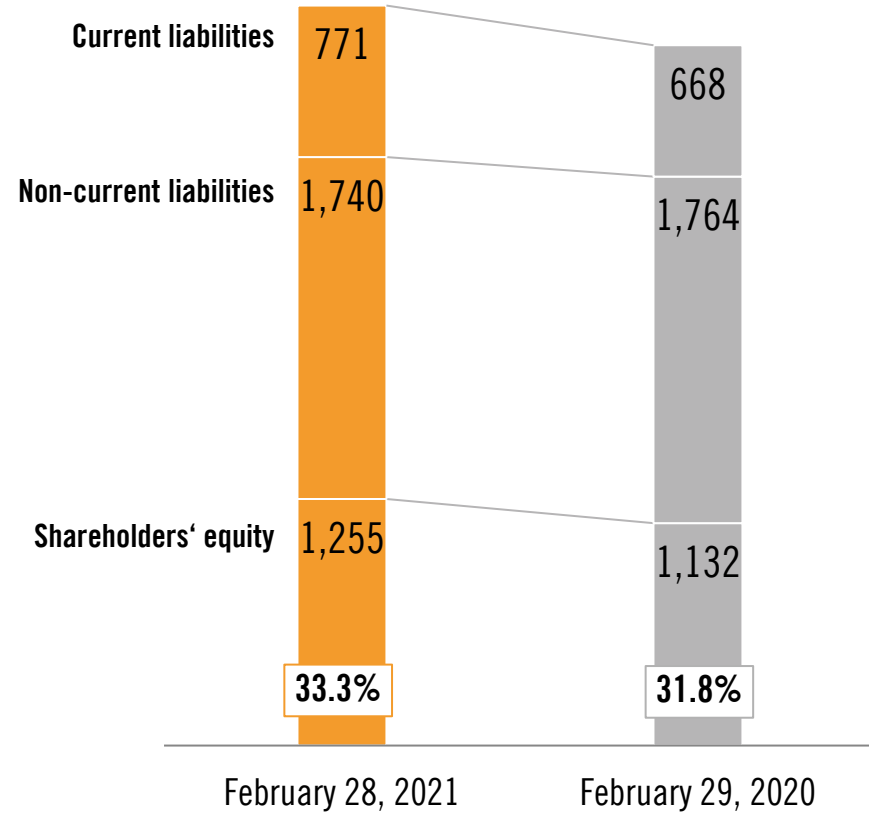
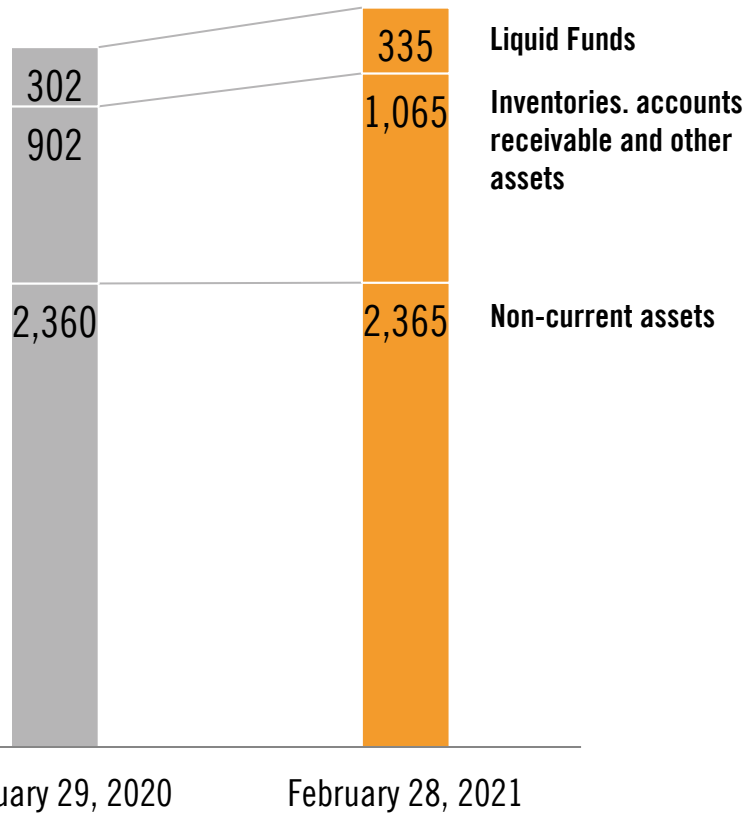
3,765

Gesamt
Aktiva

Gesamt
Passiva

3,765

3,564



Higher dividend proposed

DIVIDEND YIELD

2.3%

2.2%

3.7%

4.0%

2.7%

DIVIDEND

0.68

0.68

0.68

0.68

0.90

Proposal

2016/17

2017/18

2018/19

2019/20

2020/21

PAYOUT RATIO

41%

37%

53%

28%

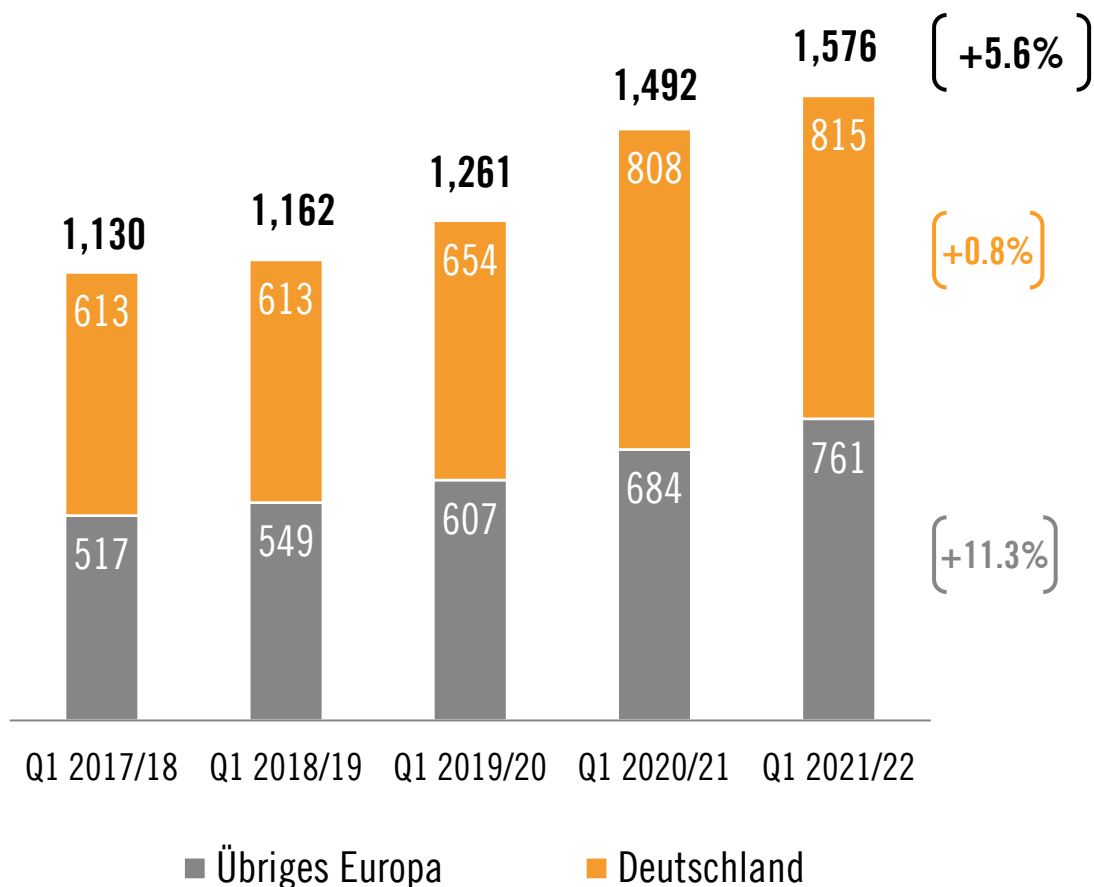
19%

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Q1: Strong sales above previous year's record

Net sales in € million (March 1 – May 31, 2021)



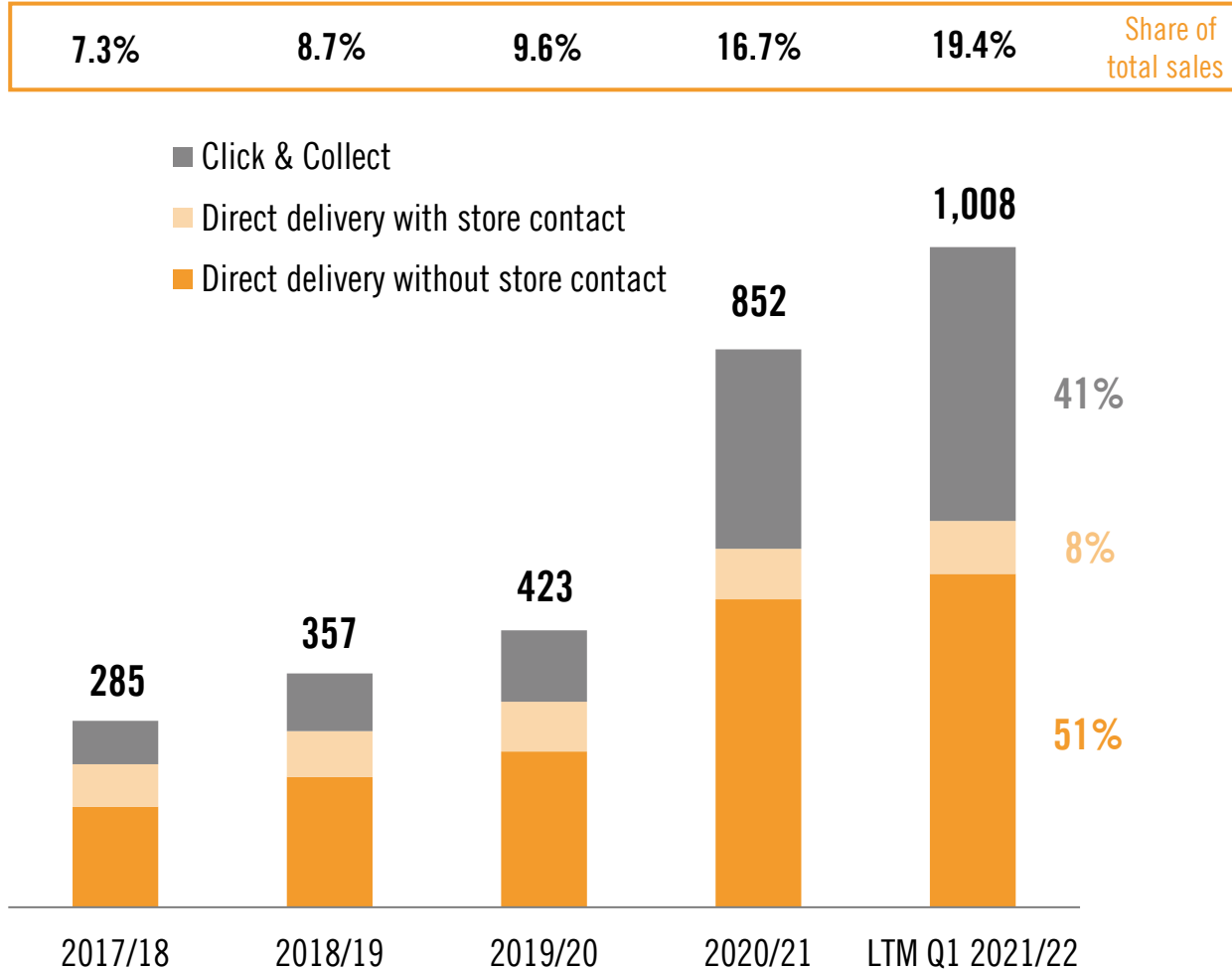
Like-for-like sales growth¹⁾

Change in %	Q1 2020/21	Q1 2021/22
Total	17.5	4.3
Germany	24.4	-0.1
Other Europe	10.3	9.5

1) In constant currencies; includes sales from all stores that have been open for at least one year as well as sales from online shop

Continue to benefit from rising e-commerce trend

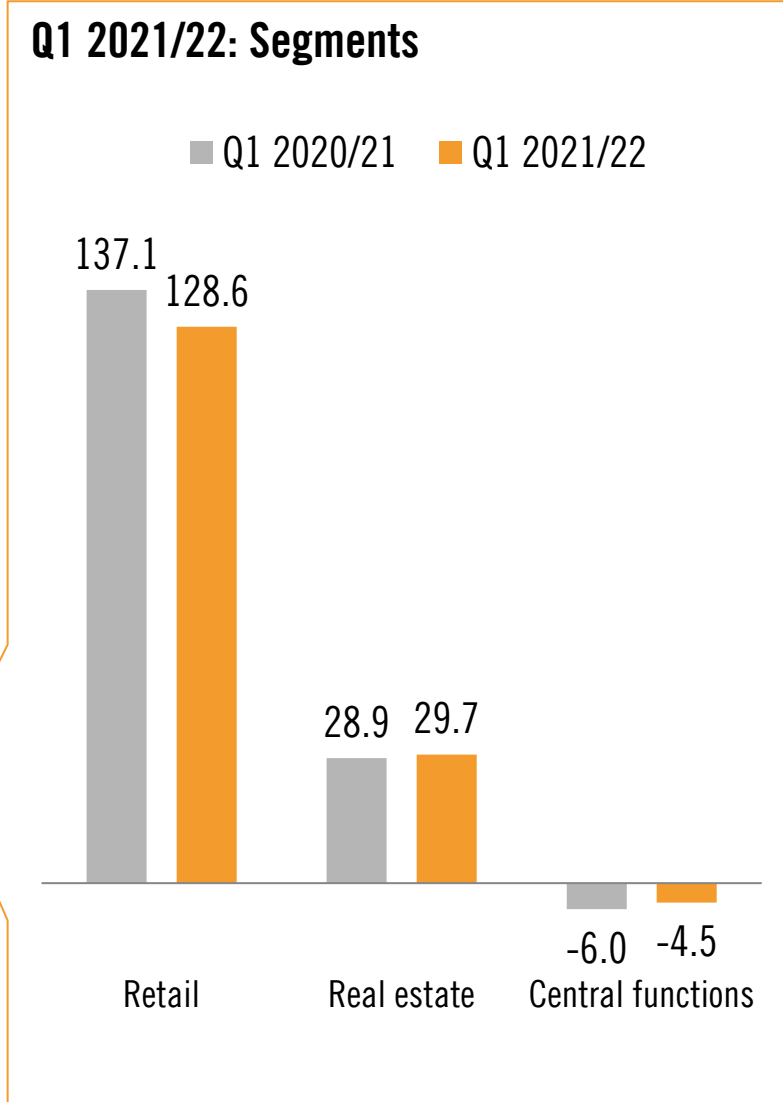
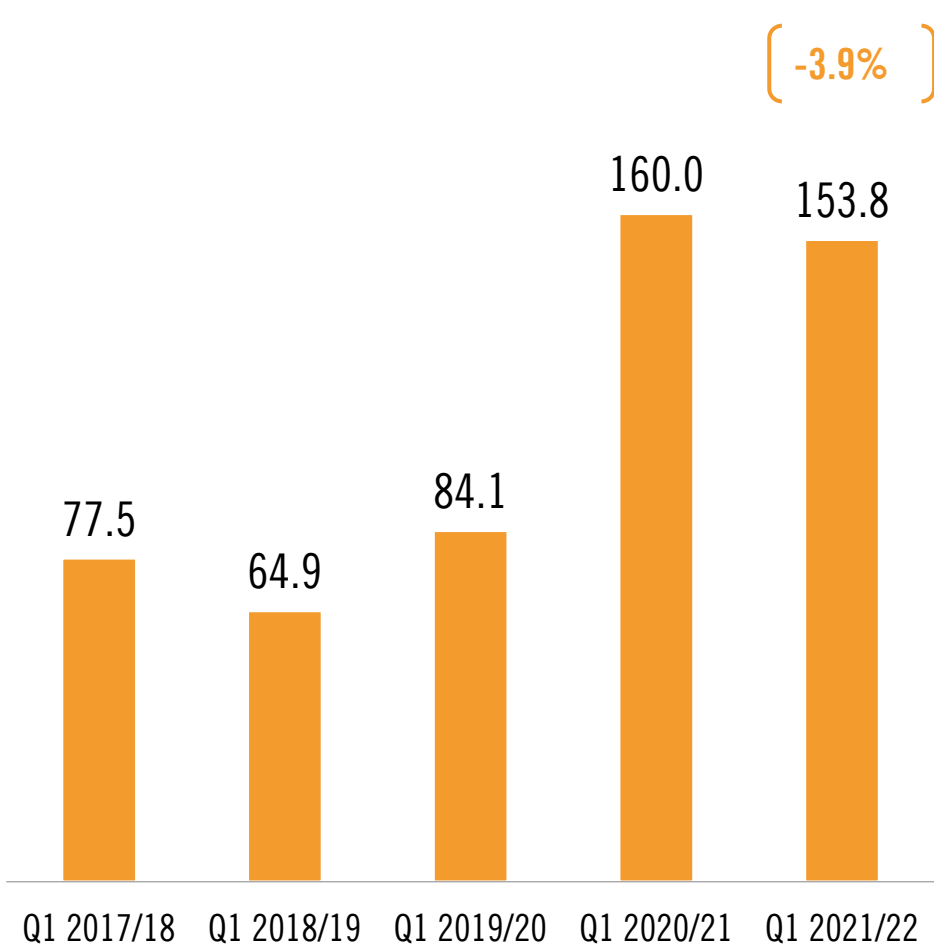
Net sales (€ million) from online channels



Q1 2021/22 (March 1 – May 31, 2021)

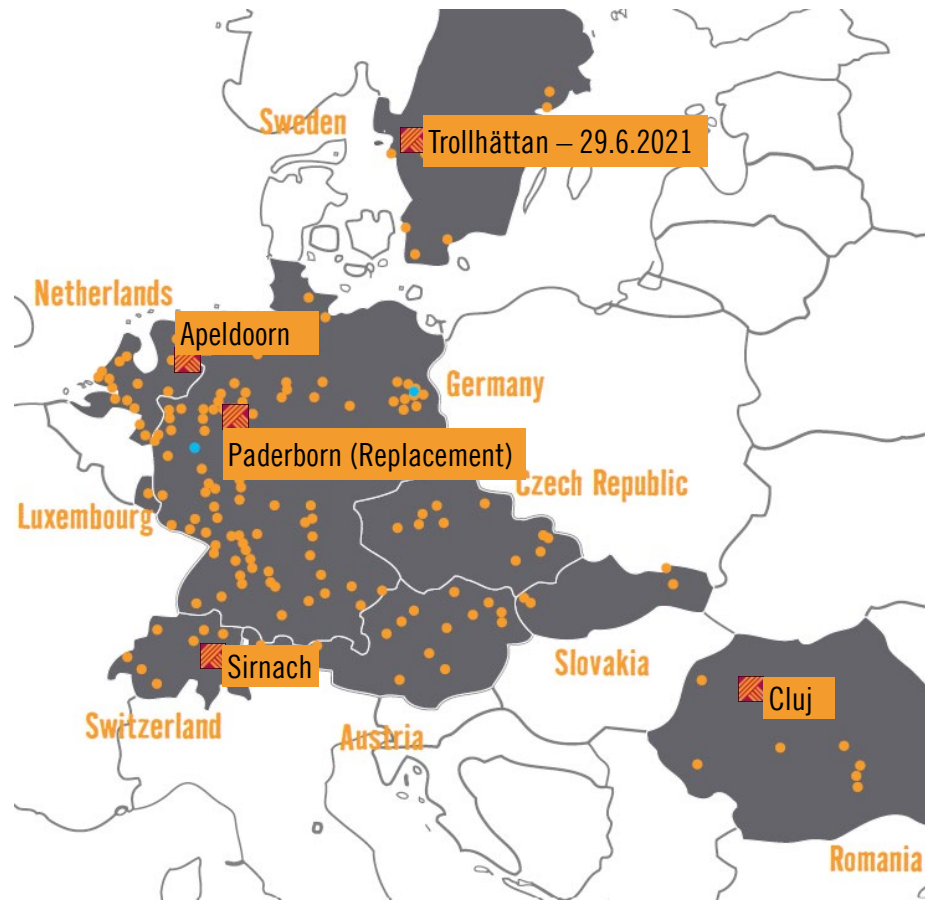
- Online sales **+71% to 375 € million**
- thereof Click & Collect **+192%**
- Online share of total sales (incl. Click & Collect): **24.0%** (Vj: 14.6%)

Q1: Adjusted EBIT significantly above pre-Covid levels



New stores and outlook 2021/22

Planned openings of DIY stores



Outlook FY 2021/22

Sales 2021/22	Plus 1% to 5% (before: ~previous year's level)
Sales 2020/21	5,117 € million
Adjusted EBIT 2021/22	240 to 278 € million (before: below previous year's level, but significantly above FY 2019/20)
Adjusted EBIT 2020/21	279 € million
CAPEX 2021/22	Above previous year's level
CAPEX 2020/21	140 € million



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