



HORNBACH Holding AG & Co. KGaA

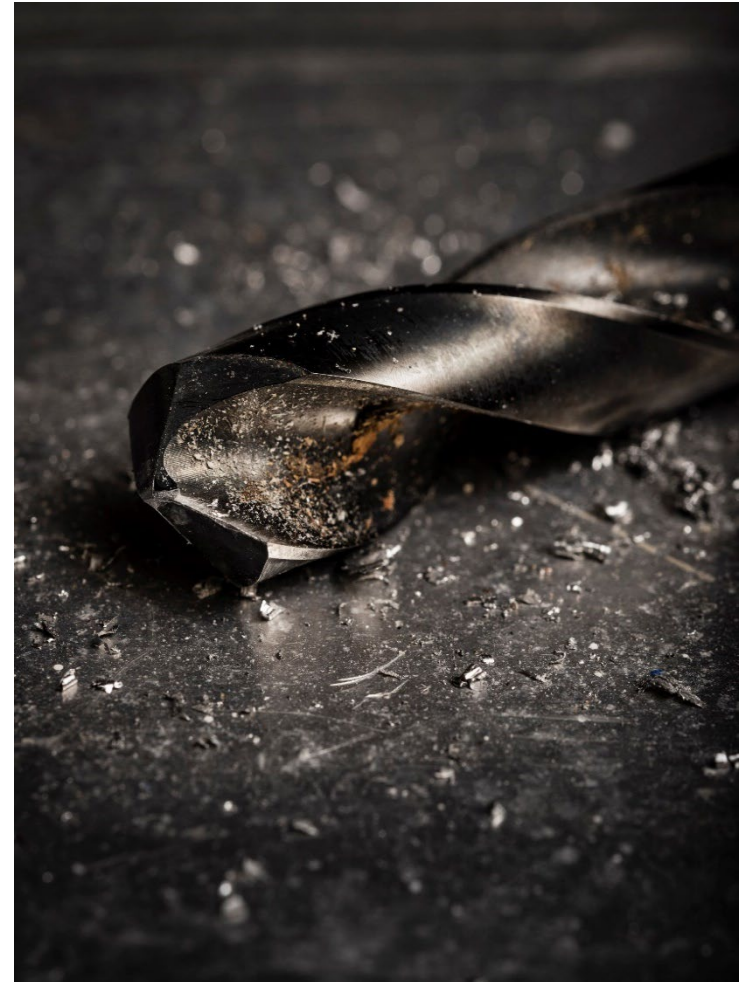
Annual General Meeting

July 8, 2021

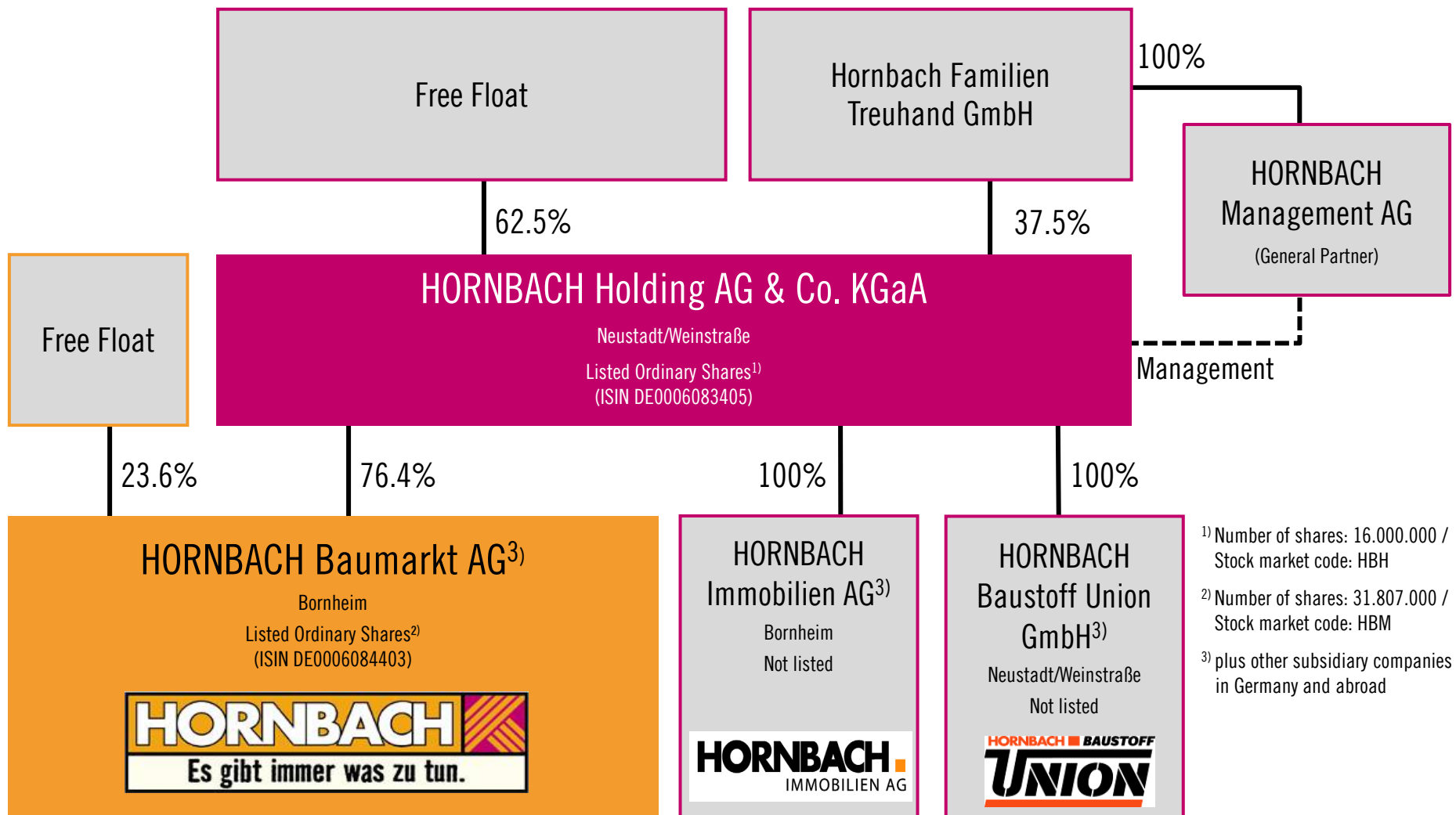
Agenda of the virtual Annual General Meeting 2021

- TOP 1 Presentation of the annual financial statements and the consolidated financial statements approved by the Supervisory Board for the 2020/21 financial year, the combined management report for HORNBAACH Holding AG & Co. KGaA and the Group, the report of the Supervisory Board, and the explanatory report of the General Partner in respect of the disclosures made pursuant to § 289a and § 315a of the German Commercial Code (Handelsgesetzbuch – HGB); resolution on the adoption of the annual financial statements of HORNBAACH Holding AG & Co. KGaA for the 2020/21 financial year
- TOP 2 Resolution on the appropriation of net profit for the 2020/21 financial year
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- Top 7 Election of a Supervisory Board member

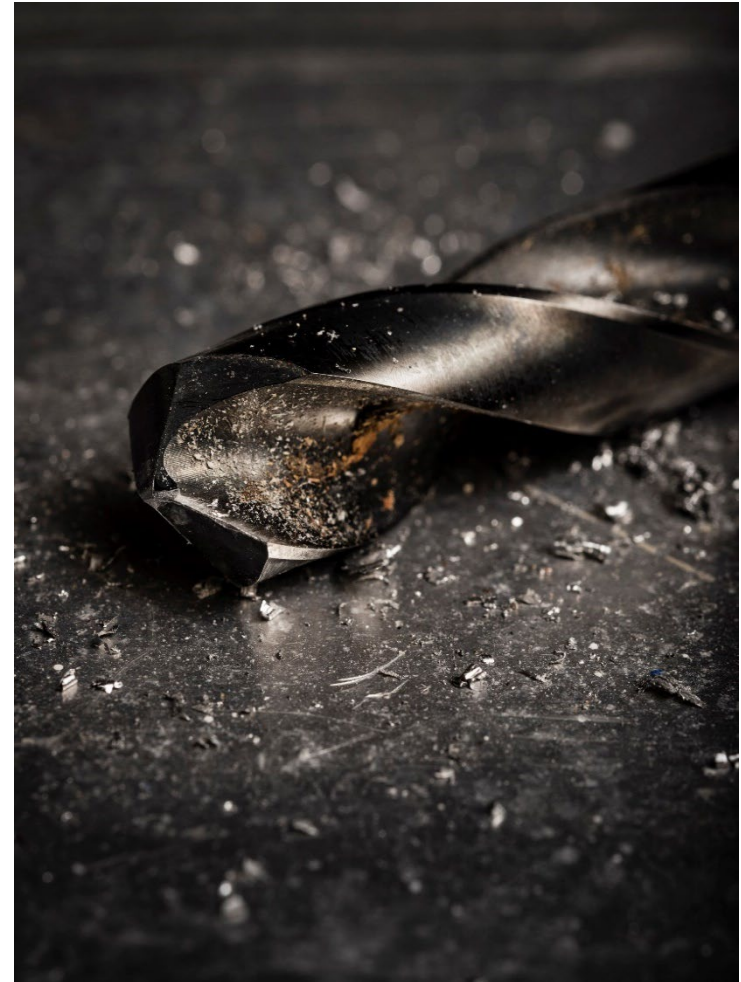
- Business Report 2020/21
- 1st Quarter and Outlook 2021/22



Company structure



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



Development in HORNBACH's store network 2020/21

HORNBACH Baumarkt AG Subgroup

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

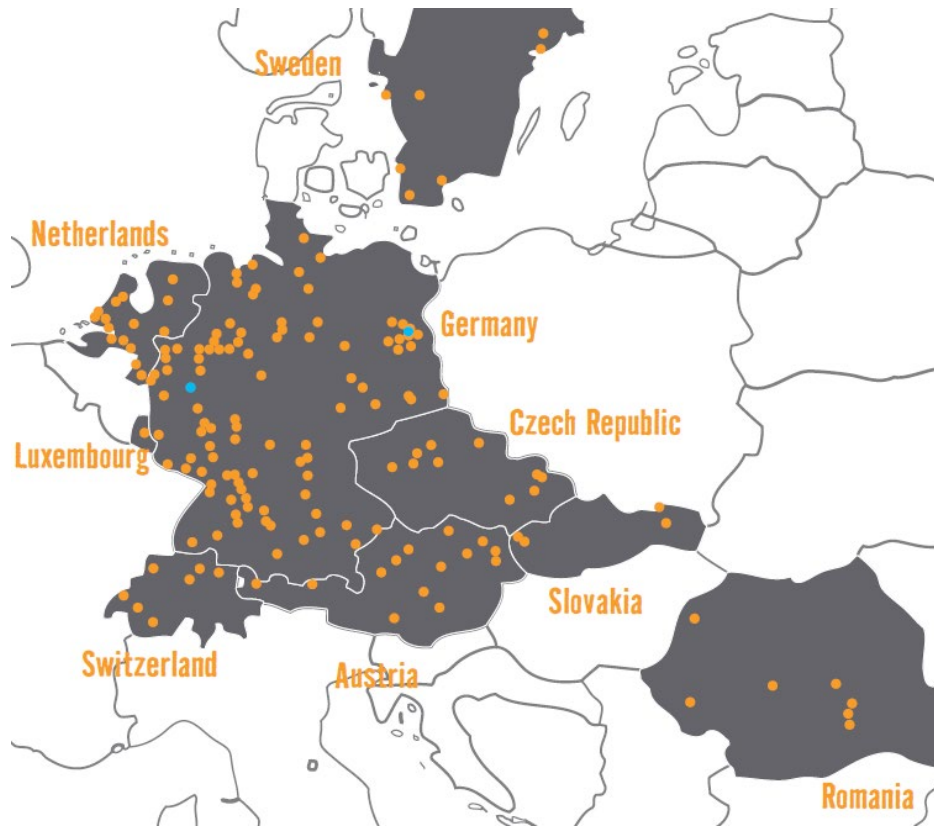
HORNBACH Baustoff Union

Store	Type	Opening
Gersheim (Saarland)	Takeover	March 2020
Sinsheim (Baden-Wuerttemberg)	Takeover	October 2020



Store network as of February 28, 2021

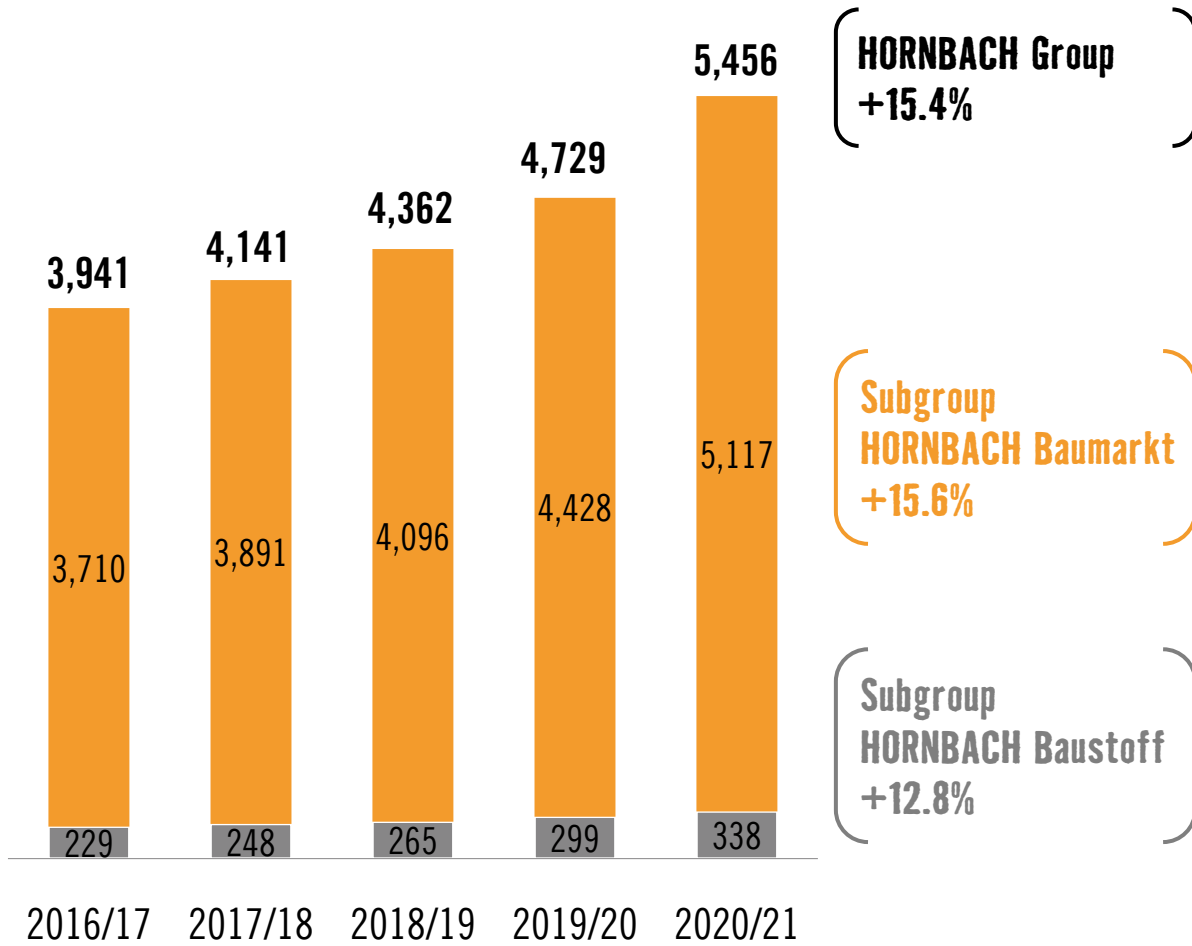
- 161 DIY megastores in 9 countries
- 2 BODENHAUS specialist retail stores
- 36 Builders' merchant outlets



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⁾

HORNBAACH Baumarkt Subgroup

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

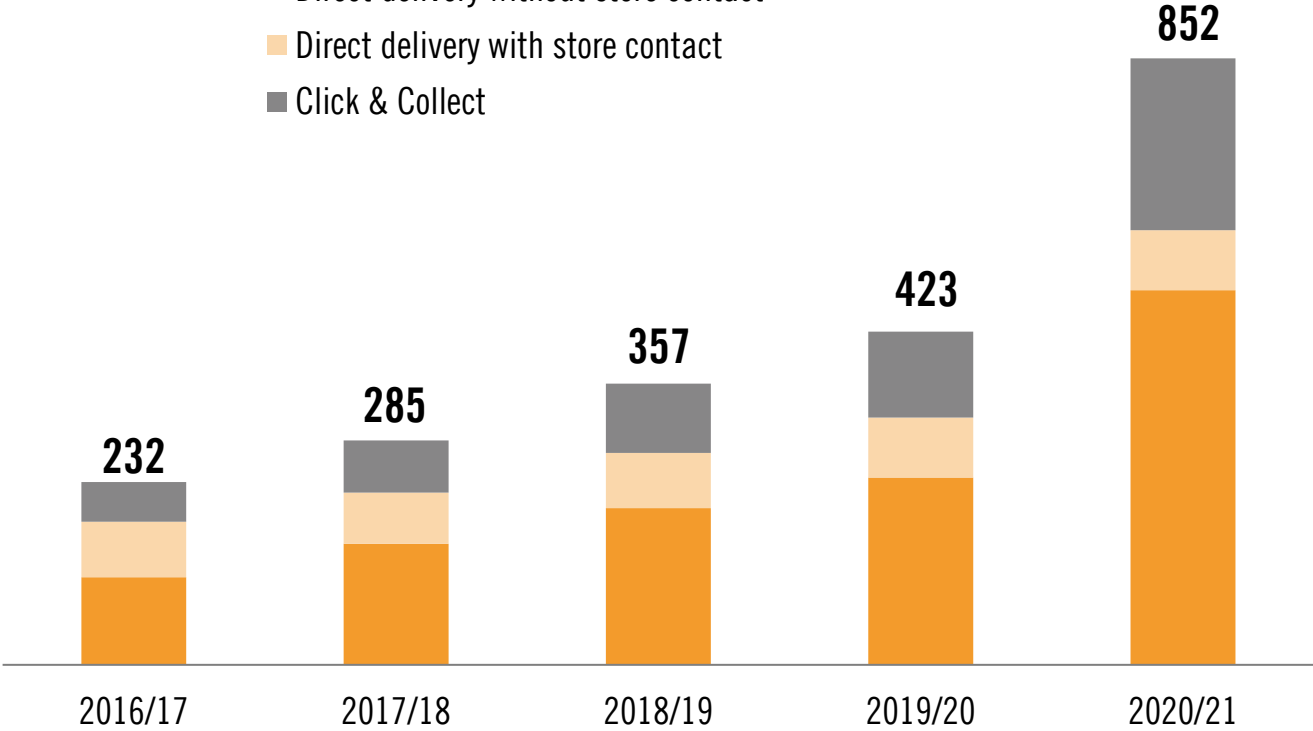
1) In constant currencies; includes sales from all stores that have been open for at least one year as well as sales from online shop

Significant growth of ICR sales

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

6.3%	7.3%	8.7%	9.6%	16.7%	Share of total sales
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- Direct delivery without store contact
- Direct delivery with store contact
- Click & Collect



Plus 180%
Sales Click & Collect

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

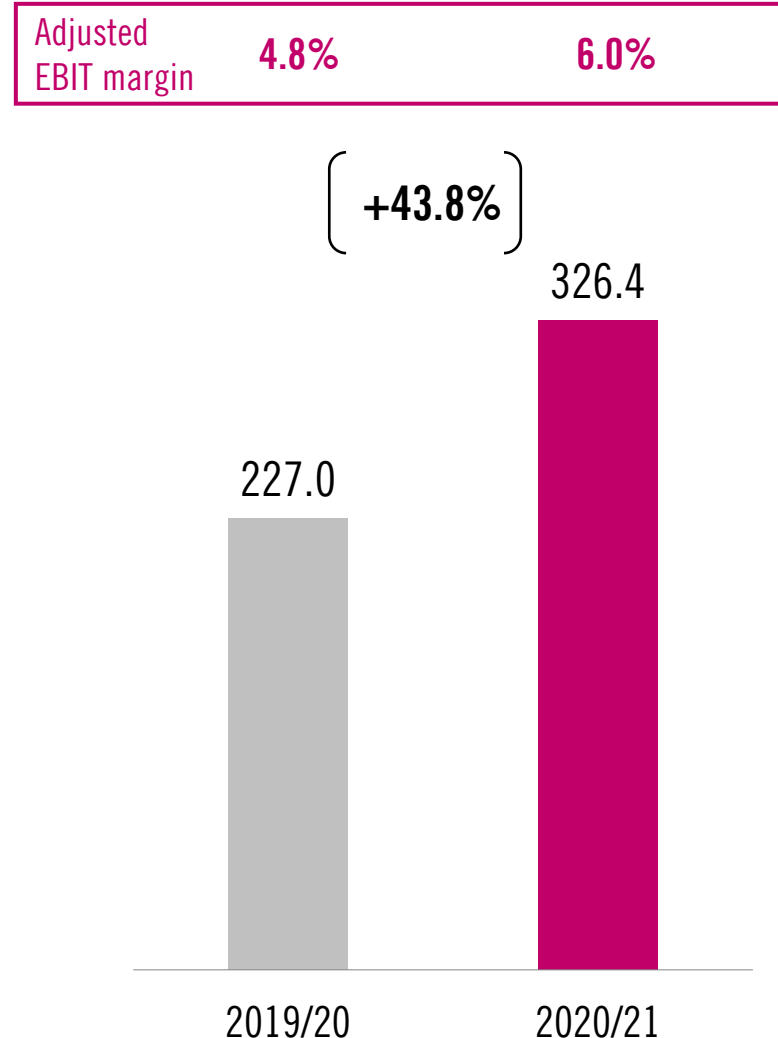
Competitive edge in Germany extended

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

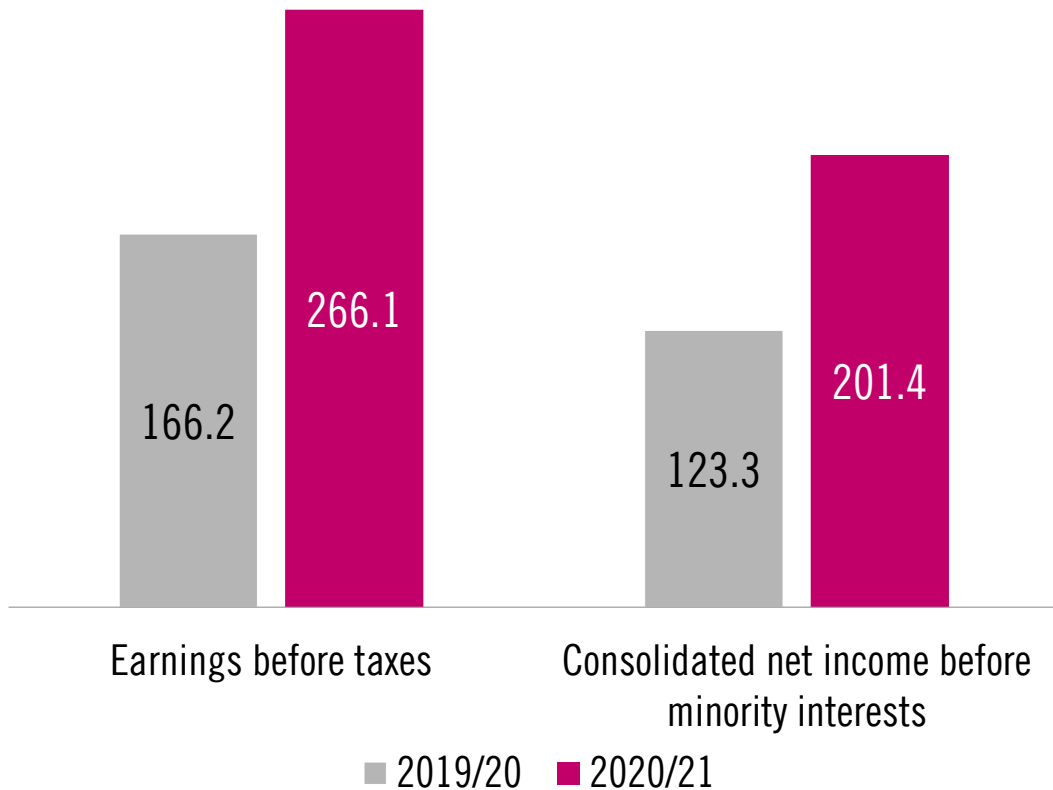
	2019/20	2020/21
EBIT	213.8	311.9
Non-operating items	+13.2	+14.5
Adjusted EBIT	227.0	326.4
<i>thereof subgroup HORNBACH Baumarkt AG</i>	181.8	278.8
<i>thereof subgroup HORNBACH Baustoff Union</i>	2.6	9.0
<i>thereof subgroup HORNBACH Immobilien AG</i>	56.2	55.8
<i>thereof Central Functions and Consolidation</i>	-13.6	-17.2

Earnings performance: pre-tax and after-tax earnings

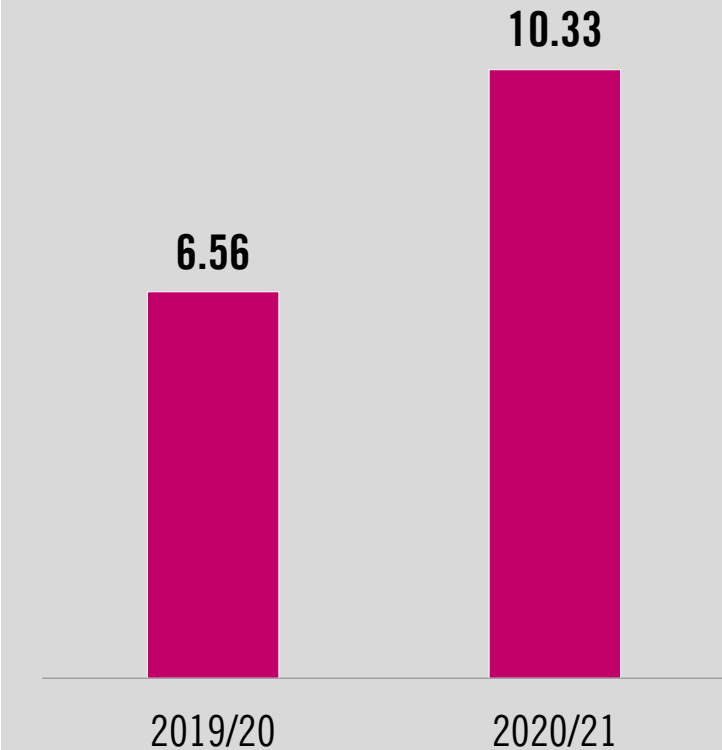
Earnings before taxes and net income (in € million)

(+60.1%)

(+63.3%)



Earnings per share in €



Cashflow and CAPEX (€ million)

Cash flow from operating activities

of which: funds from operations

of which: change in working capital

Cash flow from investing activities

of which: CAPEX

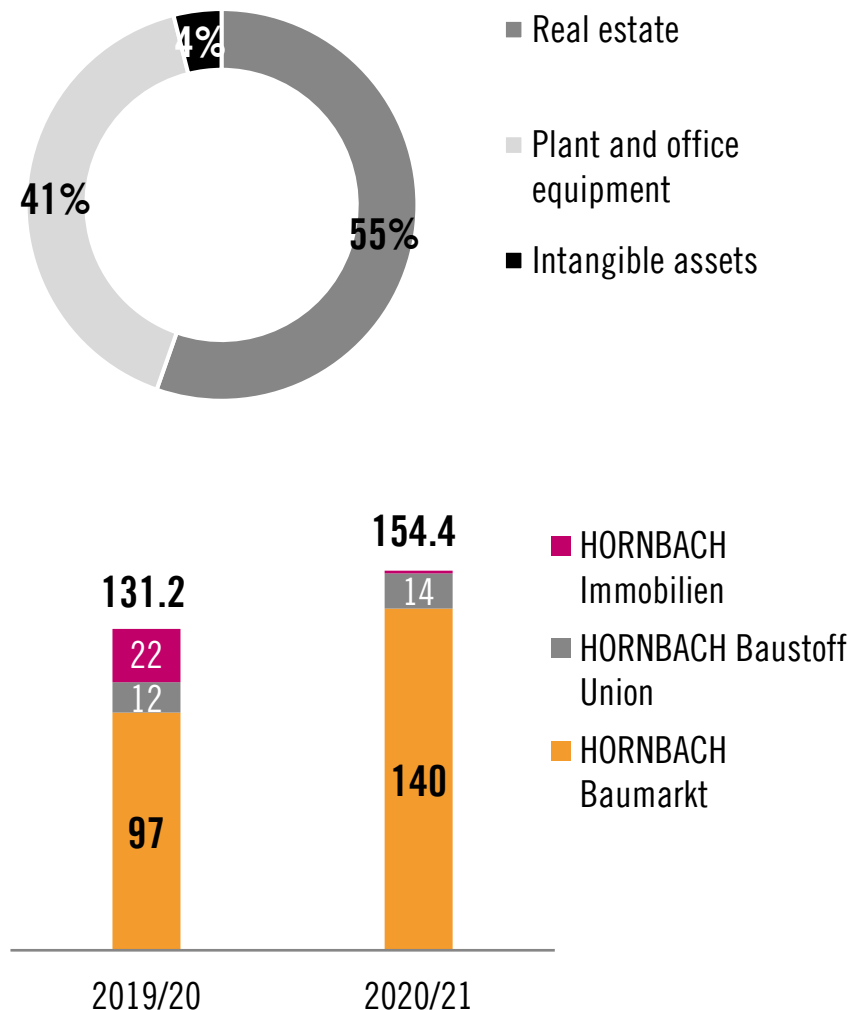
Cash flow from financing activities

Free Cashflow

	2019/20	2020/21
Cash flow from operating activities	324.5	346.5
<i>of which: funds from operations</i>	333.5	400.2
<i>of which: change in working capital</i>	-9.0	-53.7
Cash flow from investing activities	-121.6	-149.2
<i>of which: CAPEX</i>	-131.2	-154.4
Cash flow from financing activities	-152.1	-129.0
Free Cashflow	202.8	197.3

Rounding differences

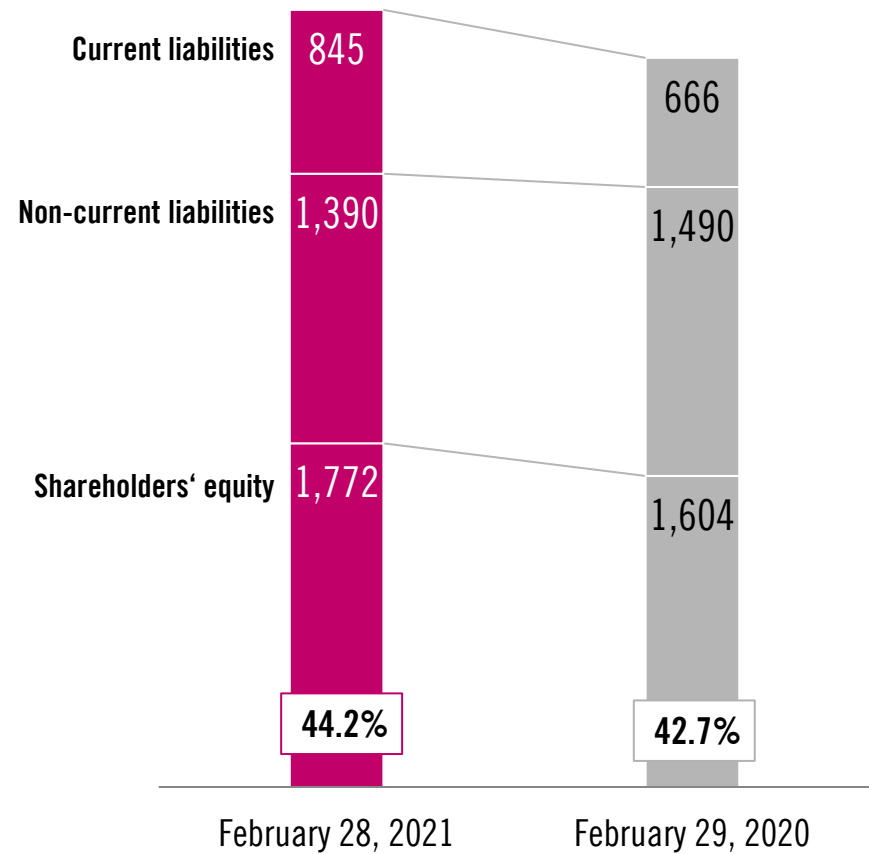
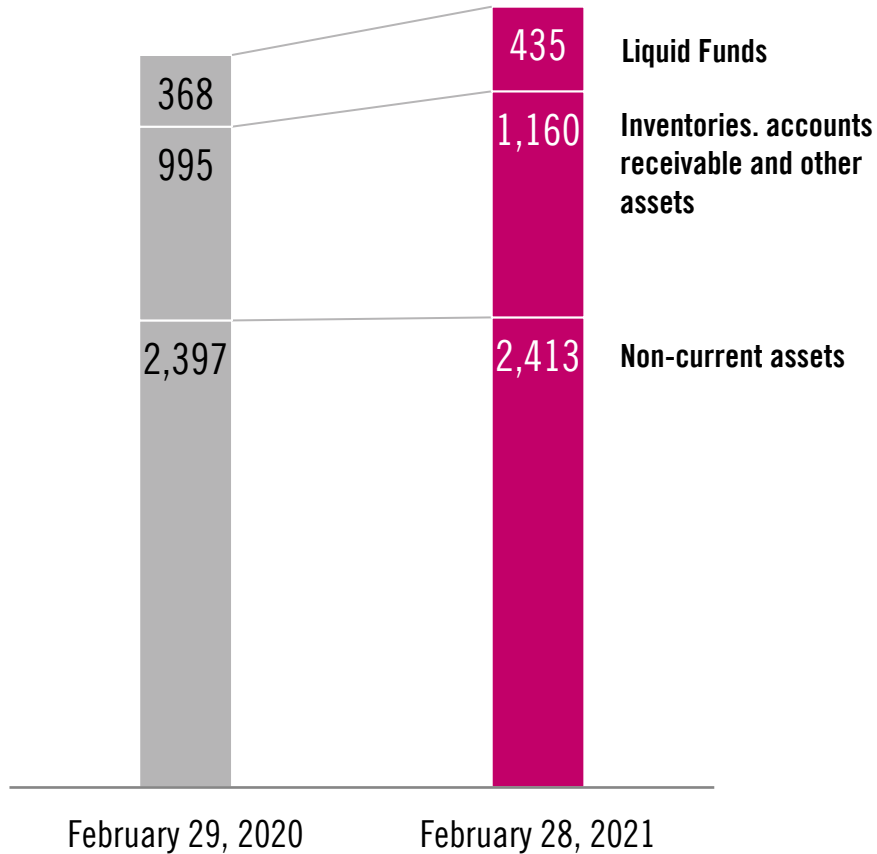
CAPEX split in 2020/21



Balance sheet further strengthened (€ million)

3,760	4,008	Gesamt Aktiva
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Gesamt Passiva	4,008	3,760
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Higher dividend proposed

DIVIDEND YIELD

2.3%

2.1%

3.3%

2.9%

2.6%

DIVIDEND

1.50

1.50

1.50

1.50

2.00

Proposal

2016/17

2017/18

2018/19

2019/20

2020/21

PAYOUT RATIO

31%

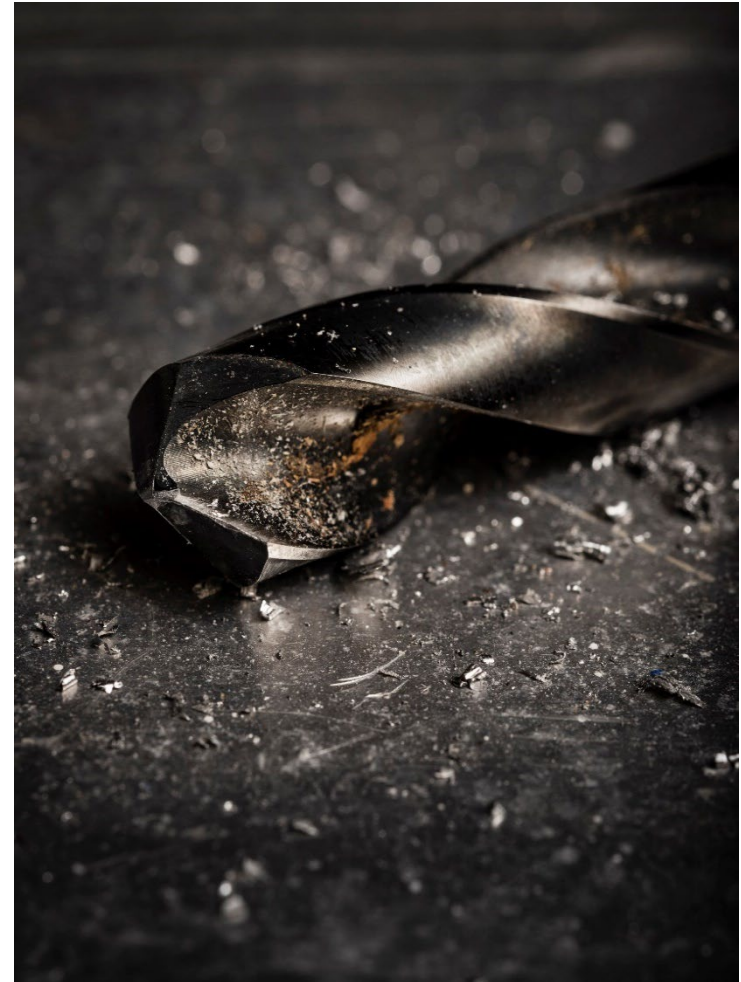
29%

37%

23%

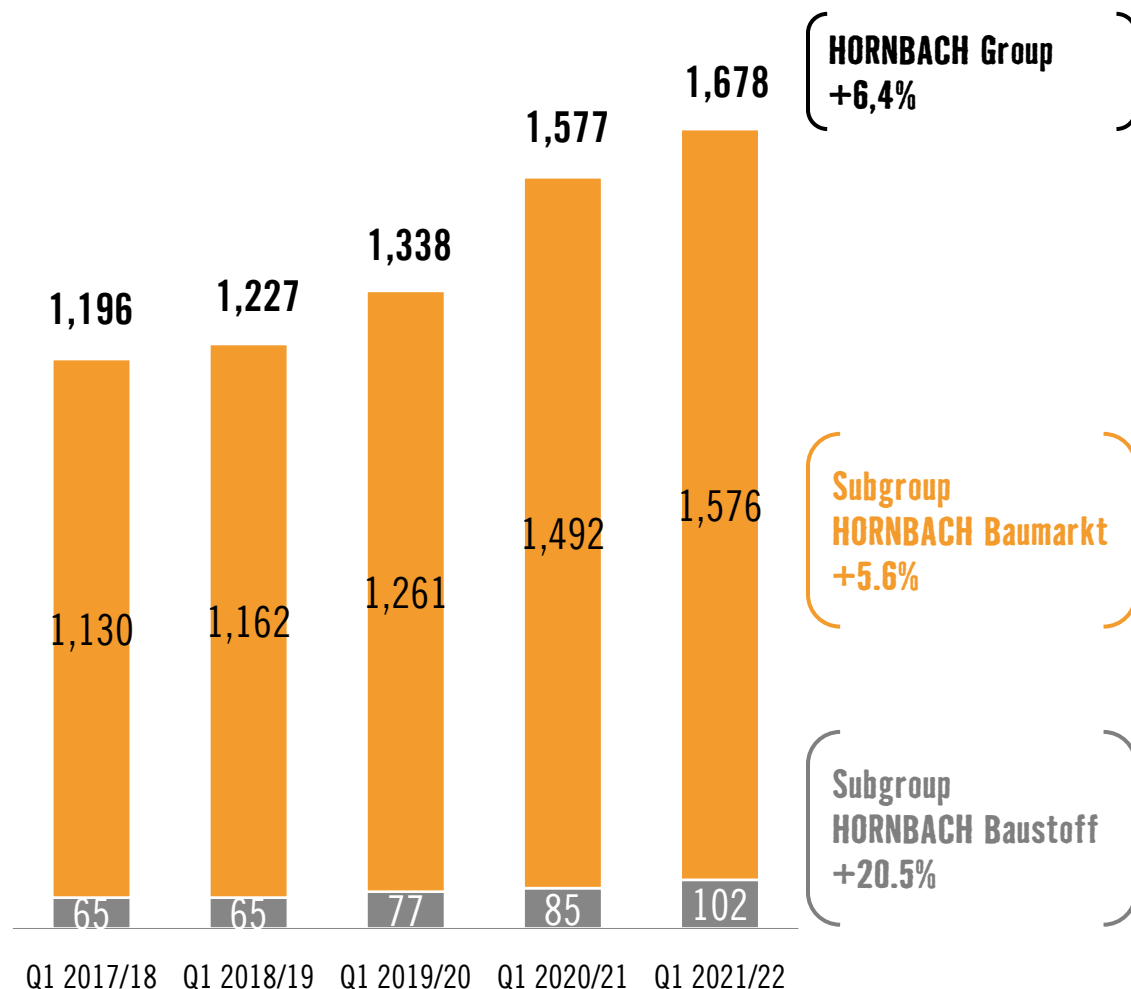
19%

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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⁾

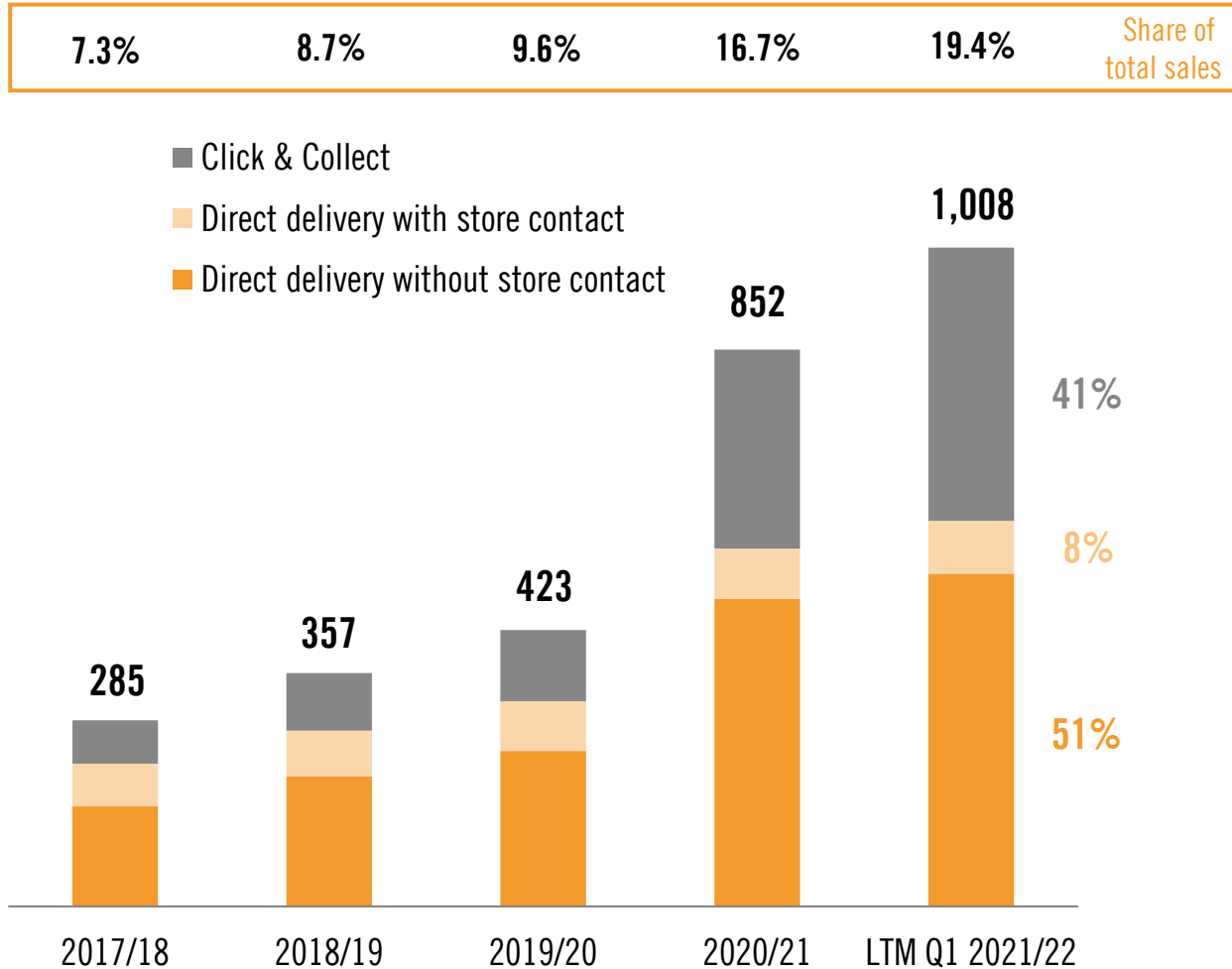
HORNBACH Baumarkt Subgroup

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

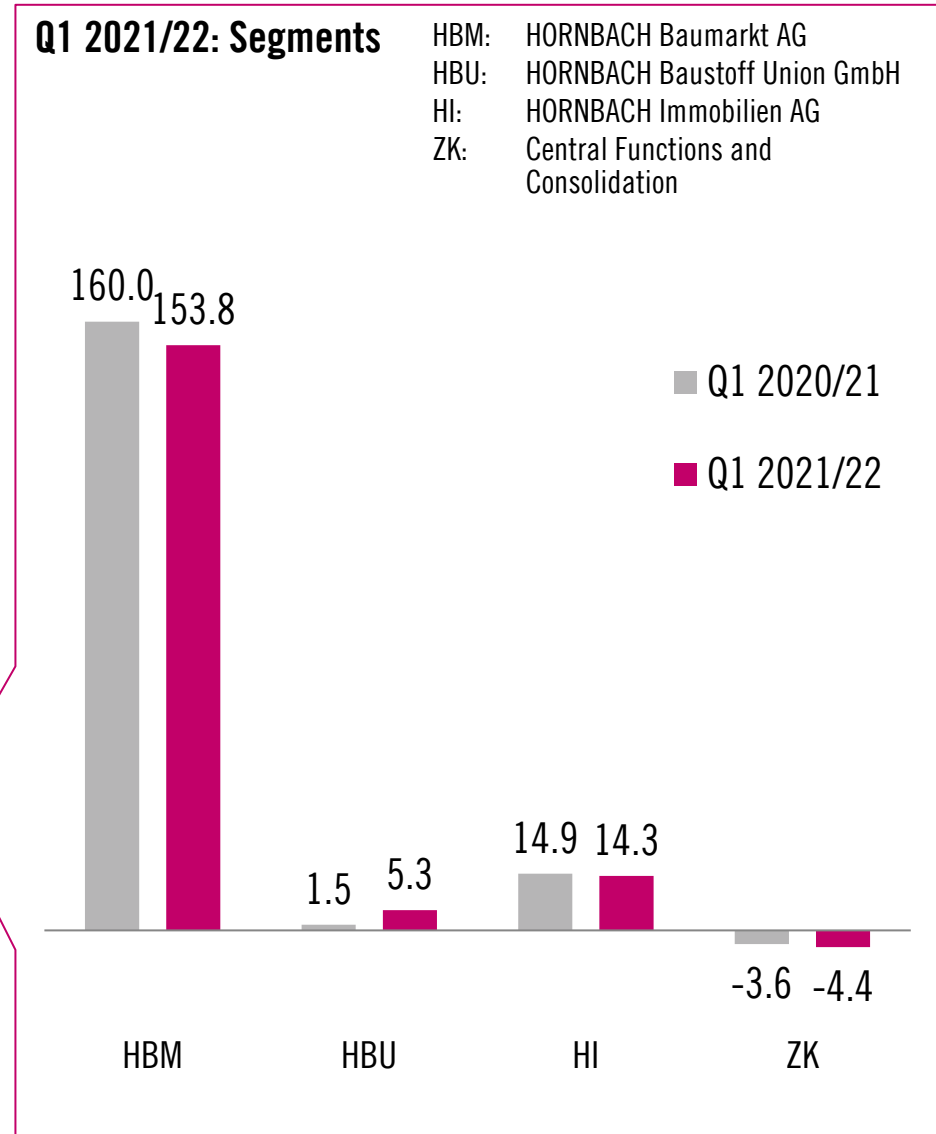
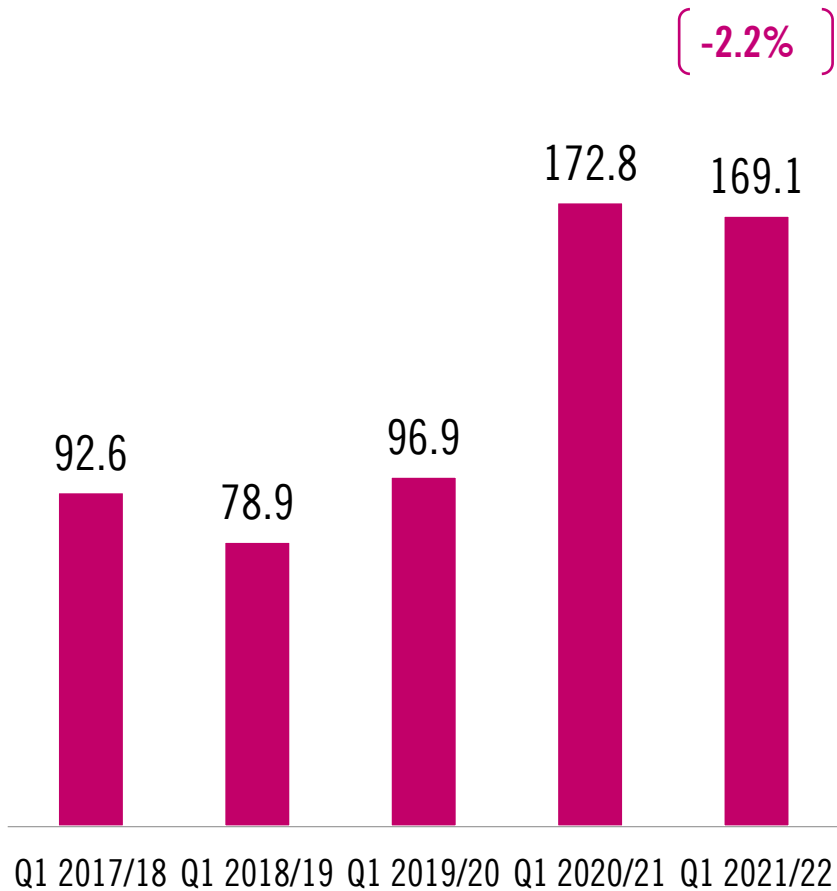
Net sales (€ million) from online channels (HORNBACH Baumarkt Subgroup)



Q1 2021/22
(March 1 – May 31, 2021)

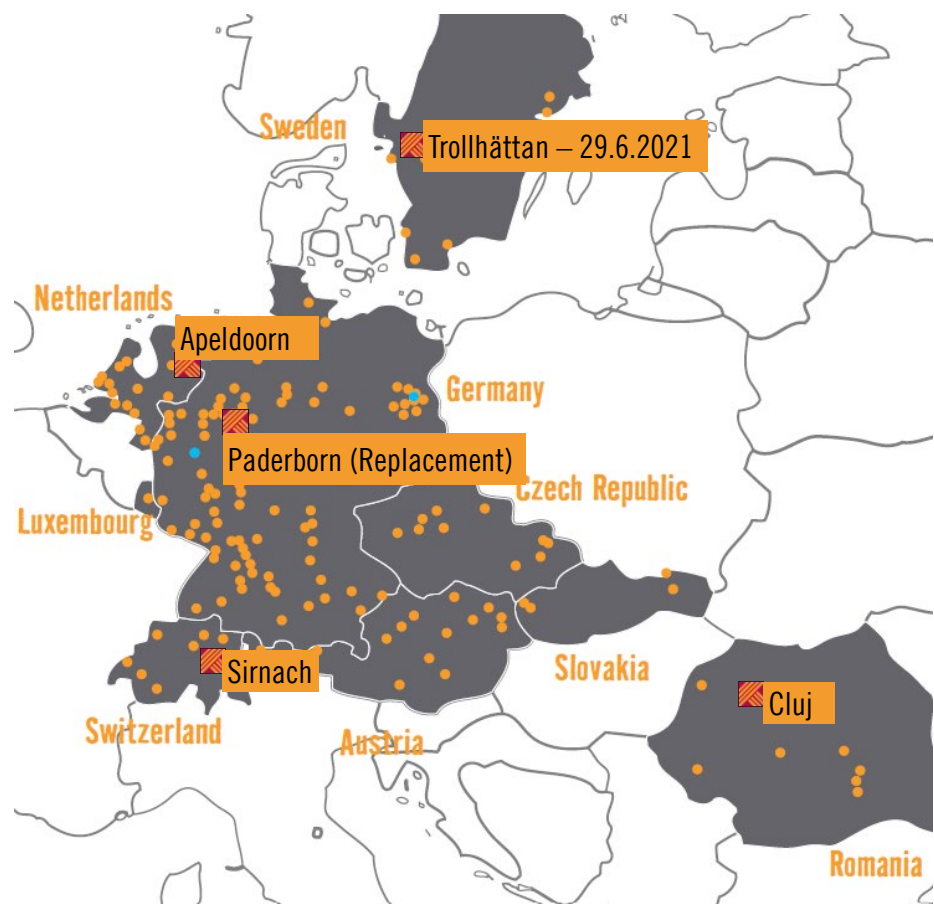
- Online sales **+71% to 375 € million**
- thereof Click & Collect **+192%**
- Online share of total sales (incl. Click & Collect): **24.0%** (Vj: 14.6%)

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	5.456 € million
Adjusted EBIT 2021/22	290 to 326 € million (before: below previous year's level, but significantly above FY 2019/20)
Adjusted EBIT 2020/21	326 € million
CAPEX 2021/22	Above previous year's level
CAPEX 2020/21	154 € million



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