

AD-HOC ANNOUNCEMENT BY HORNBAACH HOLDING AG & CO. KGAA

2019/20 earnings forecast raised after significant third-quarter earnings growth

Neustadt an der Weinstrasse, December 10, 2019.

The earnings position of the Hornbach Group (Hornbach Holding AG / Co. KGaA Group) showed a significant year-on-year improvement in the third quarter of 2019/20 (September 1 to November 30, 2019). Based on preliminary figures, net sales rose by 5.0% to Euro 1,139 million (2018/19: Euro 1,085 million), while operating earnings adjusted for non-operating items (adjusted EBIT) more than doubled to almost Euro 42 million (2018/19: Euro 19.7 million). Earnings before taxes (EBT) for the same period increased from Euro 16.1 million to more than Euro 30 million. This very pleasing earnings performance in Q3 2019/20 was due in particular to like-for-like sales growth achieved in Germany and abroad over and above the previous year's already high level of sales, as well as to improved cost ratios.

Key figures for the first nine months of 2019/20 developed as follows: Net sales rose by 7.8% to around Euro 3.75 billion (2018/19: Euro 3.48 billion), while adjusted EBIT grew by 33% to around Euro 240 million (2018/19: Euro 180.6 million). Nine-month EBT increased by more than 24% to around Euro 206 million (2018/19: Euro 165.8 million).

The significant earnings growth for the third quarter and cumulatively for the first nine months makes it more likely that full-year earnings for the 2019/20 financial year will exceed recent expectations. Despite potential weather-related fluctuations and macroeconomic risks in the fourth quarter of 2019/20 (December 1, 2019 to February 29, 2020), the earnings forecast of the Hornbach Group for the 2019/20 financial year has been raised. Adjusted EBIT (2018/19: € 134.9 million) is now expected to show growth **in a low to medium double-digit percentage range** (previously: "by more than 20%").

The sales forecast for the 2019/20 financial year was confirmed. Consolidated sales are thus still expected to increase in a medium to upper single-digit percentage range.

Definitive details of the sales and earnings performance will be published in the Statement on the Third Quarter of 2019/20 on December 19, 2019 (www.hornbach-group.com).

HORNBAACH Holding AG & Co. KGaA
represented by HORNBAACH Management AG

The Board of Management

Contact:
Axel Müller
Investor Relations
Tel. +49-6348-60 2444
axel.mueller@hornbach.com