

HALF-YEAR FINANCIAL REPORT  
HORNBAACH-BAUMARKT-AG GROUP

H1

2011/2012

(MARCH 1 – AUGUST 31, 2011)



# HORNBACH-BAUMARKT-AG GROUP

## Half-Year Financial Report 2011/2012

(March 1 – August 31, 2011)

Key figures of the HORNBACH-Baumarkt-AG Group (in € million, unless otherwise stated)	2 <sup>nd</sup> Quarter 2011/2012	2 <sup>nd</sup> Quarter 2010/2011	Change %	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011	Change %
<b>Net sales</b>	<b>803.9</b>	<b>775.3</b>	<b>3.7</b>	<b>1,667.6</b>	<b>1,555.2</b>	<b>7.2</b>
of which: in other European countries	351.1	327.1	7.3	710.4	653.4	8.7
Like-for-like sales growth	(0.2)%	3.7%		3.8%	0.8%	
Gross margin as % of net sales	37.7%	37.3%		37.7%	37.5%	
EBITDA	78.6	81.2	(3.2)	159.1	143.6	10.8
<b>Earnings before interest and taxes (EBIT)</b>	<b>65.0</b>	<b>67.9</b>	<b>(4.3)</b>	<b>132.2</b>	<b>117.5</b>	<b>12.5</b>
Consolidated earnings before taxes	58.3	64.5	(9.5)	118.8	111.4	6.6
Consolidated net income	43.0	46.6	(7.8)	87.0	80.3	8.3
Basic/diluted earnings per share (€) <sup>1)</sup>	1.35	1.47	(8.2)	2.73	2.53	7.9
Investments	14.3	15.4	(7.0)	48.5	27.1	79.0

Misc. key figures of the HORNBACH-Baumarkt-AG Group (in € million, unless otherwise stated)	August 31, 2011	February 28, 2011	Change %
Total assets	1,752.6	1,591.7	10.1
Shareholders' equity	805.6	729.9	10.4
Shareholders' equity as % of total assets	46.0%	45.9%	
Number of stores	134	133	0.8
Sales area in 000 m <sup>2</sup> (based on BHB)	1,544	1,514	2.0
Number of employees	13,683	13,162	4.0

Rounding up or down may lead to discrepancies between percentages and totals. Calculation of percentage figures based on € 000s.

<sup>1)</sup> The earnings per share figure accounts for the retrospective adjustment due to the issue of bonus shares (please see Note 5 in the notes to the financial statements)

# INTERIM GROUP MANAGEMENT REPORT

## Summary

- HORNBAACH upholds its growth course in first half of 2011/2012 – Two new stores opened in Czech Republic
- Half-year consolidated sales grow by 7.2% overall and by 3.8% on a like-for-like basis
- German business: Project DIY store concept benefits disproportionately from boom in residential construction – HORNBAACH by far the best DIY and home improvement store according to Kundenmonitor Deutschland 2011 survey
- Other European countries match previous year's performance despite fragile consumer demand
- Operating earnings (EBIT) show disproportionate growth of 12.5% to € 132.2 million

The HORNBAACH-Baumarkt-AG Group maintained its growth course in the first half of the 2011/2012 financial year. Consolidated sales for the period from March 1 to August 31, 2011 increased by 7.2% to € 1,667.6 million. On a like-for-like basis, sales at HORNBAACH's network of stores in nine European countries grew by 3.8% in the period under report, and even by 5.5% including currency items. The Group's growth continues to be driven in particular by its DIY stores and garden centers in Germany. As a partner to project customers, HORNBAACH has benefited disproportionately from the boom in new construction and renovation in Germany, leaving the rest of the sector way behind during the period under report. In this year's Kundenmonitor Deutschland survey, consumers ranked HORNBAACH first in terms of overall satisfaction levels. In all, the company came top in 17 categories. With like-for-like sales growth of 7.1% in the first half, HORNBAACH's stores in Germany more than offset the slowdown in sales due to economic developments in other parts of its international network.

Earnings showed marked year-on-year growth in the first half of 2011/2012. This was due above all to like-for-like sales growth in Germany in conjunction with a slight improvement in the gross margin across the Group. Operating earnings (EBIT) at the Group rose by 12.5% to € 132.2 million (previous year: € 117.5m). Net income for the period increased by 8.3% to € 87.0 million (previous year: € 80.3m). Earnings per share amounted to € 2.73 at the end of the first six months (previous year: € 2.53). The sales and earnings forecast for 2011/2012 as a whole remains unchanged. Accordingly, the Board of Management expects sales at the HORNBAACH-Baumarkt-AG Group to show growth in a medium single-digit percentage range and operating earnings (EBIT) to exceed the level reported for the 2010/2011 financial year (€ 119.1m).

## Macroeconomic Framework and Sector Performance

Following dynamic developments in spring 2011, underlying macroeconomic conditions in the countries in which the HORNBAACH-Baumarkt-AG Group operates deteriorated once again in the summer months. The **global economy** had begun 2011 with great momentum, driven in particular by emerging economies. The rapid growth in the first quarter of the calendar year was all the more remarkable given the negative impact of significant disruptions, such as the natural and nuclear catastrophe in Japan, political unrest in North Africa and the Middle East, severe flooding in Australia, and the sharp rise in energy and food prices. The economic upturn in Europe clearly gained momentum in the first three months of 2011. Compared with the fourth quarter of 2010, seasonally-adjusted gross domestic product (GDP) for the first quarter of 2011 grew by 0.7% in the EU 27 countries, and by 0.8% in the euro area (EU 17). Here, the European economy benefited from the dynamism of the German economy, which reported GDP growth of 1.3% compared with the previous quarter. The other countries in HORNBAACH's network also posted positive growth rates.

After this, however, the economic news became increasingly gloomy as the first half of the year progressed. The mushrooming of the sovereign debt crisis in Europe and the USA, fears of a renewed global recession, and increasing inflation risks in the emerging economies created ever greater insecurity among businesses and consumers alike.

#### GDP growth rates in countries with HORNBACH DIY megastores and garden centers

Percentage change on previous quarter Source: Eurostat (calendar year figures)	3 <sup>rd</sup> Quarter 2010	4 <sup>th</sup> Quarter 2010	1 <sup>st</sup> Quarter 2011	2 <sup>nd</sup> Quarter 2011
Germany	0.8	0.5	1.3	0.1
Luxembourg	0.7	2.8	0.1	n.a.
Netherlands	0.0	0.7	0.8	0.1
Austria	1.2	1.0	0.8	1.0
Romania	(0.7)	0.1	0.7	0.2
Slovakia	0.8	0.8	0.9	0.9
Sweden	1.9	1.6	0.8	1.0
Switzerland	0.7	0.6	0.6	0.4
Czech Republic	0.8	0.5	0.9	0.2
<b>Euro area (EA17)</b>	<b>0.4</b>	<b>0.3</b>	<b>0.8</b>	<b>0.2</b>
<b>EU27</b>	<b>0.5</b>	<b>0.2</b>	<b>0.7</b>	<b>0.2</b>

Against this backdrop, the **European** economy showed a sharper slowdown in the second quarter of the calendar year (Q2) than had been expected by economists. Seasonally-adjusted real-term GDP rose by a mere 0.2% compared with the first quarter of 2011 (Q1), and by 1.7% on the figure for the equivalent quarter in the previous year (Q2 2010). This lower rate of growth in Europe was due on the one hand to the upward distortion in economic output in Q1 2011, a period marked by significant retrospective growth in those sectors of the economy, such as construction, affected by the loss of production due to weather factors in the final quarter of 2010. On the other hand, consumers' purchasing power took a temporary knock from the sharp rise in energy and food prices. Overall, macroeconomic developments in Europe were characterized by a high degree of volatility in the first half of the year.

Private households, whose purchasing power had been curtailed by the substantial rise in energy prices, were clearly no longer able to provide any expansive momentum for consumer spending in the second quarter. Real-term retail sales slipped slightly in the spring of 2011 both compared with the first quarter and with the comparative period in the previous year. In general, private consumer spending has been affected more severely by the impact of the financial and sovereign debt crisis in Southern and Eastern Europe in particular than in the other regions of Europe, a factor also reflected in the negative quarterly development in retail turnover volumes. The retail sector also received less support from the European labor market in the first half of 2011. Following its previous recovery, one which could in any case only be termed hesitant, the labor market virtually ground to a halt in Q2. Considering that the slight improvement in unemployment totals was mainly driven by the ongoing favorable German labor market, developments in Europe as a whole were unsatisfactory. One small consolation is the flattening out in consumer price growth, a development predominantly due to the renewed decline in crude oil market prices after April 2011. The annual inflation rate (HVPI) in the euro area eased to 2.5% in July 2011, down from a peak of 2.8% three months earlier.

The regions in which the HORNBACH-Baumarkt-AG Group operates DIY megastores with garden centers showed partly disparate developments in the first six months of the 2011 calendar year. Based on the data available upon the preparation of this report, economic developments lost significant momentum in the second quarter in Germany, the Netherlands, Romania, the Czech Republic and, to a slightly lesser extent, in Switzerland, while Austria, Slovakia and Sweden managed to uphold the growth rates seen in the previous quarter.

### Sales performance

The HORNBAACH-Baumarkt-AG Group can report a positive sales performance for the second quarter of the 2011/2012 financial year (March 1, 2011 to February 29, 2012). This is all the more respectable given that demand levels were burdened by negative seasonal base effects, less favorable weather conditions than in the previous year, and a decline in private consumer spending in some countries outside Germany. Consolidated sales for the period from June to August 2011 increased by 3.7% to € 803.9 million (previous year: € 775.3m). On a like-for-like basis and net of currency items, the Group virtually matched the previous year's level of sales (minus 0.2%). Including currency items in the non-euro countries of Romania, Sweden, Switzerland and the Czech Republic, like-for-like sales grew by 1.6%.

In the first half of the financial year (March 1 to August 31, 2011), the Group increased its unadjusted sales by 7.2% overall to € 1,667.6 million (previous year: € 1,555.2m). On a like-for-like basis and net of currency items, cumulative sales grew by 3.8%. Including currency items, the HORNBAACH-Baumarkt-AG Group reported like-for-like sales growth of 5.5%. The sales performance within the Group was somewhat uneven in the course of the first half of the year. While the HORNBAACH stores in Germany in particular generated substantial sales growth, the sales performance of parts of the international store network was held back by negative economic factors in the wake of the financial and sovereign debt crisis.

#### ■ Germany

Following record sales growth in the first quarter (unadjusted sales: plus 11.2%), the stores in Germany upheld their very pleasing growth course in the second quarter of 2011/2012 as well. Unadjusted sales in Germany increased by 1.0% to € 452.8 million (previous year: € 448.2m). Like-for-like sales growth in the second quarter amounted to 2.2%, compared with plus 11.9% in the first quarter. This growth is all the more remarkable considering that Q2 of the current financial year was significantly affected by negative base effects. In June 2011 there were two business days fewer than in June 2010, for example, as the Ascension Day and Whitsun holidays were in June this year, as against in May in the previous year. Furthermore, weather conditions in the second quarter were diametrically opposed to those in the previous year. Whereas in 2010 optimal summer weather in June and July boosted garden sales dramatically, the weather in summer 2011 was variable and rainy at times.

Thanks to pleasing levels of overall demand at the German HORNBAACH stores, however, unadjusted sales for the first half of 2011/2012 improved by 6.1%, and by 7.1% on a like-for-like basis. These figures also reflect customers' growing demand for solutions for larger-scale construction projects and renovation projects. According to the GfK, German consumers are currently characterized by a high degree of willingness to invest, with a preference for investing in tangible goods to protect their assets against the risks resulting from inflation and panic on the capital markets. Residential construction has witnessed an exceptional surge in activity in the year to date. As a project DIY store, HORNBAACH drew disproportionate benefit from this trend in the period under report. Between March and August 2011, HORNBAACH's domestic like-for-like sales outperformed the German sector average by more than seven percentage points.

This outperformance of the market is also underlined by the company's superb results in Kundenmonitor Deutschland 2011, the most important consumer survey in the German retail sector. Here, HORNBAACH reached top position in the overall satisfaction category for the first time since 2006, and also improved its ranking, in some cases significantly, in virtually all categories and product range areas. Among other categories, HORNBAACH was awarded top position in the "Specialist Advice", "Selection and Variety of Products and Services", "Merchandise Quality", and "Value for Money" criteria, as well as in a comparison of prices, services and product range with competitors and in the number of customers prepared to recommend the store to others. All in all, HORNBAACH was ranked first in 17 categories, more than any of its competitors.

### ■ Other European countries

Unadjusted sales at the HORNBACH DIY megastores with garden centers outside Germany rose by 7.3% to € 351.1 million in the second quarter of 2011/2012 (previous year: € 327.1m). Sales in other European countries for the first half of 2011/2012 as a whole, including sales at newly opened stores, grew by 8.7% to € 710.4 million (previous year: € 653.4m). By the end of the first six months, the international share of consolidated sales at HORNBACH-Baumarkt-AG had risen, mainly as a result of the Group's expansion, from 42.0% to 42.6%.

The ongoing fragile state of the economies in Romania, Slovakia and the Czech Republic impacted negatively on the Group's overall sales performance in other European countries in the second quarter of 2011/2012. The economic recovery in these East European countries is clearly taking longer than expected. The construction sector is still suffering from a lack of orders. Domestic demand remains weak due to stagnating private consumer spending and public sector savings programs. As the difficult situation on the labor markets is only improving sluggishly, consumers are particularly cautious in terms of their expenditure, and are postponing larger-scale projects. All these factors have led to low or falling sales in the retail sector. HORNBACH has also not been able to escape the effects of this underlying framework.

At its locations in West European regions outside Germany - i.e. in Luxembourg, Austria, the Netherlands, Switzerland and Sweden - HORNBACH can report positive developments in most cases in the period under report, and that in spite of negative year-on-year base effects. In the second quarter of 2011/2012, these regions had a net total of up to three business days fewer than in the previous year's quarter - a period that had set a high standard to beat as the strongest quarter of the 2010/2011 financial year in terms of sales.

Overall, like-for-like sales in other European countries net of currency items fell slightly short of the previous year's figure, and were reported at minus 3.2% for the second quarter and minus 0.5% for the first half. Including currency items, sales grew by 0.8% in the second quarter, and by 3.5% in the first half of the year.

### Earnings performance

The following information refers to the earnings performance of the HORNBACH-Baumarkt-AG Group. Information about the performance of the "DIY stores" and "Real estate" segments can be found in the segment report in the notes to the financial statements (Page 19).

#### 2<sup>nd</sup> quarter of 2011/2012

Given the weaker level of sales growth, the company's operating earnings performance in the second quarter was not quite able to match the unusually dynamic level reached in the first quarter. Earnings before interest, taxes, depreciation and amortization (EBITDA) for the period from June to August 2011 slipped slightly by 3.2% to € 78.6 million (previous year: € 81.2m). EBIT decreased by € 2.9 million to € 65.0 million (previous year: € 67.9m), having built up a head start of € 17.6 million in the first three months of the year. In the six previous years, second-quarter operating earnings were in all cases higher than in the first quarter. Negative currency items led to a deterioration in net financial expenses, that were reported at minus € 6.6 million in the quarter under report (previous year: minus € 3.4m). Consolidated earnings before taxes declined by 9.5% to € 58.3 million (previous year: € 64.5m). Net income for the second quarter is reported at € 43.0 million (previous year: € 46.6m), while earnings per share amounted to € 1.35 (previous year: € 1.47).

#### 1<sup>st</sup> half of 2011/2012

Operating earnings (EBIT) showed disproportionate growth compared with sales in the first half of 2011/2012. This was chiefly driven by like-for-like sales growth in Germany in conjunction with an improvement in the gross margin across the Group. As a percentage of net sales, the gross profit rose slightly from 37.5% to 37.7%. The main reasons for the rise in the gross margin were the positive impact of exchange rate movements on international procurement, changes in the product range, and a slight rise in average retail prices. These factors more than compensated for increased procurement prices. The Group's selling and

store expenses showed moderate growth of 4.8% to € 436.3 million (previous year: € 416.4m), and thus declined as a percentage of sales. Within this item, the slightly disproportionate rise in personnel and operating expenses was countered by a relative decline in rental expenses and depreciation and amortization, as well as by lower advertising expenses. As a percentage of net sales (store expense ratio), selling and store expenses reduced from 26.8% to 26.2%. Due to the Group's expansion, the pre-opening expense ratio rose from 0.1% to 0.3%. Despite project-related costs, the administration expense ratio of 3.75% was only slightly up on the previous year's figure (3.69%).

EBITDA for the first six months of the current financial year grew by 10.8% to € 159.1 million (2010/2011: € 143.6m). The Group's operating earnings (EBIT) increased by 12.5% to € 132.2 million (previous year: € 117.5m). Due mainly to negative currency items of € 3.8 million (previous year: plus € 4.6m), the net financial expenses of the HORNBACH-Baumarkt-AG Group deteriorated from minus € 6.1 million to minus € 13.4 million. As a result, consolidated earnings before taxes grew less rapidly than EBIT, improving by 6.6% to € 118.8 million (previous year: € 111.4m). Net income for the period grew by 8.3% to € 87.0 million (previous year: € 80.3m). Basic earnings per share are reported at € 2.73 for the first six months (previous year: € 2.53).

### Financial and net asset position

Due to the Group's expansion, investments grew year-on-year from € 27.1 million to € 48.5 million in the first half of 2011/2012. While no new HORNBACH DIY megastores with garden centers were opened in the first six months of the previous year, two new stores opened their doors in the first half of 2011/2012. Not only that, most of the investments for the replacement location in Sinsheim were also incurred in the period under report. Around 52% of the funds were invested in land and building, while the remainder was channeled into plant and operating equipment at new and existing stores, as well as into intangible assets (predominantly IT software). Investments were financed in full from the cash flow of € 178.1 million from operating activities (previous year: € 178.7m). Further details about the financing and investment activities of the HORNBACH-Baumarkt-AG Group can be found in the cash flow statement on Page 14.

The total assets of the HORNBACH-Baumarkt-AG Group grew to € 1,752.6 million as of August 31, 2011, up 10.1% on the balance sheet date as of February 28, 2011. This increase was mainly due to the marked rise in cash and cash equivalents from € 422.6 million to € 533.5 million, as well to the € 36.3 million increase in property, plant and equipment to € 629.4 million.

Equity posted rose by 10.4%, or € 75.7 million, compared with the balance sheet date to reach € 805.6 million. The equity ratio amounted to 46.0% (February 28, 2011: 45.9%). Non-current debt increased by € 75.3 million, or 18.8%, to € 476.2 million (February 28, 2011: € 400.9m). This was mainly the result of the scheduled refinancing of current financial debt with non-current financial debt. A promissory note bond of € 80 million due to mature on June 30, 2011 was replaced by taking up a new promissory note bond of the same amount and with a five-year term. Current liabilities rose by 2.1% to € 470.8 million. Here, the reduction in current financial debt from € 101.3 million to € 22.2 million was mainly countered by increased trade payables and other liabilities (plus € 71.9m), as well as by higher income tax liabilities (plus € 16.5m).

As of August 31, 2011, cash and cash equivalents (€ 533.5m) exceeded financial debt (€ 437.1m) by € 96.5 million. By comparison, the net financial debt of the HORNBACH-Baumarkt-AG Group still amounted to € 17.8 million as of February 28, 2011.

### Employees

At the reporting date on August 31, 2011, 13,683 individuals across Europe were in fixed employment at HORNBACH-Baumarkt-AG or one of its subsidiaries (February 28, 2011: 13,162).

## Risk Report

We provided a detailed presentation of the risks involved in our business activities on Pages 59 to 64 of the 2010/2011 Annual Report of the HORNBACH-Baumarkt-AG Group. Over and above the information provided in the Annual Report, there have been no major changes in the first half of 2011/2012 which could result in any new risk assessment for the second half of the year. Furthermore, no future risks to the continued existence of the HORNBACH-Baumarkt-AG Group have been identified on the basis of the information currently available.

## Events After the Balance Sheet Date

No events of material significance for the assessment of the earnings, financial and net asset position of HORNBACH-Baumarkt-AG, or of the HORNBACH-Baumarkt-AG Group have occurred since the end of the first half of the financial year on August 31, 2011.

## Outlook

We reported at length on the macroeconomic, sector-specific, and strategic opportunities involved in the business activities of the HORNBACH-Baumarkt-AG Group in the outlook on Pages 68 to 77 of the 2010/2011 Annual Report. This basic assessment of the Group's medium to long-term development potential was still valid upon publication of this interim report. Given that the economic outlook for large parts of the global economy has deteriorated more rapidly than expected since August 2011, however, our assessment of the macroeconomic opportunities facing the HORNBACH-Baumarkt-AG Group in the second half of 2011/2012 is now more cautious than that provided in the 2010/2011 Annual Report.

Confidence in the future prospects for global growth on the part of companies, consumers, investors and economists was severely shaken during the summer months, with ever greater attention being paid to the high volumes of government debt in advanced economies. The pressure to consolidate public sector budgets has also been reflected in internal political disputes in the countries affected, a development that has further unsettled investors. The tandem debt crisis in America and Europe further intensified in August/September 2011, leading to an earlier than expected emergence of an economic slowdown. The fears of recession thereby triggered on global stock exchanges led to repeated panic-driven turbulence. This in turn has had a further detrimental impact on expectations as to investment and consumer spending.

If any credence is to be given to economic indicators, Europe's economy could be facing a downward spiral. According to the Economic Sentiment Indicator of the European Commission, business confidence deteriorated more sharply in August 2011 than previously thought. It is still unclear whether a drastic downturn, one particularly perilous for the in any case weakened countries on the periphery of the euro area, or merely a slight dip in growth, is to be expected in the second half of 2011. Numerous bank economists have issued downward corrections in their forecasts for the euro area and Germany. However, they do not expect to see a double dip, i.e. return to recession, but rather a slowdown in the rate of growth in the coming months. Upon completion of this report, the forecasts for real-term GDP growth in the euro area in 2011 ranged between 1.4% and 2.0%.

Forecasts for the German economy have also been corrected in recent weeks. Economists nevertheless still expect the country's economic output to grow by around 3% in 2011. In its monthly report for August 2011, the Bundesbank also continued to predict a similar level of growth. Despite numerous global risk factors, the basic trend for the German economy in the second half of the year was still pointing upwards. According to the Bundesbank, the less favorable climate for the export sector will be mitigated by the ongoing highly robust state of the domestic economy, which has benefited in particular from companies' high investment propensity, a sharp rise in demand in the residential construction segment in recent months, the favorable outlook on the labor market, and the reduced pressure on prices. Consumer confidence has nevertheless been dealt a blow by the latest round of



The upturn in the **German economy** slowed markedly in the second quarter of 2011. According to the Federal Statistics Office, real-term GDP adjusted for seasonal and calendar factors grew by a mere 0.1% compared with the strong previous quarter. Economic output had still grown by an impressive 1.3% in Q1, a development nevertheless due in part to the economy making up for the weather-related loss of output in the previous quarter. Exports still grew by 2.3% in the period from April to June 2011, but were exceeded by imports, which showed higher growth of 3.2%. The trade balance thus contributed negatively to GDP. Capital expenditure, on the other hand, generated positive momentum, with higher volumes of investment in equipment (machines, appliances, vehicles) than in the previous quarter (plus 1.7%). This more than offset the expected decline in construction investments in Q2 (minus 0.9%) following exceptionally strong growth in Q1 (plus 7.0%). Having said this, on the whole the German construction sector still managed to generate respectable year-on-year growth in the first half of 2011. Construction investments were 13.2% up on the previous year's figure in Q1 and were still 2.4% ahead of the previous year's figure in Q2.

Consistent with these developments, incoming orders in the main construction sector in Germany showed nominal growth of 7.1% in the first six months of 2011, while total sales in the sector were even 15.3% up on the previous year's figure. Residential construction in particular is currently booming given the uncertainties surrounding the as yet unsolved debt situation in several EU member states. Residential construction posted nominal order growth of 26.5%. The number of building permits has also soared, with more than 30% more apartments in detached and semi-detached houses being approved in the first half of 2011. These figures are also reflected in the monthly results of the GfK consumer confidence survey. Consumers' propensity to spend is currently high. According to the GfK, large parts of the population are concerned about the stability of their currency and are therefore opting to invest their cash in stable assets, rather than saving for the future, a development that has so far benefited residential construction and the renovation market. Conversely, Germans have once again adopted a more cautious approach in terms of consumer spending. This showed its first year-on-year decline since the 2009 crisis year in Q2 2011 (minus 0.7%), a development due not only to economic uncertainty but also to the increase in inflation in the spring. Having said this, given the pleasing employment situation and positive developments in personal incomes, German consumer confidence most recently still remained in robust shape.

Turnover in the German retail sector grew year-on-year by 2.9% nominally and by 1.3% in real terms in the period from January to June 2011. While price-adjusted food retail sales failed to match the previous year's figures, most non-food retail segments posted positive developments. Retail sales involving furniture, household appliances and construction materials reported an above-average performance, with nominal growth of 3.0% and 2.8% respectively. According to the BHB sector association, sales in the DIY store and garden center segment in Germany grew overall by 2.0% to € 9.49 billion in the first half of 2011. This growth spurt was mainly driven by the first calendar quarter, for which the BHB/GfK report measured year-on-year growth of 3.3% in the DIY sector. In the second calendar quarter, the DIY stores and garden centers only achieved growth of 1.1%, as rainy weather in June led to a substantial downturn in sales, especially in weather-dependent garden product ranges. On a like-for-like basis, i.e. excluding stores newly opened or closed, DIY sales rose by 1.4% in the first six months of 2011.

## Earnings, Financial and Net Asset Situation\*

### Development in HORNBACH's store network

A new HORNBACH DIY megastore with a garden center was opened in Ostrava in the Czech Republic in the second quarter of 2011/2012. This represents the second store within the catchment area of this, the country's third-largest city. The store network in the Czech Republic now comprises eight locations. The standalone garden center in Neunkirchen (Saarland), no longer consistent with strategic requirements, was closed on schedule in June 2011. Including the store newly opened in the first quarter (Plzeň), HORNBACH was thus operating 134 retail outlets across the Group as of August 31, 2011 (February 28, 2011: 133). Of these, 91 stores are in Germany and 43 stores in other European countries. Total sales areas at the HORNBACH-Baumarkt-AG Group amounted to around 1,544,000 m<sup>2</sup> as of August 31, 2011, while the HORNBACH DIY megastores with garden centers had an average size of more than 11,500 m<sup>2</sup>.

\*Unless otherwise stated, HORNBACH-related time periods refer to the company's financial year (March to February).

insecurity, particularly on the capital markets. At the same time, there is still a good chance that consumer confidence will continue to benefit from the strong labor market and from the pay rises already introduced or due in the foreseeable future.

The German Retail Federation (HDE) remained cautious in its growth forecast in August 2011 and tried to dampen hopes concerning the contribution made by private consumer spending to the performance of the overall economy. According to the HDE, the retail sector still only expects to see slight growth of 1.5% in nominal terms. Forecasts are more optimistic for the DIY store and garden center sector in Germany. At the end of August 2011, the BHB sector association confirmed the forecast issued at the beginning of the year, namely of achieving growth of 3%, but added that this represented an ambitious target. The sector nevertheless stands to receive support from the favorable outlook for residential construction. Double-digit growth rates in the number of building permits issued give grounds to expect promising levels of construction and renovation activity in the second half of 2011. Financing terms for house builders have also remained attractive and, together with the highly nervous state of the capital markets, provide an added incentive for consumers to invest in "concrete gold".

## **Outlook for the Group**

### **Expansion**

A new, larger HORNBACH store was opened in Sinsheim (Baden-Württemberg) on September 14, 2011. This has replaced the former location no longer consistent with current standards. The Group's expansion for the 2011/2012 financial year, involving a total of three new store openings, has thus been completed on schedule. Including two closures (garden center in Neunkirchen, former DIY store and garden center in Sinsheim), HORNBACH's network of locations at the end of the financial year (February 29, 2012) will comprise 134 outlets, of which 91 in Germany and 43 in other European countries, with total sales areas of around 1,548,000 m<sup>2</sup>.

### **Forecast**

From a current perspective, the probability of sales and earnings showing more positive developments than originally expected in the remainder of the financial year has reduced overall compared with the assessment at the end of the first quarter. The pleasing business performance to date, especially in Germany, gives reason to expect prolonged high growth rates, but the year-on-year basis for comparison is set to become ever more challenging as the financial year progresses. By way of reminder - in the third and fourth quarters of 2010/2011, like-for-like sales at the HORNBACH stores in Germany reached new long-term record levels, with growth of 6.4% (Q3) and 8.2% (Q4) respectively. What's more, consumer confidence across the whole European network of the HORNBACH-Baumarkt-AG Group is coming under ever greater pressure from increased macroeconomic risks on account of the unsolved sovereign debt crisis. In view of the macroeconomic and sector-specific opportunities and risks referred to in this report, the Group is not making any amendments to its sales forecast for 2011/2012 as a whole. Accordingly, sales at the HORNBACH-Baumarkt-AG Group are expected to grow in a medium single-digit percentage range. The earnings forecast most recently affirmed in the interim report for the first quarter of 2011/2012 is also still valid. The Board of Management thus continues to expect operating earnings (EBIT) at the HORNBACH-Baumarkt-AG Group in excess of the level reported for the 2010/2011 financial year (€ 119.1m).

# INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## Income Statement

€ million	2 <sup>nd</sup> Quarter 2011/2012	2 <sup>nd</sup> Quarter 2010/2011	Change %	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011	Change %
Sales	803.9	775.3	3.7	1,667.6	1,555.2	7.2
Cost of goods sold	500.8	485.9	3.1	1,038.7	972.0	6.9
<b>Gross profit</b>	<b>303.1</b>	<b>289.4</b>	<b>4.7</b>	<b>628.9</b>	<b>583.2</b>	<b>7.8</b>
Selling and store expenses	208.4	197.5	5.5	436.3	416.4	4.8
Pre-opening expenses	2.3	1.1	113.6	5.0	1.6	212.3
General and administration expenses	30.4	28.6	6.3	62.6	57.4	9.0
Other income and expenses	2.9	5.6	(48.0)	7.2	9.7	(25.8)
<b>Earnings before interest and taxes (EBIT)</b>	<b>65.0</b>	<b>67.9</b>	<b>(4.3)</b>	<b>132.2</b>	<b>117.5</b>	<b>12.5</b>
Other interest and similar income	1.7	0.9	103.2	3.0	1.5	106.8
Other interest and similar expenses	6.3	6.0	3.9	12.5	11.8	5.8
Other financial result	(2.1)	1.8		(3.9)	4.3	
<b>Net financial expenses</b>	<b>(6.6)</b>	<b>(3.4)</b>	<b>97.0</b>	<b>(13.4)</b>	<b>(6.1)</b>	<b>120.0</b>
<b>Consolidated earnings before taxes</b>	<b>58.3</b>	<b>64.5</b>	<b>(9.5)</b>	<b>118.8</b>	<b>111.4</b>	<b>6.6</b>
Taxes on income	15.4	17.9	(14.2)	31.8	31.1	2.3
<b>Consolidated net income</b>	<b>43.0</b>	<b>46.6</b>	<b>(7.8)</b>	<b>87.0</b>	<b>80.3</b>	<b>8.3</b>
Basic/diluted earnings per share (€)	1.35	1.47	(8.2)	2.73	2.53	7.9

Rounding up or down may lead to discrepancies between percentages and totals. Calculation of percentage figures based on € 000s.

## Statement of Comprehensive Income for the Period

€ million	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011
<b>Consolidated net income</b>	<b>87.0</b>	<b>80.3</b>
Measurement of derivative financial instruments (cash flow hedge)		
Measurement of derivative hedging instruments directly in equity	(5.5)	(1.4)
Gains and losses from measurement of derivative financial instruments transferred to profit or loss	1.0	1.3
Exchange differences arising on the translation of foreign subsidiaries	8.8	10.2
Deferred taxes on gains and losses recognized directly in equity	1.2	0.0
<b>Other comprehensive income</b>	<b>5.5</b>	<b>10.1</b>
<b>Total comprehensive income</b>	<b>92.5</b>	<b>90.5</b>

Rounding up or down may lead to discrepancies between totals.

## Balance Sheet

Assets	August 31, 2011		February 28, 2011	
	€ million	%	€ million	%
<b>Non-current assets</b>				
Intangible assets	19.0	1.1	20.5	1.3
Property, plant, and equipment	629.4	35.9	593.1	37.3
Investment property	5.5	0.3	6.0	0.4
Financial assets	1.2	0.0	1.2	0.0
Non-current receivables and other assets	2.6	0.2	3.0	0.2
Non-current income tax receivables	9.1	0.5	9.0	0.6
Deferred tax assets	7.0	0.4	7.9	0.5
	<b>673.8</b>	<b>38.4</b>	<b>640.6</b>	<b>40.2</b>
<b>Current assets</b>				
Inventories	468.0	26.7	459.5	28.9
Other receivables and assets	70.9	4.0	60.7	3.8
Income tax receivables	1.1	0.1	3.2	0.2
Cash and cash equivalents	533.5	30.4	422.6	26.5
Non-current assets held for sale and disposal groups	5.2	0.3	5.1	0.3
	<b>1,078.7</b>	<b>61.6</b>	<b>951.1</b>	<b>59.8</b>
	<b>1,752.6</b>	<b>100.0</b>	<b>1,591.7</b>	<b>100.0</b>

Equity and liabilities	August 31, 2011		February 28, 2011	
	€ million	%	€ million	%
<b>Shareholders' equity</b>				
Share capital	95.4	5.4	47.7	3.0
Capital reserve	143.6	8.2	143.6	9.0
Revenue reserves	566.5	32.3	538.5	33.8
	<b>805.6</b>	<b>46.0</b>	<b>729.9</b>	<b>45.9</b>
<b>Non-current liabilities</b>				
Non-current financial debt	414.9	23.7	339.1	21.3
Provisions for pensions	0.6	0.0	0.5	0.0
Deferred tax liabilities	36.5	2.1	37.1	2.3
Other non-current liabilities	24.3	1.4	24.2	1.5
	<b>476.2</b>	<b>27.2</b>	<b>400.9</b>	<b>25.2</b>
<b>Current liabilities</b>				
Current financial debt	22.2	1.3	101.3	6.4
Trade payables and other liabilities	335.2	19.1	263.3	16.5
Income tax liabilities	45.6	2.6	29.1	1.8
Other provisions and accrued liabilities	67.8	3.9	67.2	4.2
	<b>470.8</b>	<b>26.9</b>	<b>460.9</b>	<b>29.0</b>
	<b>1,752.6</b>	<b>100.0</b>	<b>1,591.7</b>	<b>100.0</b>

Rounding up or down may lead to discrepancies between totals. Calculation of percentage figures based on € 000s.

## Statement of Changes in Equity

1 <sup>st</sup> Half 2010/2011 € million	Share capital	Capital reserve	Hedging reserve	Cumulative currency translation	Other revenue reserves	Total equity
<b>Balance at March 1, 2010</b>	47.7	143.6	(3.5)	12.4	454.5	654.7
Consolidated net income					80.3	80.3
Measurement of derivative financial instruments (cash flow hedge), net after taxes			(0.1)			(0.1)
Foreign currency translation				10.2		10.2
<b>Total comprehensive income</b>			<b>(0.1)</b>	<b>10.2</b>	<b>80.3</b>	<b>90.5</b>
Dividend distribution					(15.9)	(15.9)
Treasury stock transactions					(0.1)	(0.1)
<b>Balance at August 31, 2010</b>	<b>47.7</b>	<b>143.6</b>	<b>(3.6)</b>	<b>22.6</b>	<b>518.9</b>	<b>729.2</b>

1 <sup>st</sup> Half 2011/2012 € million	Share capital	Capital reserve	Hedging reserve	Cumulative currency translation	Other revenue reserves	Total equity
<b>Balance at March 1, 2011</b>	47.7	143.6	1.5	25.1	512.0	729.9
Consolidated net income					87.0	87.0
Measurement of derivative financial instruments (cash flow hedge), net after taxes			(3.3)			(3.3)
Foreign currency translation				8.8		8.8
<b>Total comprehensive income</b>			<b>(3.3)</b>	<b>8.8</b>	<b>87.0</b>	<b>92.5</b>
Dividend distribution					(15.9)	(15.9)
Treasury stock transactions					(0.9)	(0.9)
Issue of bonus shares	47.7				(47.7)	0.0
<b>Balance at August 31, 2011</b>	<b>95.4</b>	<b>143.6</b>	<b>(1.8)</b>	<b>33.9</b>	<b>534.4</b>	<b>805.6</b>

Rounding up or down may lead to discrepancies between totals.

## Cash Flow Statement

€ million	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011
<b>Consolidated net income</b>	<b>87.0</b>	<b>80.3</b>
Depreciation and amortization of non-current assets	27.5	26.1
Change in provisions	0.3	0.2
Gains/losses on disposals of non-current assets	0.1	0.0
Change in inventories, trade receivables and other assets	(15.4)	(10.7)
Change in trade payables and other liabilities	75.1	81.0
Other non-cash income/expenses	3.5	1.8
<b>Cash flow from operating activities</b>	<b>178.1</b>	<b>178.7</b>
Proceeds from disposal of non-current assets and of non-current assets held for sale	2.1	34.8
Payments for investments in property, plant, and equipment	(46.5)	(22.5)
Payments for investments in intangible assets	(2.0)	(4.6)
<b>Cash flow from investing activities</b>	<b>(46.4)</b>	<b>7.7</b>
Dividends paid	(15.9)	(15.9)
Proceeds from taking up long-term debt	80.0	40.0
Repayment of long-term debt	(86.6)	(8.0)
Payments for transaction costs	(0.5)	(0.6)
Change in current financial debt	0.2	(0.8)
<b>Cash flow from financing activities</b>	<b>(22.8)</b>	<b>14.6</b>
Cash-effective change in cash and cash equivalents	108.8	201.1
Change in cash and cash equivalents due to changes in exchange rates	2.1	0.6
Cash and cash equivalents at March 1	422.6	295.6
<b>Cash and cash equivalents at August 31</b>	<b>533.5</b>	<b>497.3</b>

Rounding up or down may lead to discrepancies between totals.

The cash flow from operating activities was reduced by € 13.3 million on account of income tax payments (previous year: € 10.1m) and by € 12.8 million on account of interest payments (previous year: € 13.1m) and increased by € 3.0 million on account of interest received (previous year: € 1.5m).

The other non-cash income/expenses item largely consists of unrecognized foreign currency differences and deferred taxes.

# NOTES TO THE GROUP INTERIM REPORT

## Notes to the Interim Consolidated Financial Statements as of August 31, 2011

### (1) Accounting principles

This Group half-year financial report of HORNBACH-Baumarkt-AG and its subsidiaries for the first half as of August 31, 2011 has been prepared in accordance with § 315a of the German Commercial Code (HGB) based on International Financial Reporting Standards (IFRS) in the form requiring mandatory application in the European Union. The abridged half-year financial report has been prepared in accordance with IAS 34 "Interim Financial Reporting".

The accounting principles applied when preparing the interim report basically correspond to those applied in the consolidated financial statements as of February 28, 2011. Furthermore, the HORNBACH Group has implemented all new and revised International Financial Reporting Standards and Interpretations of the International Financial Reporting Interpretations Committee (IFRIC) requiring application for the first time from the 2011/2012 financial year – to the extent that these are relevant for the HORNBACH-Baumarkt-AG Group. These new and revised requirements have not had any material implications for the Group's net asset, financial and earnings position.

Pursuant to IAS 34 "Interim Financial Reporting", income tax expenses for the first half of the year have been calculated using the average annual tax rate expected for the financial year as a whole. This interim report is to be read in conjunction with the consolidated financial statements of HORNBACH-Baumarkt-AG for the 2010/2011 financial year. Reference is made to these financial statements on account of the additional information they contain as to the specific accounting and valuation methods applied. The notes included therein also apply to this interim report, unless any amendments are expressly indicated. Moreover, this interim report is also consistent with German Accounting Standard No. 16 (DRS 16) - Interim Reporting - of the German Accounting Standards Committee (DRSC).

On the basis of a resolution adopted by the Annual General Meeting on July 7, 2011, the group auditor, KPMG AG Wirtschaftsprüfungsgesellschaft, was commissioned to perform an audit review of the half-year financial report of the HORNBACH-Baumarkt-AG Group.

### (2) Scope of consolidation

The companies Hornbach Real Estate Amsterdam-Sloterdijk B.V., Amsterdam (Netherlands), and TIM HB S.R.L., Timisoara Bd. (Romania), were included in the consolidated financial statements for the first time in the first half of 2011/2012.

### (3) Seasonal influences

Due to weather conditions, the HORNBACH-Baumarkt-AG Group generally reports a weaker business performance in the autumn and winter than in the spring and summer months. These seasonal fluctuations are reflected in the figures for the first half. The business performance for the first six months as of August 31, 2011 does not necessarily provide an indication for the year as a whole.

**(4) Other income and expenses**

Other income and expenses are structured as follows:

€ million	2 <sup>nd</sup> Quarter 2011/2012	2 <sup>nd</sup> Quarter 2010/2011	Change %
Other income	4.9	6.8	(28.8)
Other expenses	2.0	1.2	60.5
<b>Other income and expenses</b>	<b>2.9</b>	<b>5.6</b>	<b>(48.0)</b>

€ million	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011	Change %
Other income	9.9	11.7	(14.9)
Other expenses	2.7	2.0	39.2
<b>Other income and expenses</b>	<b>7.2</b>	<b>9.7</b>	<b>(25.8)</b>

Percentages calculated on basis of € 000s. Rounding up or down may lead to discrepancies between totals.

The other income reported for the first half of 2011/2012 includes operating income of € 9.0 million (previous year: € 11.3m) and non-operating income of € 0.9 million (previous year: € 0.4m). Operating income mainly consists of advertising grants, ancillary revenues at the DIY stores with garden centers, and income from allocations within the HORNBACH HOLDING AG Group. The non-operating income for the first half of 2011/2012 mainly consists of an amount of € 0.7 million due to write-ups in the real estate segment. Of this sum, € 0.4 million relates to a piece of land held for sale and € 0.3 million to a piece of land disposed of in the current financial year. The write-ups have been based on contractually agreed sale prices. The non-operating income for the first half of 2010/2011 resulted from the sale of a DIY store property. This was leased back on a long-term basis together with the relevant land within the framework of an operating lease. There is the option of extending the letting period following expiry of the fixed term. The DIY store property and land were previously classified as held for sale.

The other expenses for the first half of 2011/2012 consist of operating expenses of € 1.5 million (previous year: € 1.3m) and non-operating expenses of € 1.2 million (previous year: € 0.7m). Operating expenses mainly involve losses incurred in connection with damages, write-downs of receivables, and disposals of non-current assets. The non-operating expenses for the first half of 2011/2012 include an amount of € 0.7 million for the redevelopment agreement intended for historic burdens in connection with a DIY property owned by the Group. Furthermore, this item also includes expenses of € 0.4 million for investment projects not subject to further development and impairment losses of € 0.1 million due to the write-down of a property held for sale to its expected net sales proceeds. The impairment losses have been recognized in the real estate segment. The non-operating expenses for the previous year related to an amount of € 0.5 million in connection with the unscheduled write-down of goodwill in the retail segment, and the sale of a piece of land disposed of in the sale and leaseback transaction referred to above.



**(5) Earnings per share**

Basic earnings per share are calculated pursuant to IAS 33 "Earnings per Share" as the quotient of the income attributable to the shareholders of HORNBACH-Baumarkt-AG for the period under report and the weighted average number of shares issued. As in the previous year, no dilutive effects had to be accounted for when calculating earnings per share.

Bonus shares were issued to all shareholders in HORNBACH-Baumarkt-AG at a ratio of 1:1 on July 29, 2011 (please also see Note 7). The total number of shares in HORNBACH-Baumarkt-AG has doubled from 15,903,500 to 31,807,000 as a result. The calculation of earnings per share has been retrospectively adjusted to account for this change.

**Basic earnings per share**

	<b>2<sup>nd</sup> Quarter 2011/2012</b>	<b>2<sup>nd</sup> Quarter 2010/2011</b>
Number of shares issued	31,807,000	31,807,000
Consolidated net income attributable to shareholders in HORNBACH-Baumarkt-AG in € million	43.0	46.6
<b>Earnings per share in €</b>	<b>1.35</b>	<b>1.47</b>

	<b>1<sup>st</sup> Half 2011/2012</b>	<b>1<sup>st</sup> Half 2010/2011</b>
Number of shares issued	31,807,000	31,807,000
Consolidated net income attributable to shareholders in HORNBACH-Baumarkt-AG in € million	87.0	80.3
<b>Earnings per share in €</b>	<b>2.73</b>	<b>2.53</b>

**(6) Other disclosures**

The personnel expenses of the HORNBACH-Baumarkt-AG Group amounted to € 249.8 million at the end of the first half as of August 31, 2011 (previous year: € 232.1m).

Depreciation and amortization totaling € 27.5 million was recognized on intangible assets and property, plant and equipment at the HORNBACH-Baumarkt-AG Group in the first half of the 2011/2012 financial year (previous year: € 26.1m).

**(7) Shareholders' equity****Increase in share capital from company funds by issuing bonus shares**

One of the resolutions adopted by the Annual General Meeting of HORNBACH-Baumarkt-AG held on July 7, 2011 involved increasing the company's share capital from company funds by issuing bonus shares. The resolution and corresponding amendment to the Articles of Association have since been entered in the Commercial Register. The bonus shares have been accounted for in the company's stock market listing since July 29, 2011.

Due to the issue of bonus shares at a ratio of 1:1, the total number of HORNBACH-Baumarkt-AG shares has doubled. The share capital of HORNBACH-Baumarkt-AG, now also doubled, amounts to € 95,421,000.00 and is divided into 31,807,000 individual shares with a prorated nominal value of € 3.00 per share.

**Employee shares**

On June 27, 2011, the Board of Management of HORNBACH-Baumarkt-AG resolved pursuant to § 71 (1) No. 2 of the German Stock Corporation Act (AktG) to acquire up to 25,000 treasury stock shares. Accounting for the aforementioned bonus shares, this corresponds to 50,000 individual shares. These shares are to be acquired for the (annual) issue of employee shares scheduled to take place at the end of 2011.

The repurchase of shares pursuant to this management board resolution is being undertaken in accordance with the safe harbor regulations set out in § 20a (3) of the German Securities Trading Act (WpHG) in conjunction with Regulation (EC) No. 2273/2003 of the Commission dated December 22, 2003.

The repurchase of shares began on July 8, 2011 and is limited until December 31, 2011. A total of 35,406 treasury stock shares had been acquired as of August 31, 2011.

**(8) Dividend**

As proposed by the Board of Management and Supervisory Board of HORNBACH-Baumarkt-AG, following approval by the Annual General Meeting on July 7, 2011 a dividend of € 1.00 per share was distributed to shareholders for the 2010/2011 financial year.

**(9) Financial debt**

In the first half of the previous year, the HORNBACH-Baumarkt-AG Group concluded promissory note bond agreements with a total volume of € 120 million in two tranches.

The first tranche involves two promissory note bonds with an equivalent value of € 20 million each, which were taken up in CZK and CHF respectively at the end of the first half of the 2010/2011 financial year. These promissory note bonds have floating interest rates based on the 6-month CZK PRIBOR and CHF LIBOR, plus a bank margin, and are due for repayment at the end of a five-year term. The funds serve to refinance investments made in the respective currencies.

The second tranche relates to a syndicated credit line of € 80 million to be utilized in the form of a (forward) promissory note bond with a five-year term from June 30, 2011. The funds are to be used to refinance the existing promissory note bond. Commitment interest had to be paid for the period until this promissory note bond, which is repayable upon maturity, was drawn down. Following drawdown, the promissory note bond has a floating interest rate based on the 6-month EURIBOR, plus a bank margin. The syndicated credit line was drawn down by way of the aforementioned promissory note bond on schedule as of June 30, 2011.

Customary bank covenants were agreed for the promissory note bonds. By analogy with the existing syndicated credit line, interest cover (EBITDA/gross interest expenses) of at least 2.25 and an equity ratio of at least 25% must be met on the level of the HORNBACH-Baumarkt-AG Group. Furthermore, maximum limits were also agreed, particularly in respect of financing facilities secured by land charges and the taking up of financial debt by subsidiaries of HORNBACH-Baumarkt-AG.

To secure the level of interest, congruent swaps and a forward swap were also agreed upon the conclusion of the aforementioned promissory note bond agreements. These interest swaps enable the floating interest payments based on the 6-month CZK PRIBOR, CHF LIBOR and EURIBOR rates, payable in each case on a half-yearly basis throughout the terms, to be converted into fixed interest payments. As each of these promissory note bond transactions meets the requirements for hedge accounting, changes in the value of the swaps are reported in the hedging reserve.

**(10) Contingent liabilities and other financial obligations**

These mainly involve obligations for rental, hiring, leasehold and leasing contracts for which the companies of the HORNBACH-Baumarkt-AG Group do not constitute the economic owners of the assets thereby leased pursuant to IFRS regulations (Operating Lease). These amounted to € 1,144.8 million at the end of the first half as of August 31, 2011 (February 28, 2011: € 1,179.4m).

**(11) Related party disclosures**

In addition to the subsidiaries included in the consolidated financial statements, HORNBACH-Baumarkt-AG also has direct or indirect relationships with associated companies when performing its customary business activities. These include the parent company, HORNBACH HOLDING AG, as well as its direct and indirect subsidiaries. Apart from the transactions performed in the usual course of business and reported in the annual financial statements, no major transactions were undertaken with closely related companies and persons during the first half of 2011/2012.

**(12) Segment report**

1 <sup>st</sup> Half 2011/2012 in € million 1 <sup>st</sup> Half 2010/2011 in € million	DIY stores	Real estate	Headquarters and consolidation	HORNBACH- Baumarkt-AG Group
<b>Segment sales</b>	<b>1,667.1</b>	<b>65.9</b>	<b>(65.4)</b>	<b>1,667.6</b>
	1,554.7	62.1	(61.6)	1,555.2
Sales to third parties	1,667.0	0.0	0.0	1,667.0
	1,554.7	0.0	0.0	1,554.7
Rental income from third parties	0.1	0.4	0.0	0.5
	0.0	0.5	0.0	0.5
Rental income from affiliated companies	0.0	65.4	(65.4)	0.0
	0.0	61.6	(61.6)	0.0
<b>Segment earnings (EBIT)</b>	<b>122.3</b>	<b>21.1</b>	<b>(11.2)</b>	<b>132.2</b>
	111.2	17.0	(10.7)	117.5
<b>Depreciation and amortization/write-ups</b>	<b>17.1</b>	<b>5.5</b>	<b>4.3</b>	<b>26.9</b>
	16.3	5.6	4.2	26.1
<b>EBITDA</b>	<b>139.4</b>	<b>26.6</b>	<b>(6.9)</b>	<b>159.1</b>
	127.5	22.6	(6.5)	143.6
<b>Segment assets</b>	<b>758.3</b>	<b>504.2</b>	<b>472.9</b>	<b>1,735.3</b>
	738.2	468.4	409.0	1,615.6
of which: credit balances at banks	74.0	0.0	438.5	512.5
	102.3	0.0	375.8	478.1

Reconciliation in € million	1 <sup>st</sup> Half 2011/2012	1 <sup>st</sup> Half 2010/2011
<b>Segment earnings (EBIT) before "Headquarters and consolidation"</b>	<b>143.4</b>	<b>128.2</b>
Headquarters	(11.2)	(10.7)
Net financial expenses	(13.4)	(6.1)
<b>Consolidated earnings before taxes</b>	<b>118.8</b>	<b>111.4</b>

Rounding up or down may lead to discrepancies between totals.

## RESPONSIBILITY STATEMENT

We hereby affirm that, to the best of our knowledge and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group for the remaining months of the financial year.

Bornheim, September 27, 2011

The Board of Management of HORNBAACH-Baumarkt-Aktiengesellschaft

Steffen Hornbach

Roland Pelka

Susanne Jäger

Jürgen Schröcker

Manfred Valder

# REVIEW REPORT

To Hornbach-Baumarkt-Aktiengesellschaft, Bornheim bei Landau/Pfalz

We have reviewed the condensed interim consolidated financial statements – comprising the income statement, statement of comprehensive income, balance sheet, statement of changes in equity, cash flow statement, and selected explanatory notes – and the interim group management report of Hornbach-Baumarkt-Aktiengesellschaft, Bornheim bei Landau/Pfalz, for the period from March 1 to August 31, 2011, which are part of the half-year financial report according to § 37 w WpHG [“Wertpapierhandelsgesetz”: “German Securities Trading Act”]. The preparation of the condensed interim consolidated financial statements in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, and of the interim group management report prepared in accordance with the regulations of the German Securities Trading Act applicable to interim group management reports is the responsibility of the Company’s management. Our responsibility is to issue a review report on these condensed interim consolidated financial statements and on the interim group management report based on our review.

We performed our review of the condensed interim consolidated financial statements and the interim group management report in accordance with the German generally accepted standards for the review of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Those standards require that we plan and conduct the review so that we can preclude through critical evaluation, with a certain level of assurance, that the condensed interim consolidated financial statements have not been prepared, in material aspects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, and that the interim group management report has not been prepared, in material aspects, in accordance with the regulations of the German Securities Trading Act applicable to interim group management reports. A review is limited primarily to inquiries of company employees and analytical assessments and therefore does not provide the assurance attainable in a financial statement audit. Since, in accordance with our engagement, we have not performed a financial statement audit, we cannot issue an auditor’s report.

Based on our review, no matters have come to our attention that cause us to presume that the condensed interim consolidated financial statements have not been prepared, in all material respects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU and that the interim group management report has not been prepared, in all material respects, in accordance with the regulations of the German Securities Trading Act applicable to interim group management reports.

Frankfurt am Main, September 27, 2011

KPMG AG Wirtschaftsprüfungsgesellschaft

Bertram  
Auditor

Kunisch  
Auditor

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## FINANCIAL CALENDAR 2011/2012

September 29, 2011	Half-Year Financial Report 2011/2012 as of August 31, 2011
December 22, 2011	Interim Report: 3 <sup>rd</sup> Quarter of 2011/2012 as of November 30, 2011
March 22, 2012	Trading Statement 2011/2012
May 24, 2012	Annual Results Press Conference 2011/2012 DVFA Analysts' Conference Publication of Annual Report

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### DISCLAIMER

This interim report contains forward-looking statements based on assumptions and estimates made by the Board of Management of HORNBACH. Statements referring to the future are always only valid at the time at which they are made. Although we assume that the expectations reflected in these forecast statements are realistic, the company can provide no guarantee that these expectations will also turn out to be accurate. The assumptions may involve risks and uncertainties which could result in actual results differing significantly from the forecast statements. The factors which could produce such variances include changes in the economic and business environment, particularly in respect of consumer behavior and the competitive environment in those retail markets of relevance for HORNBACH. Furthermore, they include a lack of acceptance of new sales formats or new product ranges, as well as changes to the corporate strategy. HORNBACH has no plans to update the forecast statements, neither does it accept any obligation to do so.