

Analyst Call Q1 2020/21

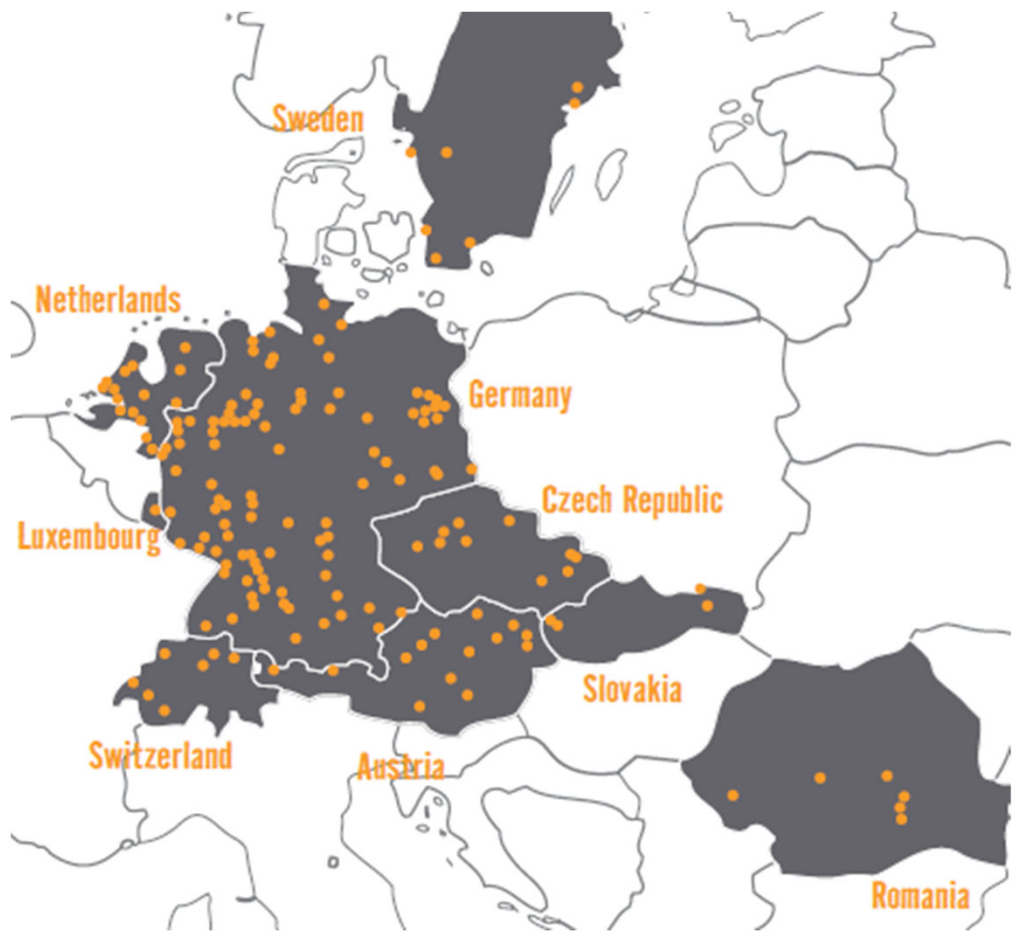
HORNBACK Group

June 26, 2020



160 DIY megastores in Europe

Status: May 31, 2020



- 160 DIY megastores in 9 countries
- Sales area of 1,89 million sqm
- Ø store size 11,800 qm

Country	Number of stores	Sales area in sqm
Germany	96	1,052,590
Luxembourg	1	12,087
Netherlands	15	192,202
Austria	14	168,867
Romania	6	87,575
Slovakia	4	58,248
Sweden	7	86,104
Switzerland	7	89,992
Czech Republic	10	140,880

+ 35 Builders merchant outlets in Germany (33) and France (2)

Impact of the coronavirus pandemic on store operations

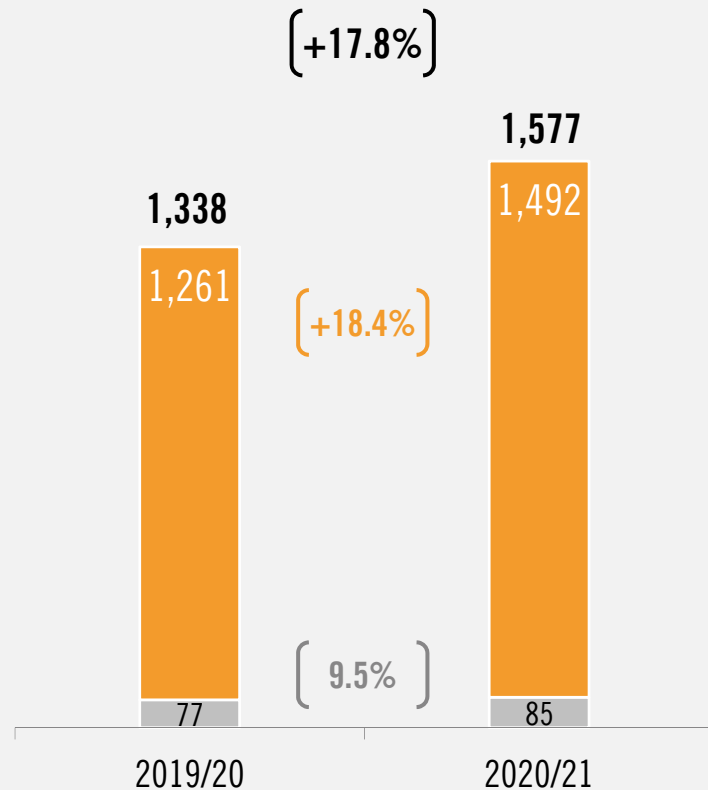
Country/Federal State	Period of closure for private customers	Number of stores	Major exemptions
Germany		96	
Bavaria	03.20. to 04.19.2020	14	Open to commercial customers; reserve and collect/delivery
Lower Saxony	03.23. to 04.03.2020	9	Open to commercial customers; reserve and collect/delivery
Saxony	03.23. to 04.20.2020	5	In some cases reserve and collect
Other Federal States in which HORNBAACH operates	No restrictions on sales	68	
Other European Countries		64	
Luxembourg	03.16. to 04.20.2020	1	Open to commercial customers
Netherlands	No restrictions on sales	15	Amended opening hours
Austria	03.16. to 04.14.2020	14	In some cases reserve and collect /delivery
Romania	No restrictions on sales	6	Strict limits on customer totals
Sweden	No restrictions on sales	7	
Switzerland	03.17. to 04.27.2020	7	Open to commercial customers; in some cases reserve and collect /delivery
Slovakia	03.14. to 05.05.2020	4	Reserve and collect/delivery
Czech Republic	03.14. to 04.09.2020	10	Open to commercial customers; reserve and collect/delivery
Group		160	

- **96 DIY stores remained open for all customers**
- **All online shops remained open**

Sales growth in Q1 2020/21

Net sales in Q1

in € million











■ HORNBAACH Baumarkt AG

■ HORNBAACH Baustoff Union

Like-for-like sales growth*

in % - HORNBAACH Baumarkt subgroup

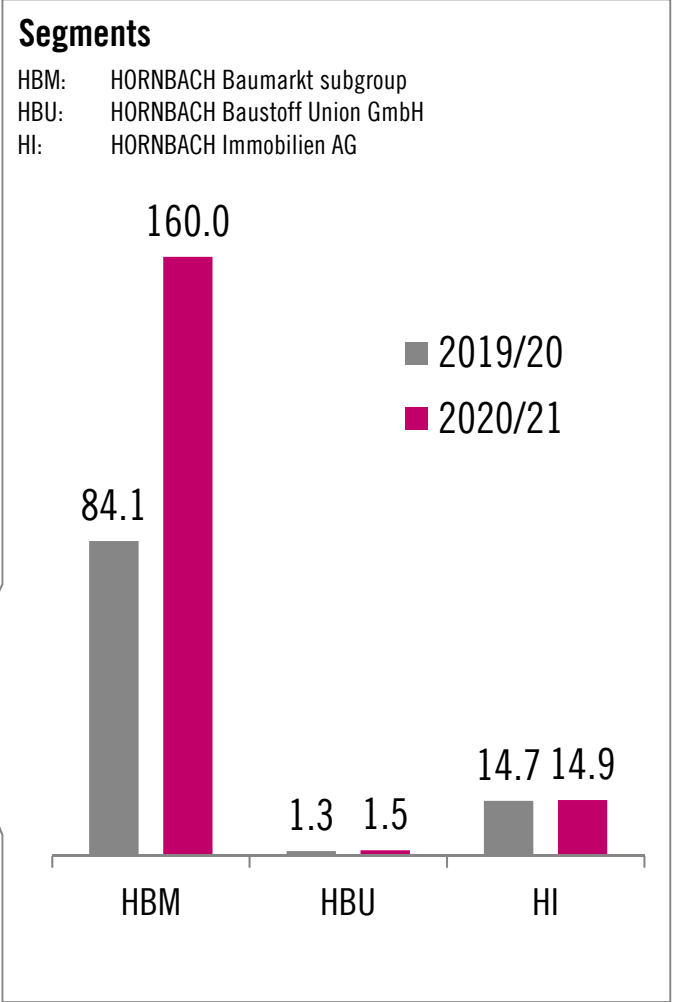
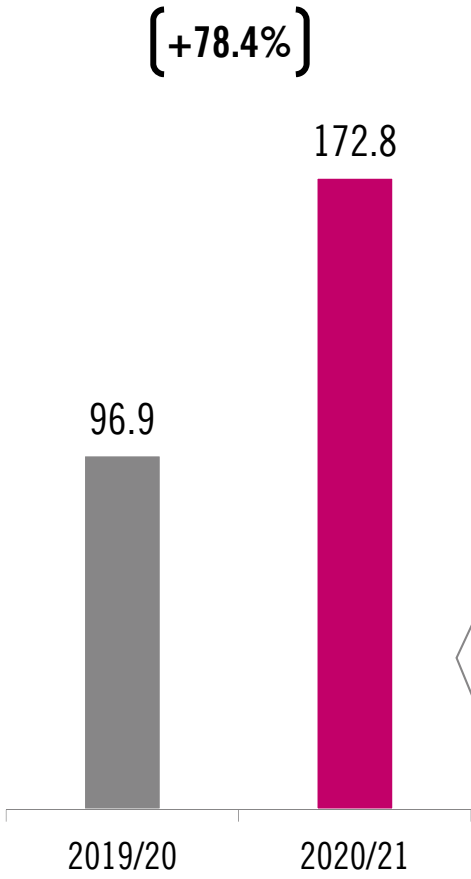
	Q 1 2019/20	FY 2019/20	Q 1 2020/21
Total	7.8	7.7	17.5
Germany	6.9	6.5	24.4
International	8.7	8.9	10.3
 Austria	3.8	3.5	7.6
 Czech Republic	11.9	9.6	7.4
 Luxembourg	6.1	6.5	17.3
 Netherlands	10.5	13.3	22.1
 Romania	18.1	13.9	17.9
 Slovakia	10.9	9.9	-26.5
 Sweden	15.1	12.9	22.4
 Switzerland	0.9	2.8	-0.6

* in constant currencies

Operating earnings before interest and taxes (EBIT) – Adjusted EBIT

HORNBACH Group

Adjusted EBIT in € million



Reconciliation

	Q1 2019/20	Q1 2020/21
EBIT	96.9	173.4
Non-operating earning items	0	0.6
Adjusted EBIT*	96.9	172.8

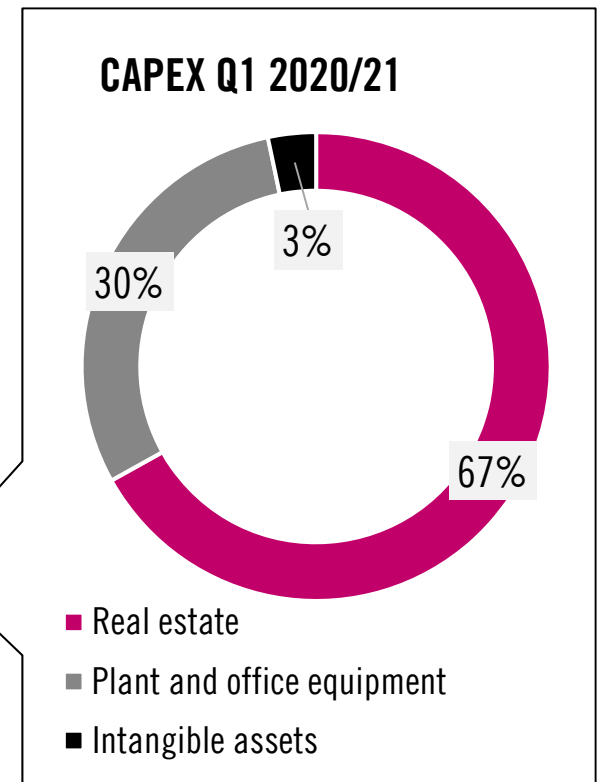
*adjusted to exclude non-operating earnings items, e.g. impairment losses on assets, income from disposals of properties, income from write-ups of assets impaired in previous years

Rounding differences

Cash flow and investments – 1st quarter

HORNBACH Group

	Q1 2019/20	Q1 2020/21
Cash flow from operating activities	142.6	386.6
<i>of which: funds from operations*</i>	<i>109.3</i>	<i>170.2</i>
<i>of which: change in working capital</i>	<i>33.3</i>	<i>216.3</i>
Cash flow from investing activities	-68.3	-24.7
<i>of which: investments in fixed assets</i>	<i>-47.1</i>	<i>-26.3</i>
<i>of which: short-term financial investments</i>	<i>-20.0</i>	<i>0</i>
Cash flow from financing activities	-19.6	-24.6
<i>of which: repayment of lease liabilities (IFRS 16)</i>	<i>-21.1</i>	<i>-20.9</i>
Cash-effective change in cash and cash equivalents	54.7	337.4



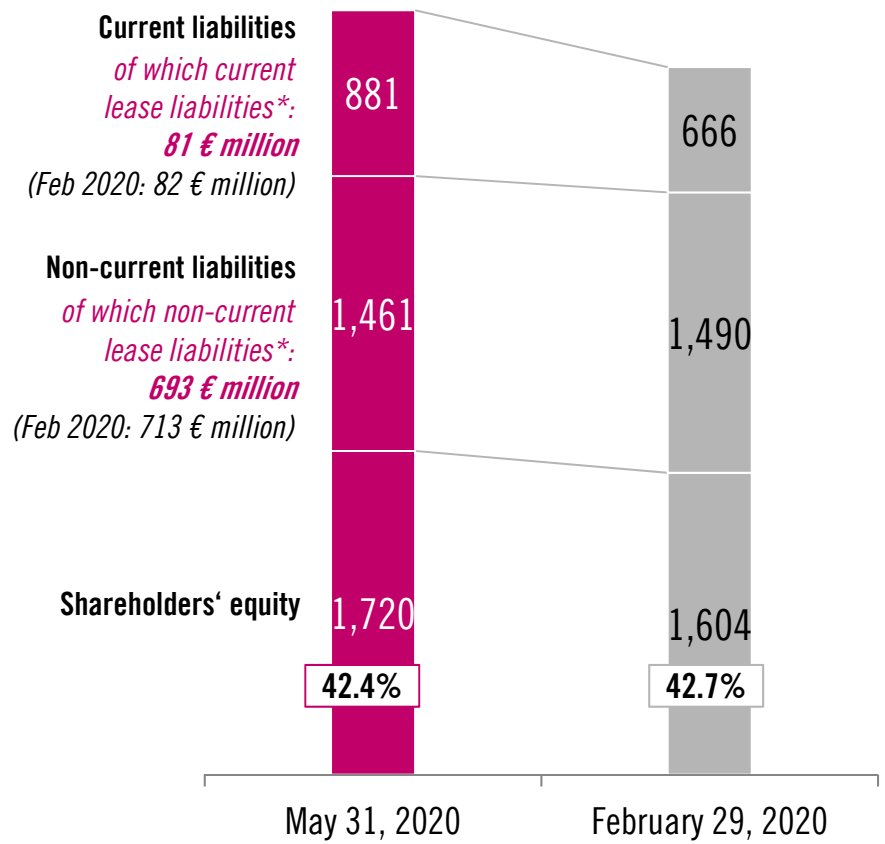
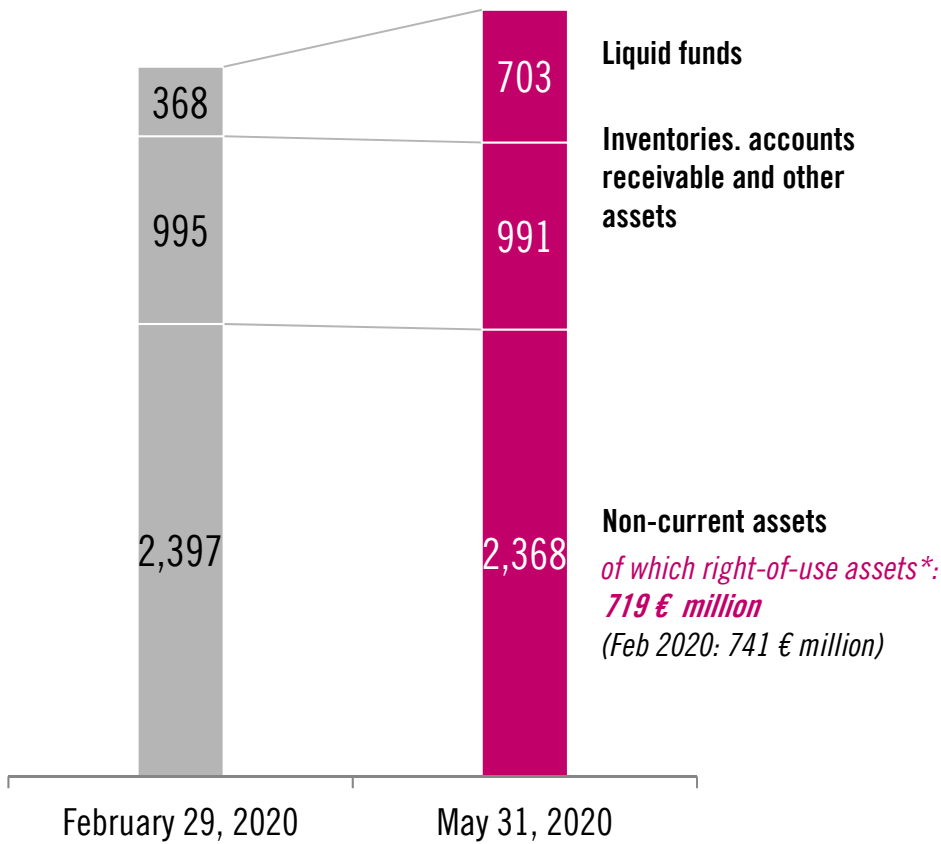
*incl. D&A of rights of use of leased objects (IFRS 16)

Group Balance Sheet Structure (€ million)

HORNBACH Group

3,760	4,062	Total Assets
--------------	--------------	--------------

Total Equity and liabilities	4,062	3,760
------------------------------	--------------	--------------



*IFRS 16 leasing standard

Rounding differences

New Store Openings and Outlook 2020/21

HORNBACH Baumarkt Subgroup: DIY megastores



+ Opening of 2 stores with a new sales concept in Germany (Berlin, Cologne) planned in Q4

HORNBACH Group

HORNBACH Baumarkt Subgroup

Sales 2020/21 Initial forecast: Sales to increase in a medium single-digit percentage range
Incl. Corona effects: On previous year's level

Sales 2019/20 4,729 € million 4,428 € million

Adjusted EBIT 2020/21 Initial forecast: On previous year's level
Incl. Corona effects: Slightly below previous year's level

Adjusted EBIT 2019/20 227 € million 182 € million

Capex 2020/21 155 – 175 € million 150 – 170 € million

Capex 2019/20 131 € million 97 € million

Financial Calendar

July 9/10, 2020

Annual General Meeting of HORNBAACH Baumarkt AG and HORNBAACH Holding AG & Co. KGaA (**virtual meeting**)

September 29, 2020

Half-Year Financial Report 2020/21 as of August 31, 2020
DVFA Analyst Conference of HORNBAACH Holding AG & Co. KGaA

December 22, 2020

Financial Update 3rd Quarter of 2020/21 as of November 30, 2020

DISCLAIMER

This presentation is to be read in the context of the audited financial data of the HORNBAACH Holding Group and the disclosures made in the notes to the consolidated financial statements contained in the annual report. It contains statements relating to the future based on assumptions and estimates made by HORNBAACH's Board of Management. Forward-looking statements are 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 turn out to be accurate. The assumptions may involve risks and uncertainties which could result in actual events differing significantly from the forecast statements. Such factors include those discussed in the "Risk Report" and "Outlook" of the annual report. We do not assume any obligation to update the forward-looking statements contained in this presentation.

Analyst Call Q1 2020/21

HORNBACK Group

June 26, 2020

