



**Analyst Call Q1 2021/22**

**HORNBACK Group**

June 25, 2021

# Q1 2021/22: Adjusted full year 2021/22 guidance

## Sales continue to grow versus 2020/21

- Net sales **plus 6.4%** to **€ 1,678 million** (PY: € 1,577 million)
- Like-for-like sales **plus 4.3%** (Germany: minus 0.1%; International: plus 9.5%)

## Profitability slightly below previous year but significantly above pre-Covid years

- Adj. EBIT **minus 2.2%** to **€ 169.1 million** (PY: € 172.8 million)
- Adj. EBIT margin at 10.1% (PY: 11.0%)
- Earnings per share at **€ 5.83** (PY: € 6.06)

## Well positioned as demand continues to shift to online channels

- Online sales (incl. Click & Collect) rose to more than **€ 1 billion** on a rolling 12-months basis
- Share of HORNBAACH Baumarkt Group sales at **24%** in Q1

## Adjusted group guidance for the financial year 2021/22

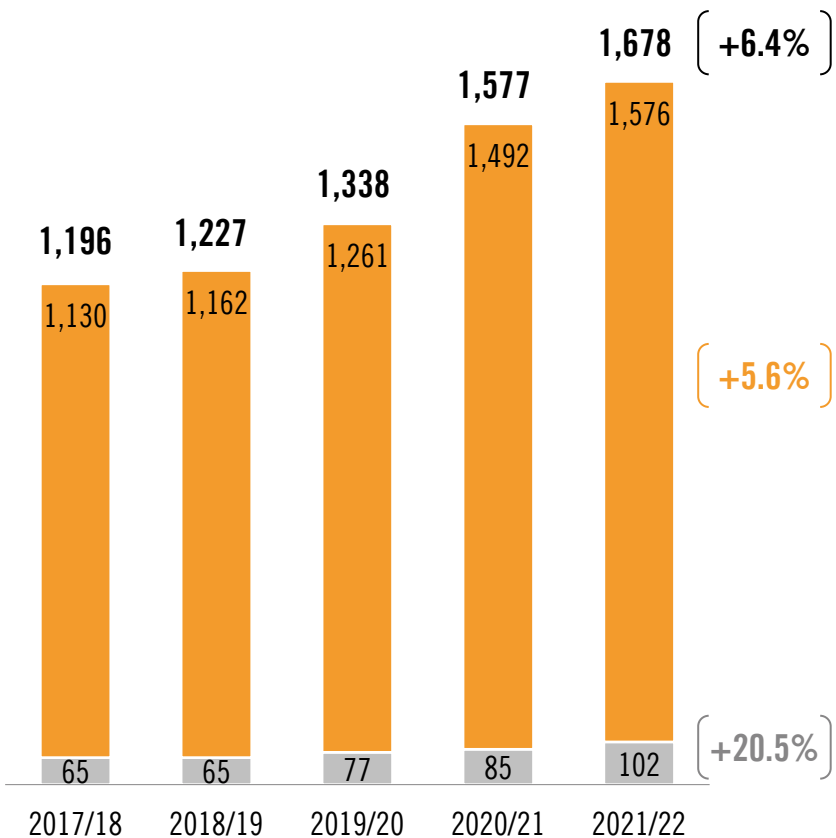
- Sales slightly above previous year (**plus 1% to 5%**)
- Adjusted EBIT between **€ 290 million and € 326 million**
- Adjusted EBIT margin between **5.3% and 5.7%**



# Strong sales above previous year's record

## Net sales in Q1 (Mar 1 to May 31)

in € million



■ HORNBAACH Baustoff Union ■ HORNBAACH Baumarkt AG

## Like-for-like sales growth<sup>1)</sup>

in % - HORNBAACH Baumarkt subgroup

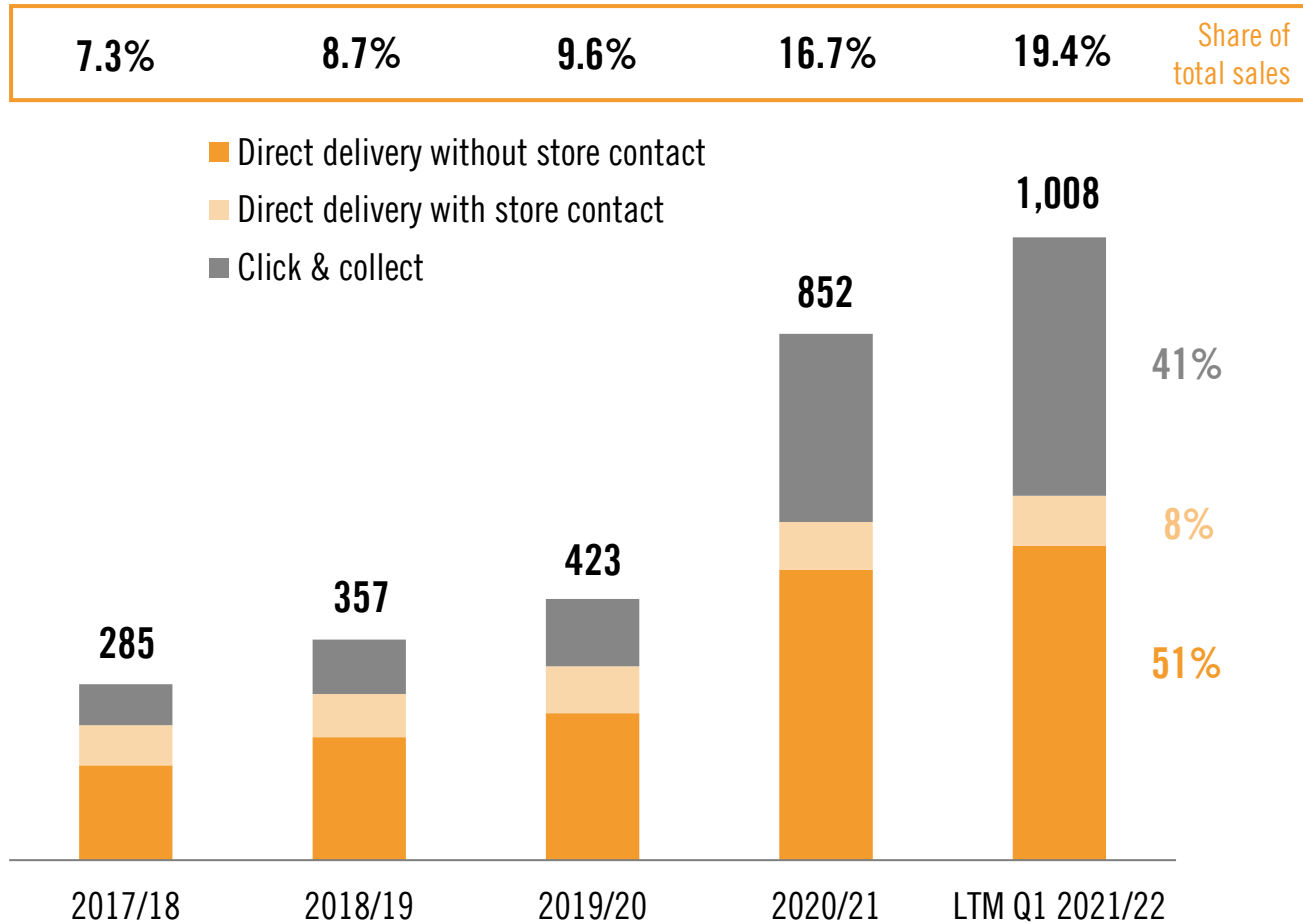
	Q1 2020/21	FY 2020/21	Q1 2021/22
<b>Total</b>	<b>17.5</b>	<b>14.7</b>	<b>4.3</b>
∅ Open to private customers <sup>2)</sup>	87%	79%	51%
<b>Germany</b>	<b>24.4</b>	<b>18.6</b>	<b>(0.1)</b>
∅ Open to private customers <sup>2)</sup>	92%	77%	40%
<b>International</b>	<b>10.3</b>	<b>10.8</b>	<b>9.5</b>
∅ Open to private customers <sup>2)</sup>	79%	80%	67%
Austria	7.6	12.6	20.4
Czech Republic	7.4	(0.4)	(3.9)
Luxembourg	17.3	32.8	42.0
Netherlands	22.1	9.2	(11.7)
Romania	17.9	20.5	11.2
Slovakia	(26.5)	(6.5)	50.9
Sweden	22.4	22.2	11.1
Switzerland	(0.6)	14.2	33.4

- 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  
 2) Share of HORNBAACH stores open to all customers without significant sales restrictions during the reporting period

# Continue to benefit from rising e-commerce trend

## HORNBACH Baumarkt Subgroup

Net sales (€ million) from online channels



### Q1 2021/22

(Mar 1 – May 31, 2021)

- All online sales **+71%**
- thereof Click & Collect **+192%**
- Online share of total sales (incl. Click & Collect): **24.0%** (PY: 14.6%)

41%  
8%  
51%

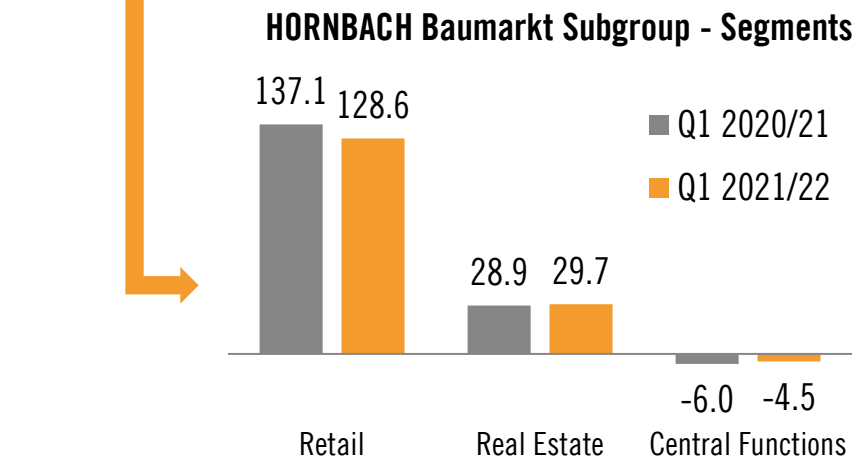
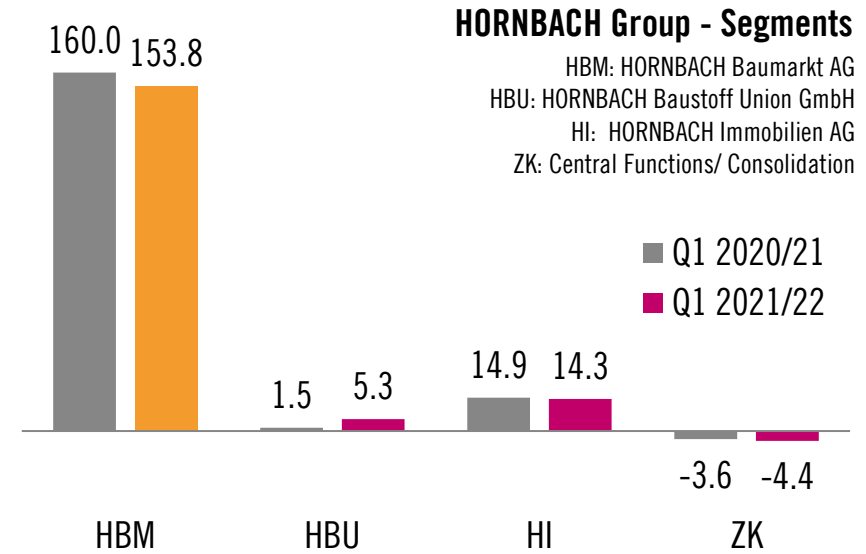
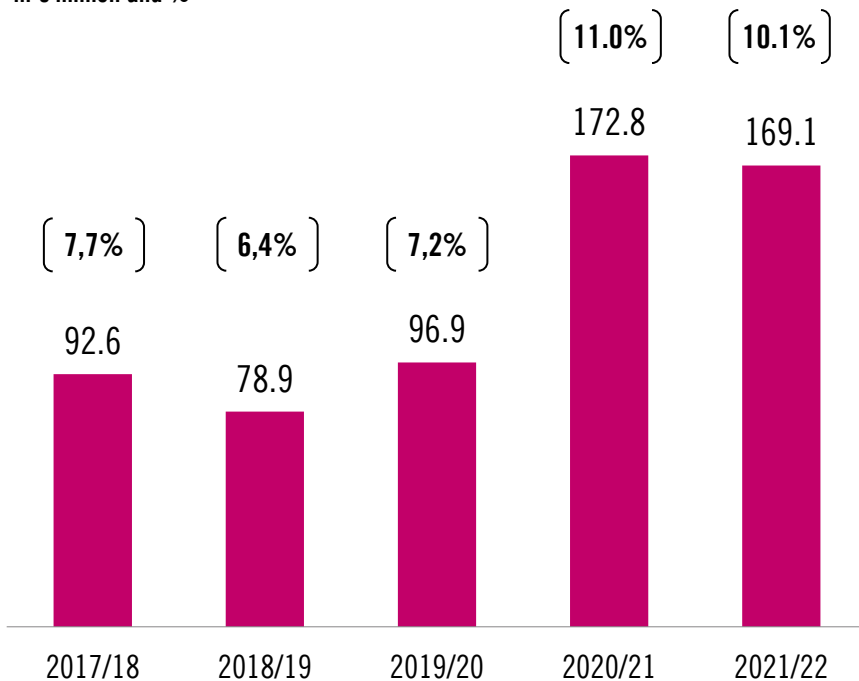
# Adjusted EBIT remains high and significantly above pre-Covid levels

## HORNBACH Group

Reconciliation	Q1 2019/20	Q1 2020/21
<b>EBIT (€ million)</b>	<b>173.4</b>	<b>169.1</b>
Non-operating items	0.6	-
<b>Adjusted EBIT* (€ million)</b>	<b>172.8</b>	<b>169.1</b>

### Adj. EBIT\* and adj. EBIT margin in Q1

in € million and %



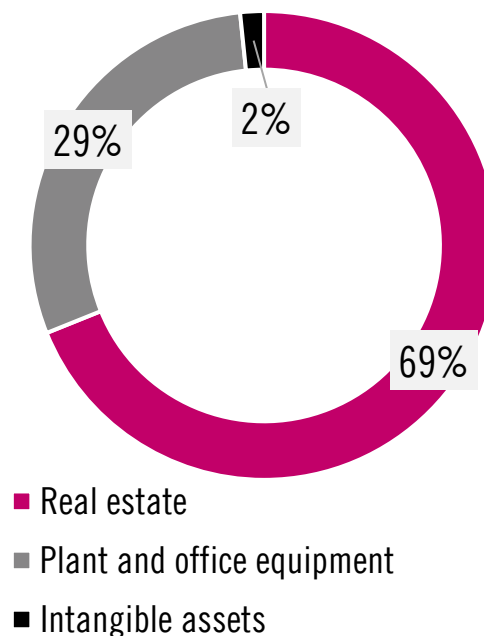
\*adjusted to exclude non-operating earnings items, e.g. impairment losses on assets, income from disposals of properties, income from write-ups of assets impaired in previous years

# Cash flow and investments

HORNBACH Group

	Q1 2020/21	Q1 2021/22
<b>Cash flow from operating activities</b>	<b>386.6</b>	<b>238.3</b>
<i>of which: funds from operations</i>	170.2	170.5
<i>of which: change in working capital</i>	216.3	67.8
<b>Cash flow from investing activities</b>	<b>-24.7</b>	<b>-54.4</b>
<i>of which: CAPEX Hornbach Group</i>	-27.1	-55.1
<i>of which: CAPEX Hornbach Baumarkt</i>	-23.1	-53.0
<b>Cash flow from financing activities</b>	<b>-24.6</b>	<b>-21.3</b>
<i>of which: repayment of lease liabilities (IFRS 16)</i>	-20.9	-22.8
<b>Cash-effective change in cash and cash equivalents</b>	<b>337.4</b>	<b>162.6</b>
<b>Free cashflow</b>	<b>361.9</b>	<b>183.9</b>

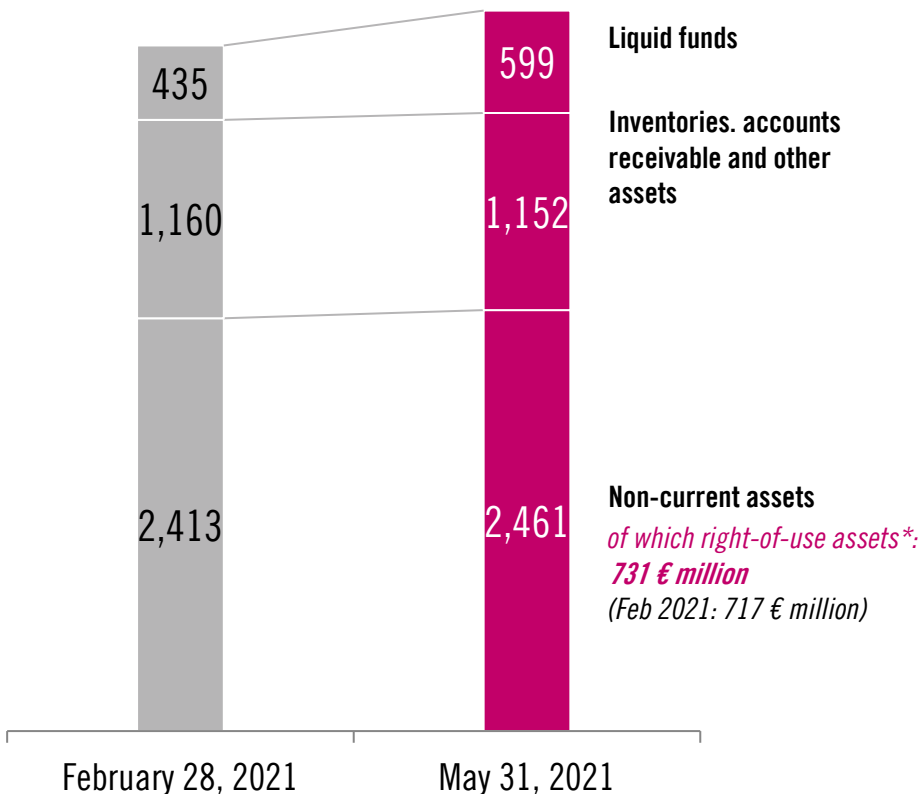
CAPEX Q1 2021/22



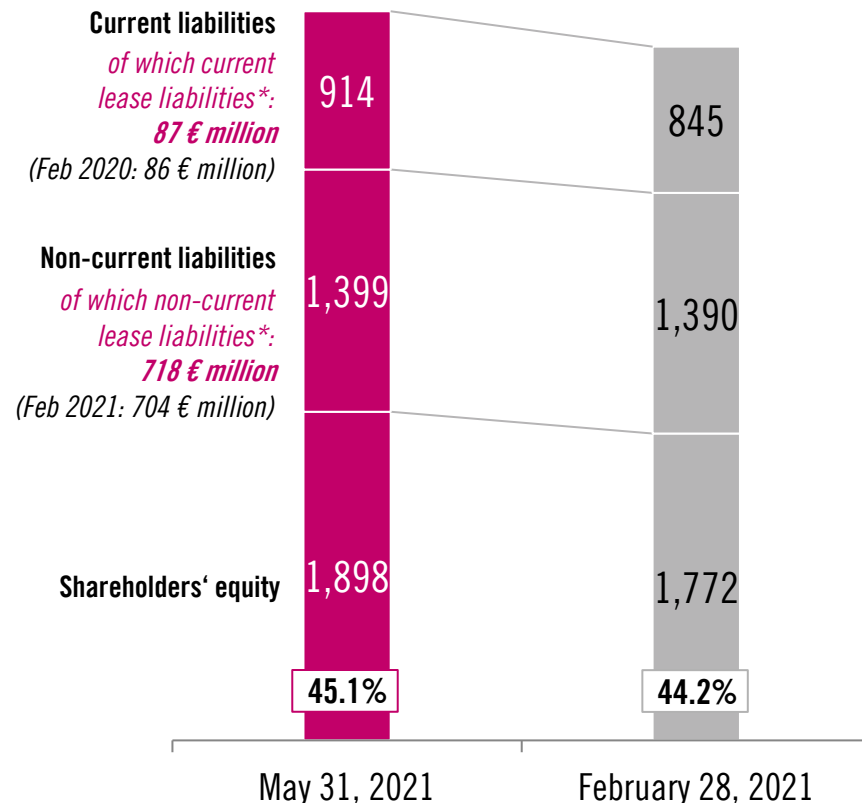
# Balance sheet further strengthened (€ million)

HORNBACH Group

4,008	4,211	Total Assets
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Total Equity and liabilities	4,211	4,008
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\*IFRS 16 leases standard

Net financial debt (excl. lease liabilities)	136.8	294.8
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# Operational and financial outlook FY 2021/22

## Financial outlook

	<b>HORNBACK Group</b>	<b>HORNBACK Baumarkt</b>
<b>Sales 2021/22</b>	<b>Plus 1% to 5%</b> (before: ~previous year's level)	
Sales 2020/21	€ 5.456 million	€ 5.117 million
<b>Adjusted EBIT 2021/22</b>	<b>€ 290 million to € 326 million</b>	<b>€ 240 million to € 278 million</b>
	(before: below previous year's level, but significantly above FY 2019/20)	
Adjusted EBIT 2020/21	€ 326 million	€ 279 million
<b>CAPEX 2021/22</b>	<b>Above previous year's level</b>	
CAPEX 2020/21	€ 154 million	€ 140 million

## HORNBACK Baumarkt Subgroup: 5 store openings planned





# Key Investment Highlights

## Business model supported by positive COVID impact and structural trends

- Increased focus on the home („cocooning“)
- More working from home
- Relocation / rural-urban migration
- Accelerated multichannel adoption
- Need for renovations: Energy efficiency, barrier-free homes

## Competitive advantages

- Organically grown homogeneous store network in 9 European countries (60% ownership)
- Strong corporate culture
- Flexible supply chain
- Unified ERP platform
- High share of commercial customers

## Strong operational track record

- Continuous successful expansion in Europe
- Consistent outperformance of competition across key regions
- Market leader in multichannel DIY retailing in Germany with over € 1 billion e-commerce sales (LTM as of May 31, 2021)
- Successful private labels (~25% share of total sales)

# Financial Calendar

<b>June 25, 2021</b>	Financial Update Q1 as of May 31, 2021
<b>July 7/8, 2021</b>	Annual General Meetings of HORNBACH Baumarkt AG and HORNBACH Holding AG & Co. KGaA
<b>September 30, 2021</b>	Half-Year Financial Report as of August 31, 2021 DVFA Analyst Conference of HORNBACH Holding AG & Co. KGaA
<b>December 22, 2021</b>	Financial Update Q3 as of November 30, 2021

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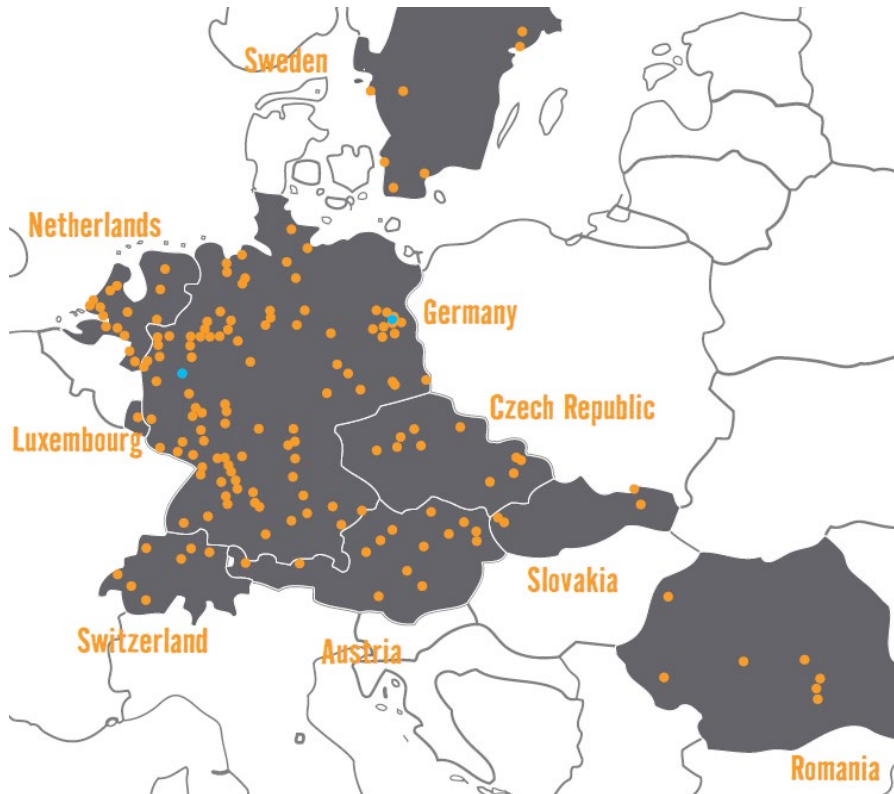
## DISCLAIMER

This presentation is to be read in the context of the audited financial data of the HORNBACH 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 HORNBACH'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.

# European store network

Status: May 31, 2021

- 161 „HORNBACH“ DIY megastores in 9 countries
- 2 BODENHAUS specialist retail stores in Germany



Country	Number of stores	Sales area in sqm (BHB)
Austria	14	168,867
Czech Republic	10	142,236
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
<b>Total</b>	<b>163</b>	<b>1,920,674</b>

✚ **HORNBACH Baustoff Union: 36 Builders merchant outlets in Germany (34) and France (2)**