

Update Call Q1 2024/25

HORNBACH Holding AG & Co. KGaA

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Earnings significantly improved vs previous year – FY outlook confirmed

Earnings significantly increased due to gross margin improvement and successful cost management

- Q1 2024/25 adj. EBIT at € 146.4m (+33.8%)
- Gross margin rose to 35.4% from 33.6%

Q1 sales positively affected by more favorable weather conditions counterbalancing effects of the ongoing challenging consumer environment

- Q1 2024/25 Group net sales increased by 1.8% to € 1,805.7m
- HORNBACH Baumarkt net sales up by 2.6% – strong seasonal sales in March and April

FY outlook 2024/25 given on May 22, 2024, confirmed

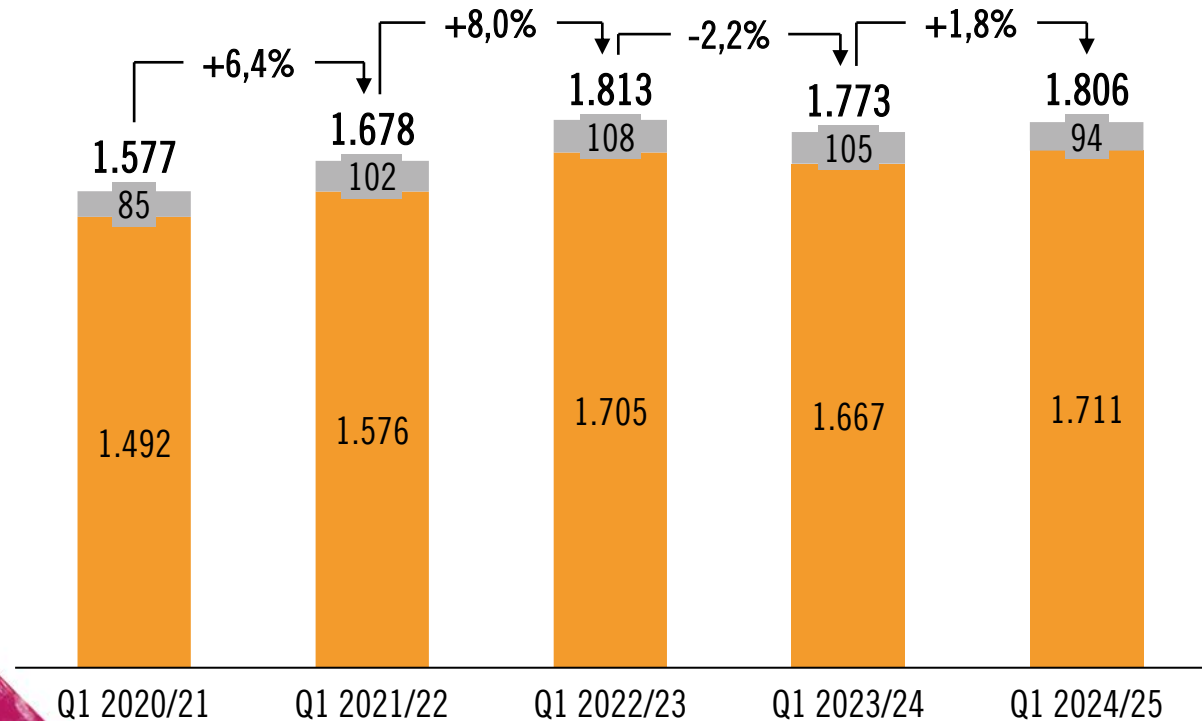
- Sales: slightly above previous year's level (€ 6,161m)
- Adjusted EBIT: at or slightly above FY 2023/24 (€ 254.2m)



Net sales in Q1 2024/25 increase by 1.8% driven by HORNBACH Baumarkt

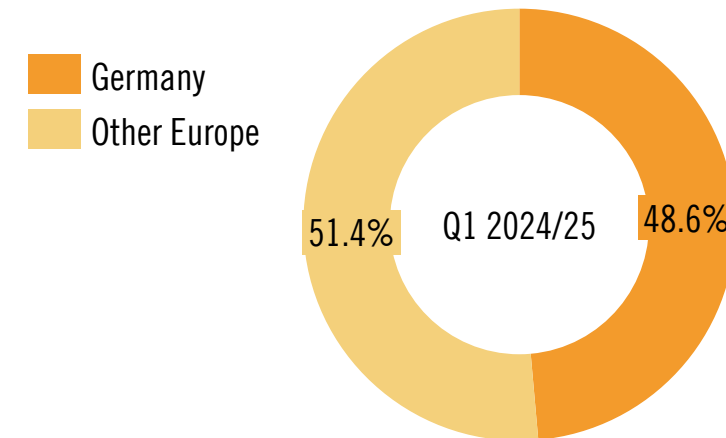
Q1 net sales (Mar 1 – May 31)

- HORNBACH Baustoff Union
- HORNBACH Baumarkt AG



- **HORNBACH Baumarkt** subgroup: +2.6%
 - Germany: +2.8%; Other Europe: +2.4%
- **HORNBACH Baustoff** subgroup: -9.2%

Geographic sales split HORNBACH Baumarkt



Like-for-like sales slightly increased in most countries

- Demand benefitted from better **weather conditions** in March and April in most countries across Europe
- Group-wide on average **0.6 business days less** than in previous year's first quarter

Like-for-like sales growth¹⁾ per quarter and financial year in %

	Q1 2023/24	Q2 2023/24	Q3 2023/24	Q4 2023/24	FY 2023/24	Q1 2024/25
Total	(3.2)	1.0	(4.3)	(1.3)	(2.0)	2.5
Germany	(5.7)	0.3	(5.0)	(1.6)	(3.1)	2.9
Other Europe	(0.8)	1.6	(3.6)	(1.1)	(0.9)	2.1
Austria	(6.6)	(3.5)	(9.0)	(4.4)	(6.0)	3.0
Czechia	(3.2)	(1.2)	(5.6)	(3.1)	(3.3)	3.4
Luxembourg	0.6	7.7	(1.0)	(5.3)	0.8	(2.3)
Netherlands	7.7	7.5	(0.3)	1.3	4.2	1.8
Romania	(2.2)	(0.9)	(3.5)	1.9	(1.4)	3.9
Slovakia	(0.4)	1.3	(5.2)	(1.0)	(1.3)	2.7
Sweden	(7.1)	(0.7)	0.5	0.7	(2.2)	3.9
Switzerland	(2.3)	1.6	(3.9)	(3.0)	(1.8)	(0.7)

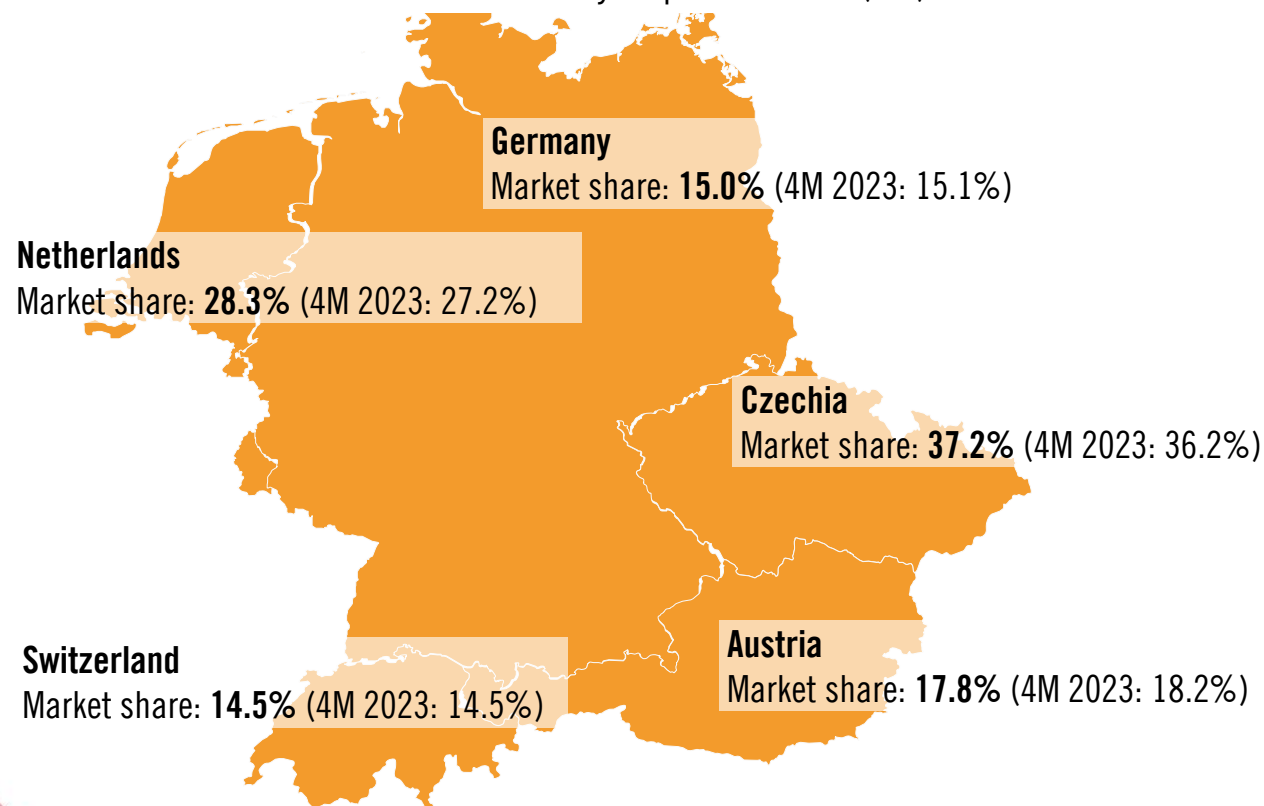
1) Lfl = Like-for-like, in constant currencies; includes sales from all stores that have been open for at least one year as well as sales from online shop

Market share YTD: Jan – Apr 2024 in %

HORNBACH Baumarkt – Stable market share development

Market share 2024 year-to-date in key countries

Market share of HORNBACH Baumarkt January – April 2024 in % (GfK)



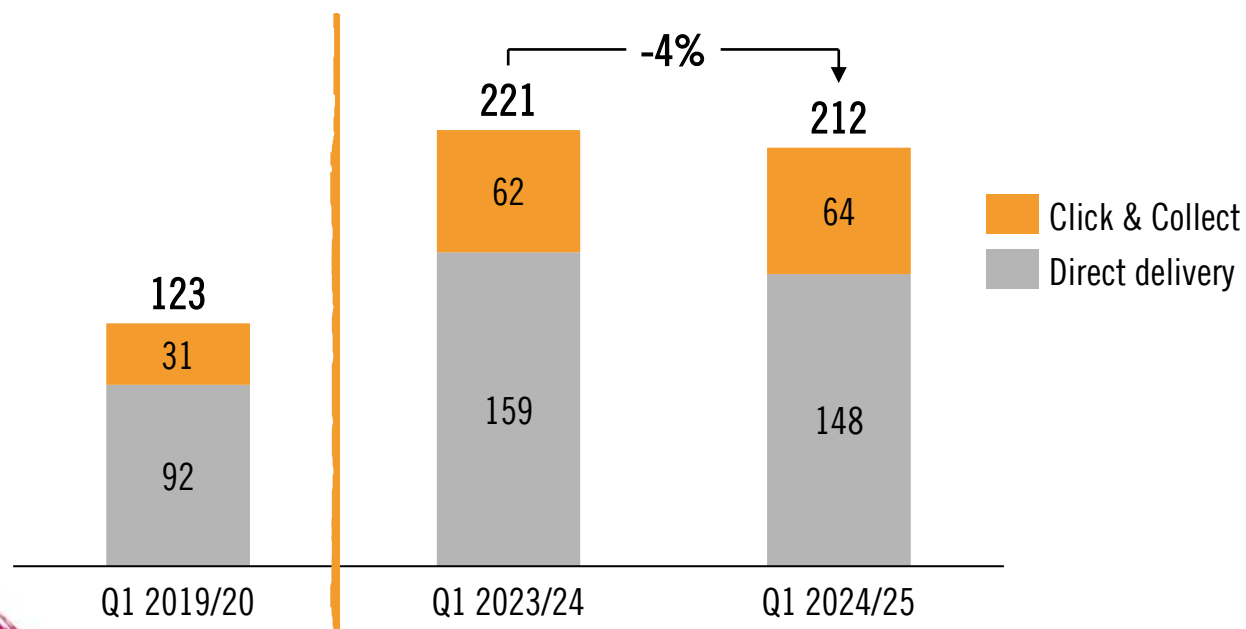
- HORNBACH has a **clear focus on growing its market share** (GfK) in a highly competitive environment
- The **Netherlands** gain +1.1 ppt based on successful expansion and increasing same store sales
- **Czechia** gains +1.0 ppt outperforming the market in sales of gardening supplies and plants
- Market share in **Germany** stable on a high level at **15.0%**

Source: GfK DIY-TSR (Large DIY stores > 1,000 sqm), no data for Luxemburg, Romania, Slovakia, Sweden

E-commerce share remains well above pre-Covid levels

E-Commerce share of net sales:

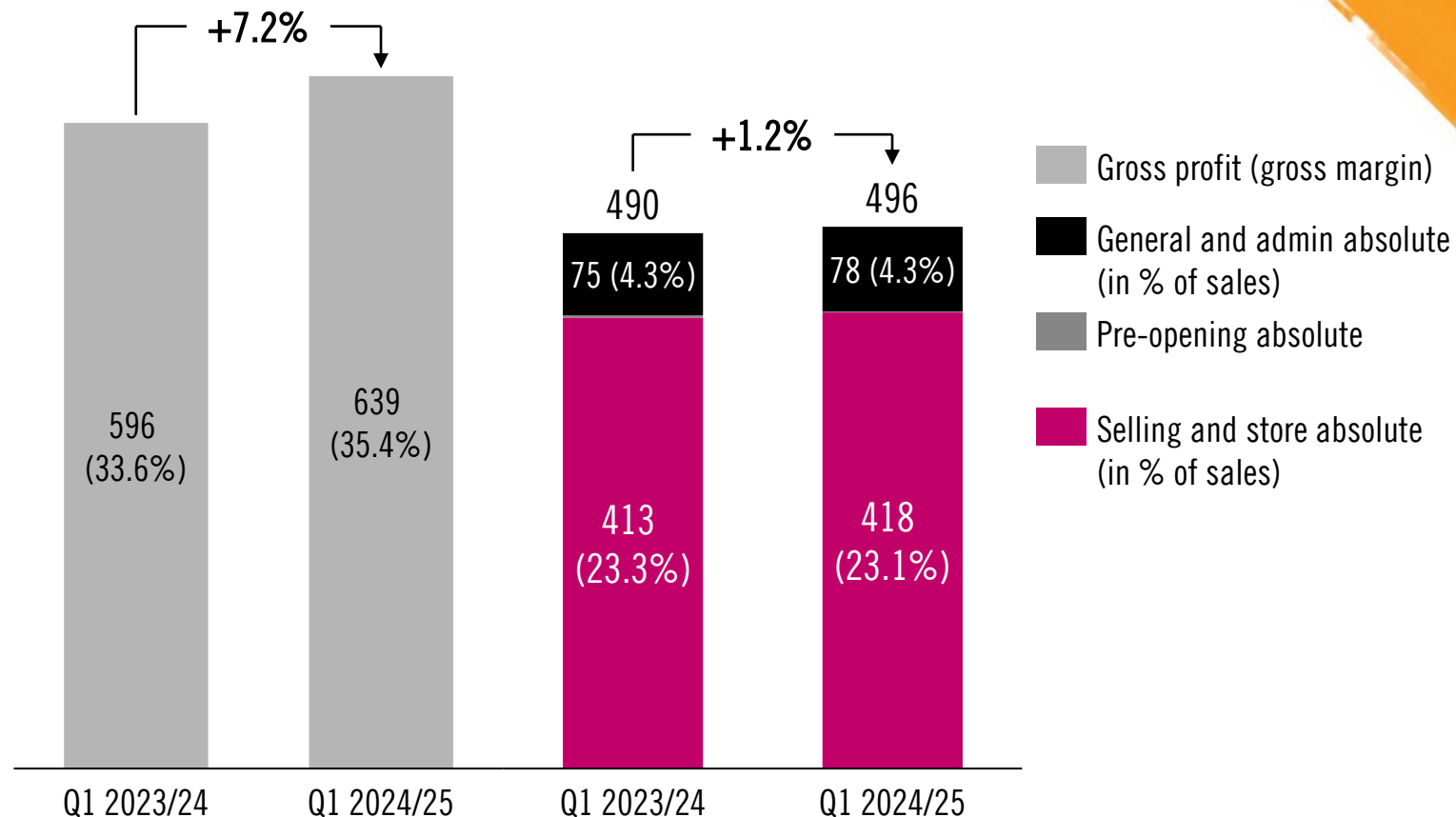
9.7%	13.3%	12.4%
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- **E-commerce share of HORNBACH Baumarkt sales** (incl. Click & Collect) of **12.4%** in Q1 2024/25
- **Direct delivery** and **Click & Collect** are established sales channels in DIY and DIFM and remain well above pre-pandemic levels
- HORNBACH has been once again elected **best DIY webshop** in the Netherlands and Austria in Q1 2024/25

Gross margin significantly up from last quarter – cost structure further improved

- **Gross margin improved significantly to 35.4%** reflecting more favorable commodity prices and stronger product mix – **gross profit up by 7.2%**
- **Selling and store expenses** in % of sales decreased, lower store operating costs overcompensate increased wages
- **General and administration expenses** in % of sales stable, lower general costs offset increased wages and investments in IT headcount



Adjusted EBIT¹⁾ in € million and adjusted EBIT margin in %

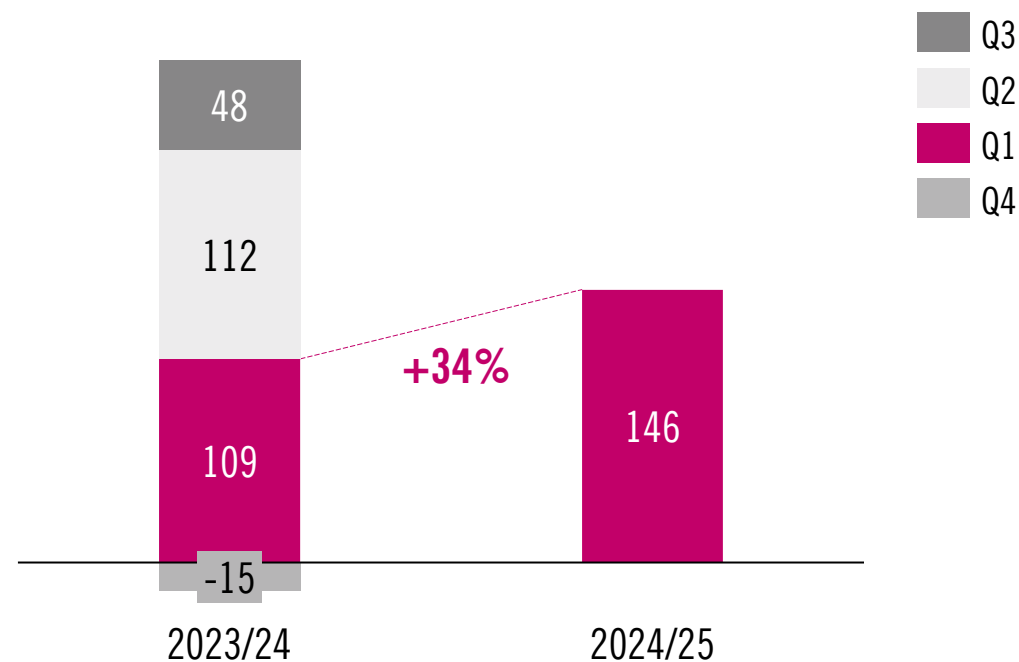
Adjusted EBIT substantially increased by 34%

- **Group adjusted EBIT** significantly increased due to improved gross profit (+7.2%) and cost discipline
- No adjustments in Q1 2024/25

Reconciliation (in €m)	Q1 2023/24	Q1 2024/25
EBIT	109.9	146.4
Non-operating effects	0.4	0.0
Adjusted EBIT	109.4	146.4

Adjusted EBIT and adjusted EBIT margin Q1:

6.2%	8.1%
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1) 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

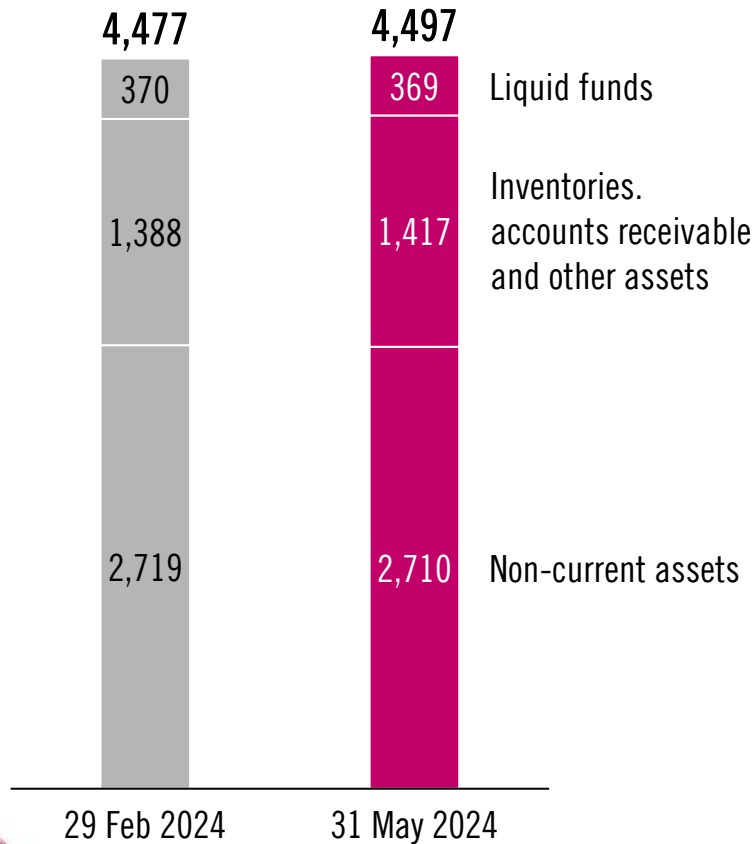
Free cash flow reflects successful Q1 2024/25 spring season

	Q1 2023/24	Q1 2024/25
Cash flow from operating activities	30.6	58.3
<i>of which: change in working capital</i>	<i>-98.5</i>	<i>-100.6</i>
Cash flow from investing activities	-48.3	-15.2
<i>of which: gross CAPEX</i>	<i>-51.1</i>	<i>-23.4</i>
Cash flow from financing activities	-51.2	-43.7
Cash-effective change in cash and cash equivalents	-68.9	-0.7
Free cash flow (after net CAPEX)	-17.7	43.0

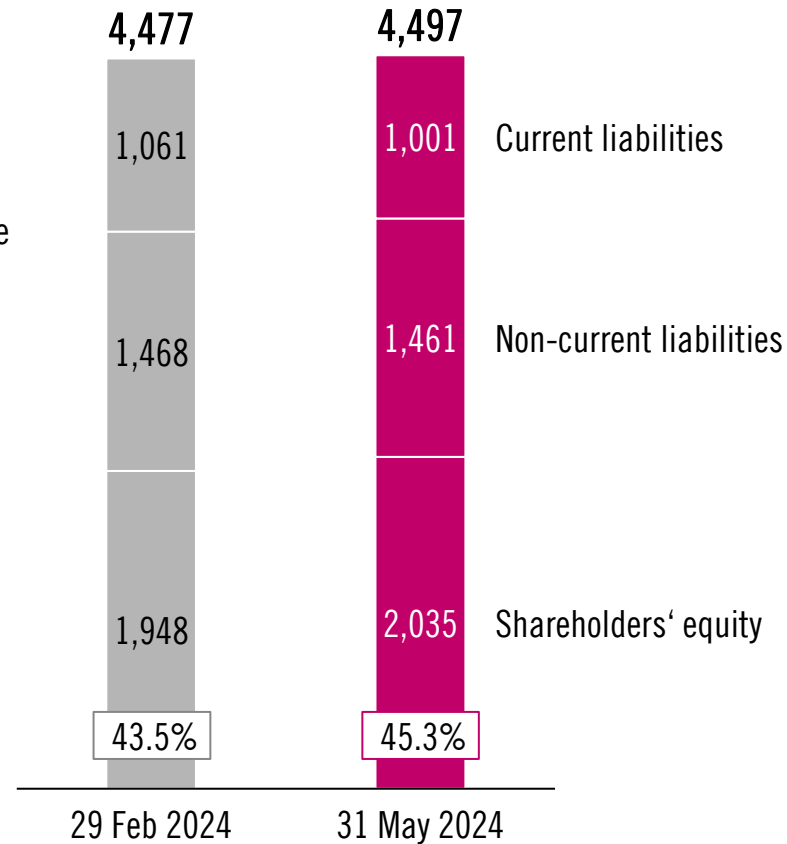
- **Change in working capital** predominantly reflects planned reduction of short-term liabilities
- **CAPEX** spent on acquisition of land and construction of new stores (29%), store conversions and equipment (59%), software (13%).

Strong balance sheet structure

Assets



Equity & Liabilities



- **Inventories** stabilized on lower level after successful inventory reductions in 2023/24
- **Financial debt** on the same level as of February 2024
- Strong **equity ratio** at 45.3%

Pursuing long-term opportunities while navigating current challenges



- **Further improve efficiency** by actively managing costs and inventory
- Sustain **price leadership** and remain a reliable partner to our customers
- Continue to invest in our ICR strategy and the digitalization of our business to **maintain strong market positions**
- **Advance our ESG priorities and objectives** within our own operations, supply chain and product offering
- **Maintain a strong balance sheet** and **reliable dividend**

We are confident in our business model and ability to grow market shares as we remain well positioned to navigate the complex macroeconomic environment and have the financial strength to continue to invest strategically.

Q & A



Upcoming events & IR contact

Financial Calendar

June 26, 2024	Rothschild Roadshow, Frankfurt
July 5, 2024	Annual General Meeting, Landau (Palatinate)
September 2, 2024	German Fall Conference (Equity Forum), Frankfurt
September 3, 2024	ODDO BHF / Commerzbank Corporate Conference, Frankfurt
September 18, 2023	Berenberg & Goldman Sachs German Corporate Conference, Munich
September 25, 2024	Half-year Financial Report as of August 31, 2024
September 25, 2024	Baader Investment Conference, Munich
December 20, 2024	Quarterly Statement Q3 2024/25 as of November 30, 2024

Updates on our [IR website](#)

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