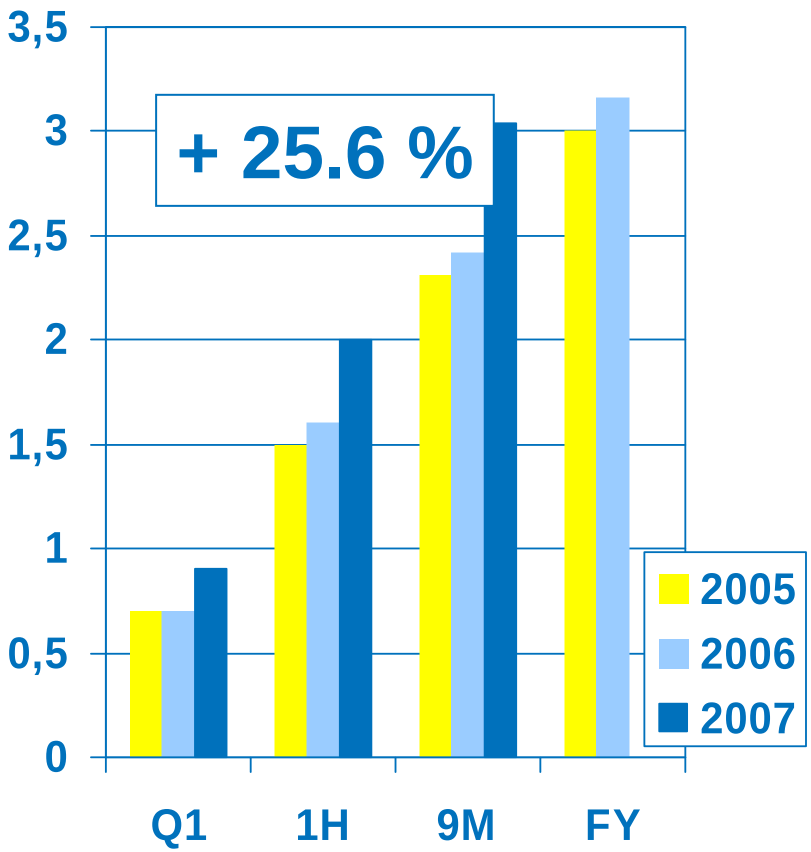
Q3 / 9M 2007 –
Presentation of results

Kirkel, October 24, 2007

Group: Strong growth continued

Net sales group, cumulative, € bn



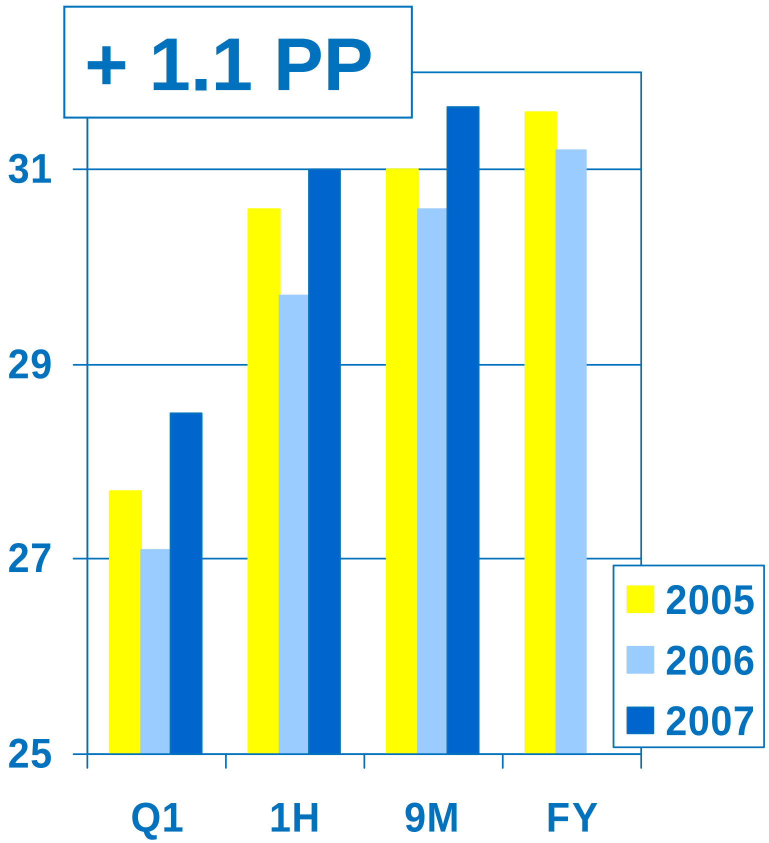
- Q3 sales growth: plus 27.1 % (€ 1,036.5 m)
- Q3 sales growth Praktiker stand alone: plus 5.2 %

- 9M sales growth: 25.6 % (€ 3,041.5 m)
- Max Bahr contribution: € 525.1 m
- Praktiker contribution: € 2,516.4 m

- 9M sales growth Praktiker stand alone:
  - Absolute: 3.9 %
  - Like-for-like: 1.9 %

Gross margin improved further

Gross margin, cumulative



- Q3 gross profit: up 29.3 % to € 340.6 m
- Q3 gross margin: Increase of 0.6 PP to 32.9 %

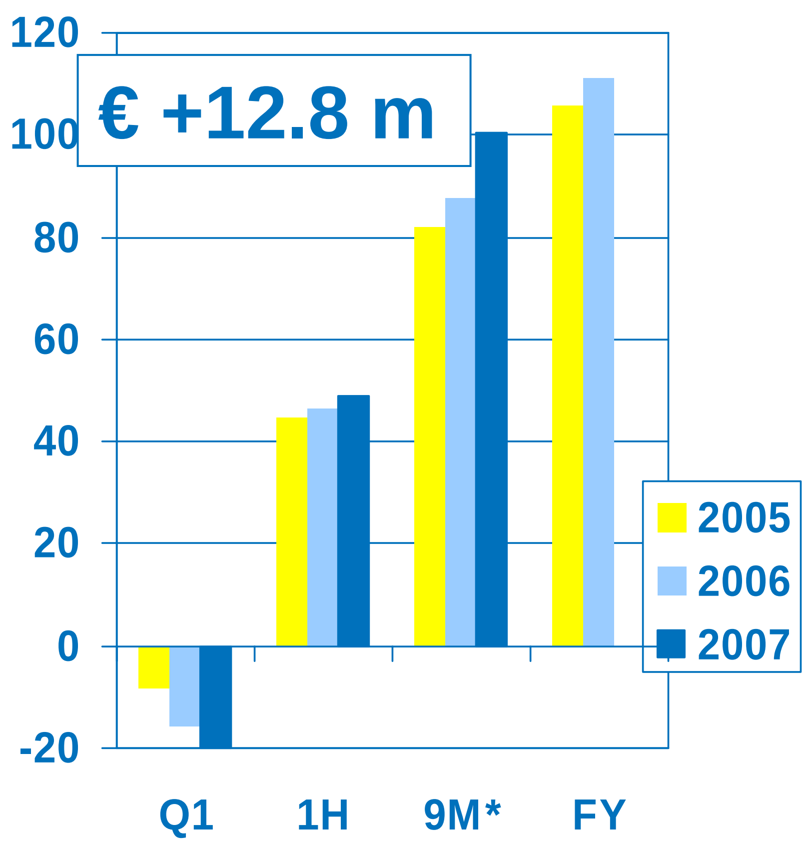
- 9M gross profit: up 30.0 % to € 962.6 m
- 9M gross margin: Increase of 1.1 PP to 31.7 %

- Negative impact resulting from
  - VAT increase in H1
  - Price investments in Q3

- Positive impact resulting from
  - Higher gross margin of Max Bahr
  - Synergies

EBITA: Increase despite one-offs

EBITA*, cumulative, € m



* Before conditions set by Cartel Office

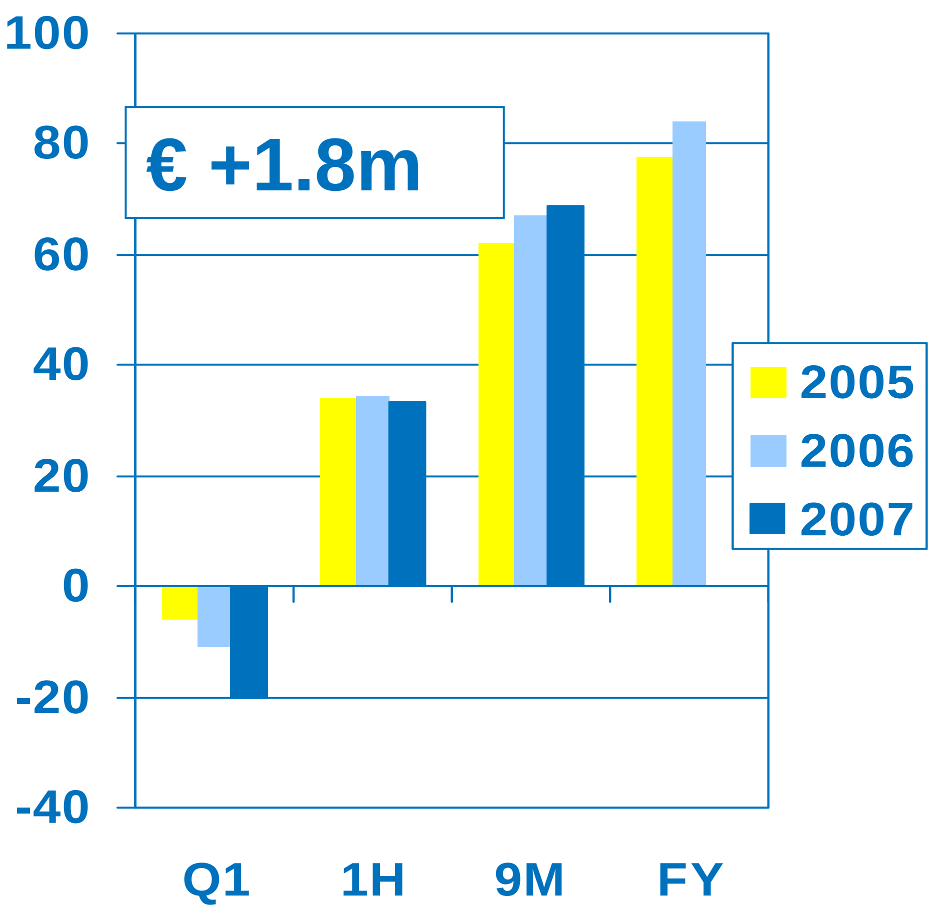
- EBITA before conditions set by Cartel Office
  - Q3: € 51.4 m (Q3 2006 € 41.3 m)
  - 9M: € 100.5 m (9M 2006 € 87.7 m)
- EBITA after conditions set by Cartel Office
  - Q3: € 41.2 m
  - 9M: € 90.3 m

One-offs covered:

- Expense for E2S conversions
- Losses due to VAT increase (H1)
- Max Bahr integration expenses

Net result: One-off from reform of German company taxation

Net result*, cumulative, € m



- 9M: Financial result covers interest from convertible bond and increased financial leases
- One-off profit (€ 6.8m) from sale of participation
- 9M: Normalised tax rate of 25 %
- 9M: Net result* € 68.7 m (up € 1.8 m)
- 9M: EPS* € 1.16, up from € 1.14

* Based on a normalised tax rate (i.e. before one-off effect from German company tax reform) and before conditions set by Cartel Office

Strong financial position maintained

- Balance sheet total increased to € 2,246 m mainly due to Max Bahr acquisition (end of 2006: € 1,889 m)
- Equity ratio at 42.0 %
- Net debt position of € 70.0 m, (end of June € 109.6 m)
- Operating cash flow increased strongly
  - Good opertaing business
  - Improved working capital management

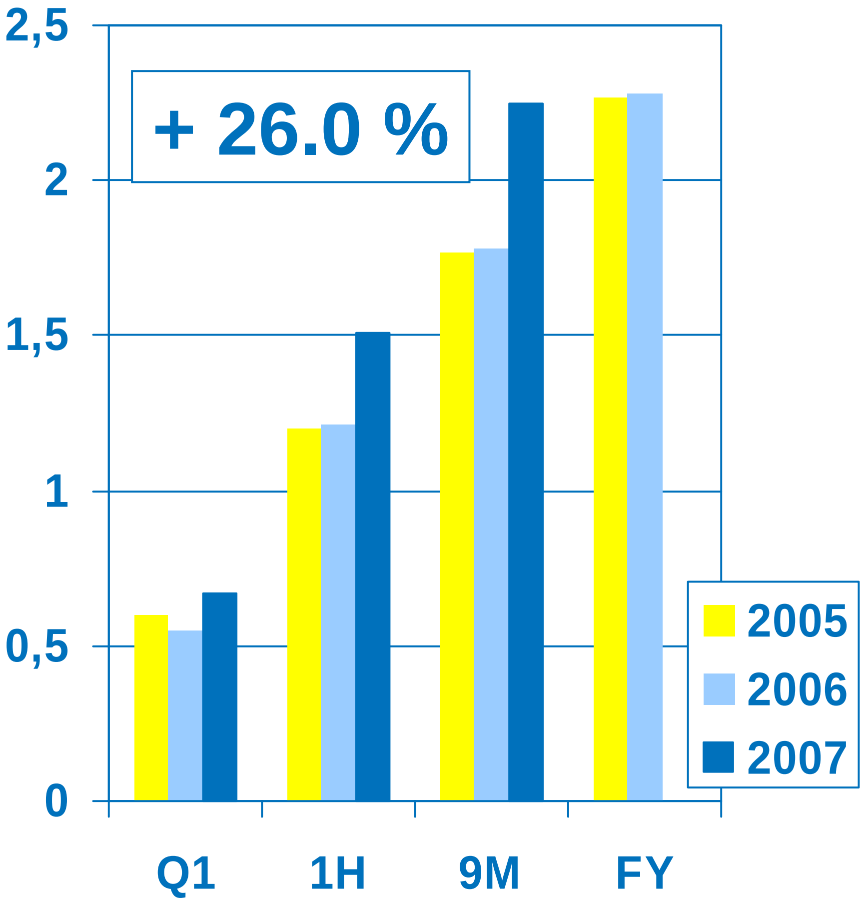
- Financial position strengthened

Store portfolio growing organically abroad, in Germany through acquisition

September 30	2006	2007	Change	*Of which Max Bahr*
Number of stores				
Group	**335**	**422**	**+ 87**	***76***
Germany	269	341	+ 72	*76*
International	66	81	+ 15	-
Selling space (sq m 1,000)				
Group	**1,994**	**2,676**	**+ 34.2%**	***606***
Germany	1,522	2,111	+ 38.7%	*606*
International	472	565	+ 19.7%	-

Germany: Gain in market share

Net sales Germany, cumulative, € bn



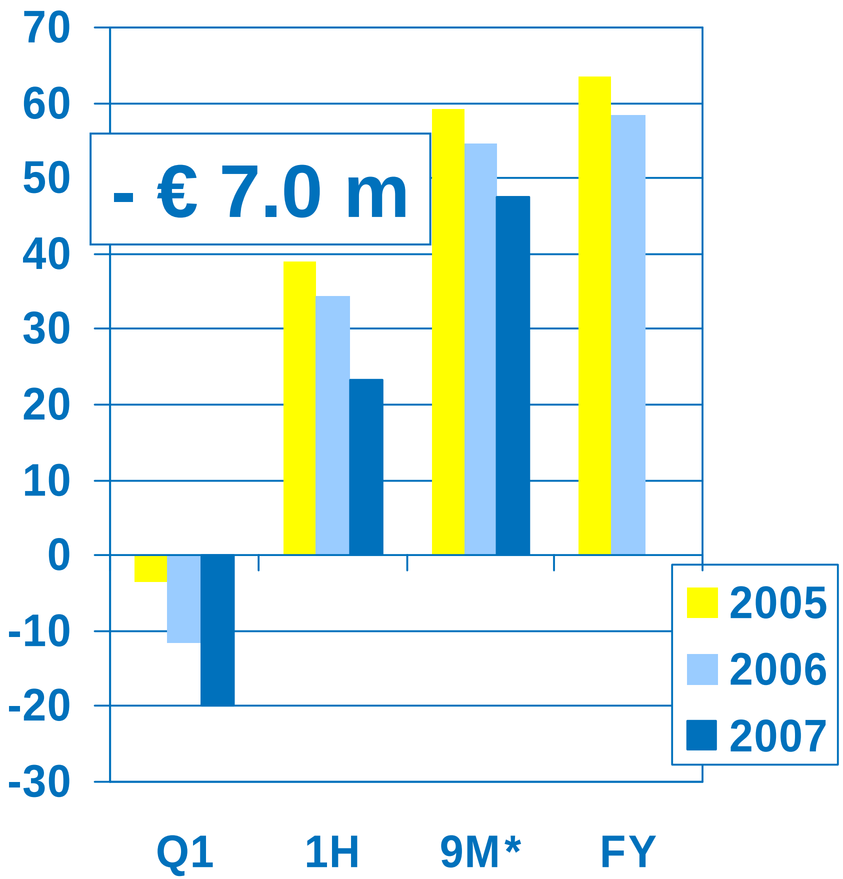
- Q3 sales growth: + 29.9 % (€ 738.4 m)
- Q3 l-f-l sales Praktiker stand alone: - 0.6 %
- Max Bahr contribution: € 178.4 m
- Praktiker contribution: € 560,0 m

- Gain in market share in strongly declining market
- Increased price investments (Praktiker brand)
- Volumes grow faster than sales
- Q3 up against strong comparables

- 9M sales growth: +26.0 % (€ 2,248.0 m)

Germany: EBITA up first time this year in Q3

EBITA* Germany, cumulative, € m



* Before conditions set by Cartel Office

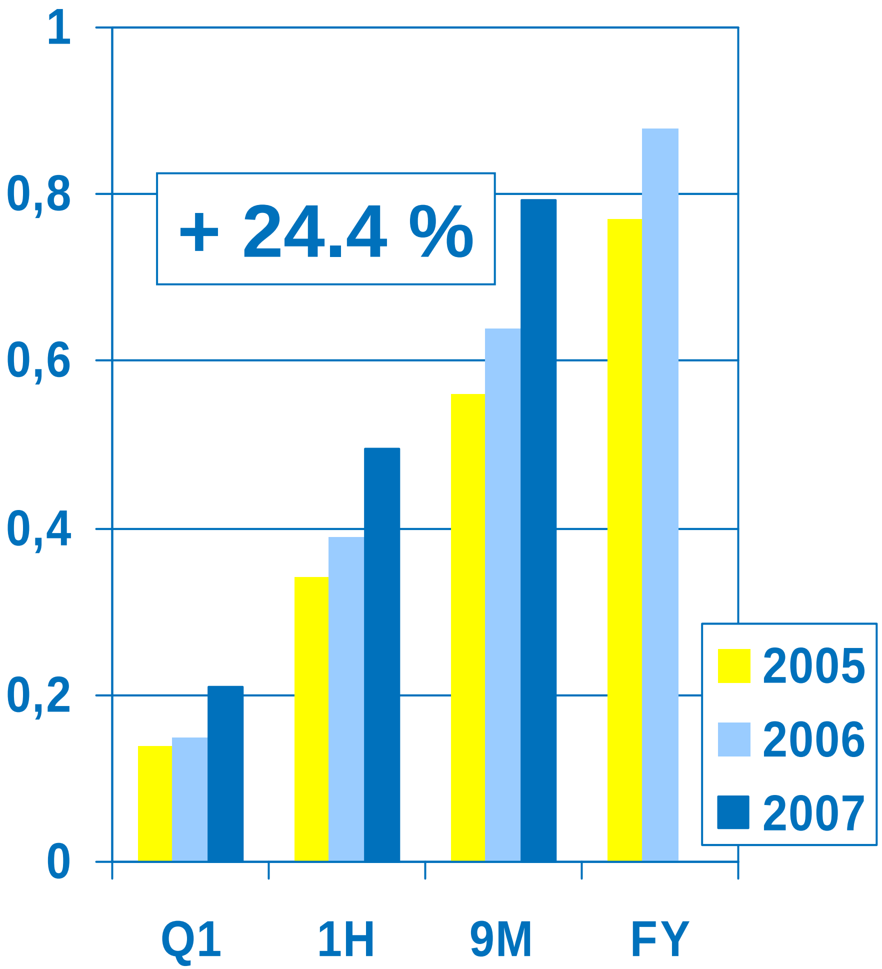
- EBITA before conditions set by Cartel Office
  - Q3: € 24.2 m (Q3 2006 € 20.4 m)
  - 9M: € 47.6 m (9M 2006 € 54.6 m)
- EBITA after conditions set by Cartel Office
  - Q3: € 14.0 m
  - 9M: € 37.4 m

Major topics of Q3

- Strong market decline
- Gain in market share through price investments
- Expenses fro E2S conversions as planned
- Sale of stores following conditions set by German Cartel Office leads to € 10.2 m impact on EBITA

International: Strong growth continued

Net sales International, cumulative, € bn



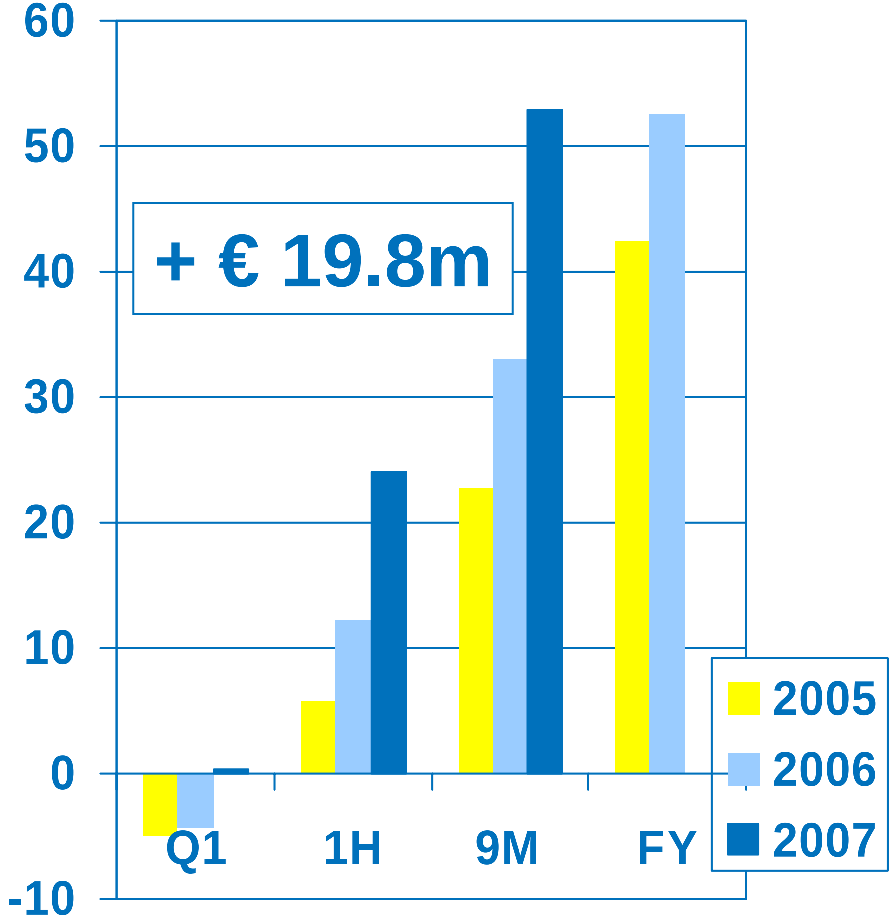
- Q3 sales growth: + 20.7 % (€ 298.1 m)
- Q3 like-for-like growth: + 9.6 %

- 9M sales growth: + 24.4 % (€ 793.5 m)
- 9M like-for-like growth: + 13.2 %
- All countries with like-for-like growth

- Share International in group sales Q3: 28.8 % (30.3 % in Q3 2006)

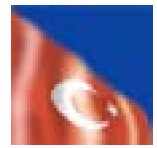
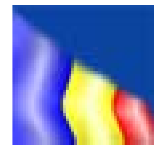
International: Earnings on record level

EBITA International, cumulative, € m



- Q3 EBITA: € 27.2 m (€ 20.9 m Q3 2006)
- 9M EBITA: € 52.9 m (€ 33.1 m 9M 2006)
- Q3: 7 new stores with capital expenditure of € 25.8 m (€ 7.0 m Q3 2006)
- Increased volume of pre-opening expenses and start-up losses

Growth engine Eastern Europe

								
9M 2007	Luxembg (1978)	Greece (1991)	Poland (1997)	Hungary (1998)	Turkey (1998)	Romania (2002)	Bulgaria (2004)	Total
Sales € m	30.3	194.8	152.4	117.0	68.8	181.9	48.3	793.5
Growth in %	1.8	3.6	35.2	8.3	4.9	71.1	77.9	24.4
Currency adjusted	1.8	3.6	32.2	2.2	6.2	59.4	77.9	21.4
Like-for-like	1.8	1.8	27.6	7.3	3.3	24.8	38.6	13.2
Number of stores	3	8	19	17	9	18	7	81
Change yoy	0	1	2	2	1	6	3	15

Earnings outlook for 2007 unchanged

Praktiker

Sales: Around € 4 billion

EBITA: Around € 125 million*

* Before one-off of € 10.2 m due to disposal of 3 stores
  as required by German Cartel Office

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