



Trading Statement of Praktiker Bau- und Heimwerkermärkte Holding AG

Increased Sales and Earnings in 2006

- **Group sales up by 4.2 per cent in 2006**
- **Growth in fourth quarter of 2006 continued**
- **Earnings forecast confirmed**

Kirkel – 11 January 2007. Praktiker Bau- und Heimwerkermärkte Holding AG has successfully concluded its 2006 business year. According to the still provisional figures available to date, group sales increased by 4.2 per cent in the past financial year to reach € 3.16 billion. Despite the closure of seven DIY stores sales in Germany increased by 0.8 per cent to € 2.28 billion, representing a like-for-like increase of 2.5 per cent. Sales in Germany have thus developed much stronger in 2006 than in 2005 when the like-for-like increase was 0.7 per cent only. With strong like-for-likes, Praktiker has also clearly expanded its position in the German market. Abroad, sales increased by 14.4 per cent to reach € 0.88 billion in accordance with the group's long-term growth strategy. Like-for-like, this corresponds to an increase of 6.2 per cent. The share of international sales in total group sales increased from 25.4 per cent in 2005 to 27.8 per cent in 2006.

At the end of 2006 Praktiker was operating a total of 341 DIY stores (previous year: 340), of which 268 were in Germany (previous year: 275) and 73 abroad (previous year: 65).

Growth in fourth quarter of 2006 continued

In the fourth quarter of 2006, group sales rose by 3.4 per cent to € 0.74 billion. Due to the nature of public holidays, there were two fewer trading days in Germany in December. Like-for-like sales in Germany in the last quarter increased by 0.9 per cent – against an unusually strong fourth quarter in 2005, when like-for-like sales had grown by 3.7 per cent. A total of € 0.50 billion in sales was reached.



Press release

Abroad, seven additional DIY stores were opened in the fourth quarter, four in Romania, two in Bulgaria and one in Greece. Sales increased in the fourth quarter by 13.6 per cent reaching €0.24 billion. Like-for-like, this corresponded to a 5.2 per cent increase in international sales.

Earnings forecast confirmed

Two weeks after the conclusion of the 2006 financial year it is still too early to make any definitive statements on group earnings. However, the management board confirms its prior expectation that the EBITA (result before interest, taxes and amortisation of goodwill) for 2006 exceeds the 2005 result of € 105.8 million – despite the fact that additional expenses in the upper, single-digit million Euro region had to be borne for the introduction of the Easy-to-Shop pilot stores and the acquisition of Max Bahr.

Commenting on this, Wolfgang Werner, chairman of the management board of Praktiker Bau- und Heimwerkmärkte Holding AG said, "In 2006 we have continued our success story. This provides us with a solid basis for the current financial year. In the current positive economic environment we pursue the objective of improving our market position further. For 2007, we have set ourselves challenging tasks: In Germany, we want to introduce the Easy-to-Shop concept into the Praktiker DIY stores and successfully implement the takeover of Max Bahr. We shall also expand more strongly abroad and thrive to consolidate our position in the Eastern European market."

Praktiker will announce the full and final results for 2006 on April 3, 2007.



Sales in 2006* and Q4 2006*

€bn	2005	2006	Change		2005 Q4	2006 Q4	Change	
			%	I-f-I			%	I-f-I
Group	3.03	3.16	4.2	3.5	0.72	0.74	3.4	2.2
Germany	2.26	2.28	0.8	2.5	0.50	0.50	- 0.9	0.9
International	0.77	0.88	14.4	6.2	0.21	0.24	13.6	5.2
International share in %	25.4	27.8	-	-	29.8	32.7	-	-

* preliminary figures

Store network development 2006

Locations	31 Dec 2005	31 Dec 2006	Change
Germany	275	268	-7
Greece	7	8	1
Luxembourg	3	3	0
Poland	17	17	0
Hungary	15	15	0
Turkey	8	8	0
Romania	11	16	5
Bulgaria	4	6	2
International	65	73	8
Praktiker Bau- und Heimwerkmärkte Holding AG	340	341	1