

Praktiker

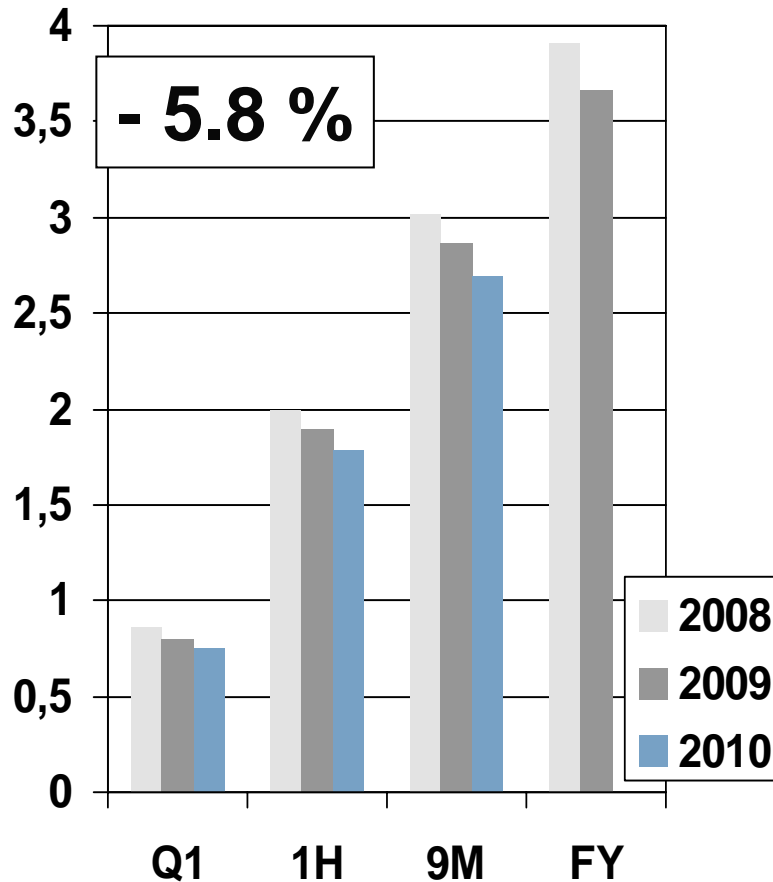
Bau- und Heimwerkermärkte Holding AG



9M 2010 –
Presentation of results

Markus Schürholz, CFO
Kirkel, 27 October 2010

Net sales group, cumulative, € bn

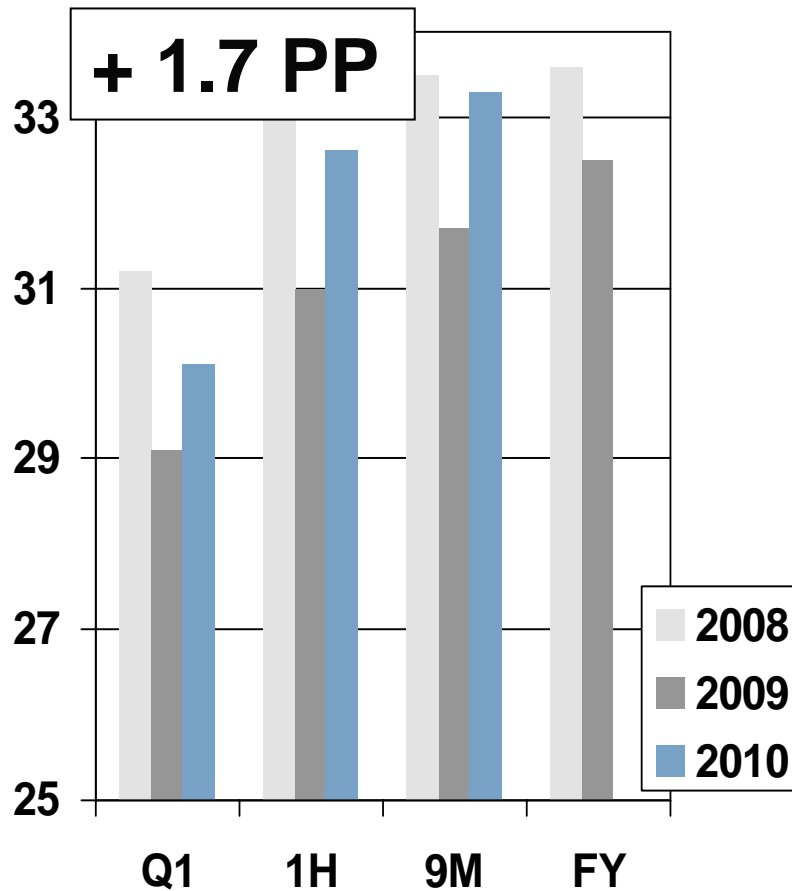


First nine months 2010:

- Sales growth: - 5.8 % (€ 2,698 m)
- Sales growth I-f-I: - 7.4 %

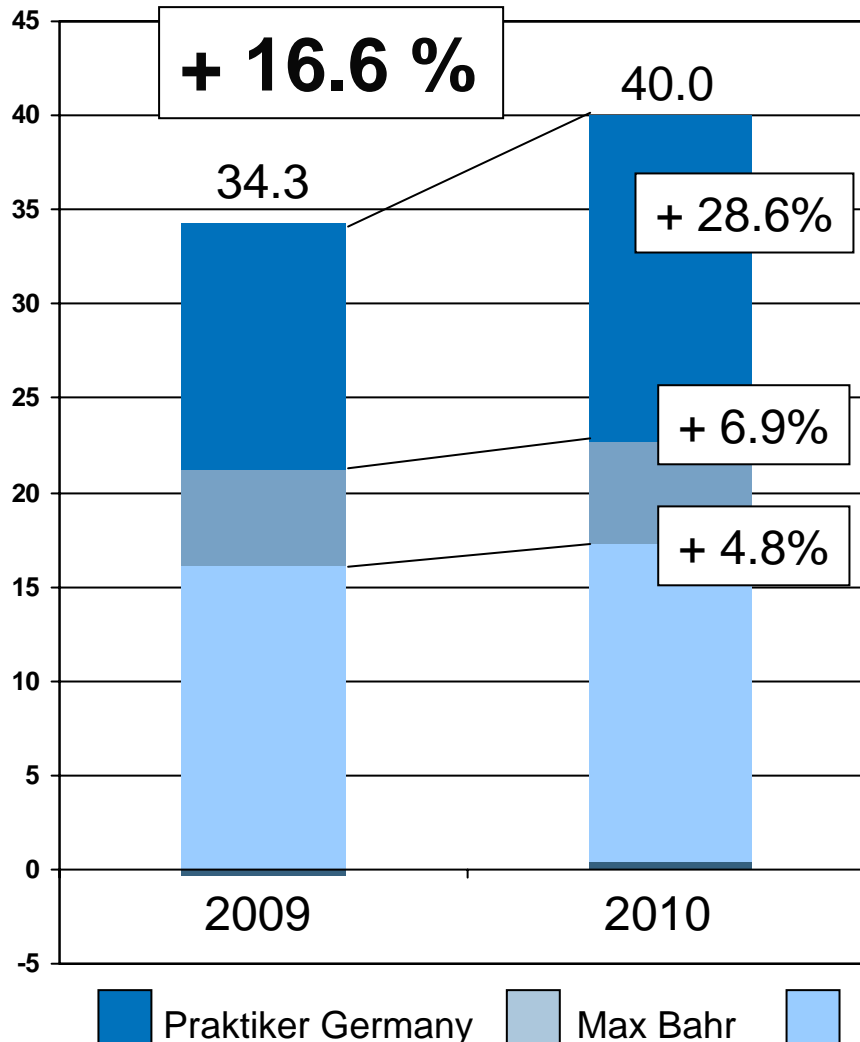
- Praktiker Germany: - 7.5 % (€ 1,343 m)
like-for-like: - 7.7 %
- Max Bahr: - 3.3 % (€ 528 m)
like-for-like: - 5.3 %
- International: - 4.5 % (€ 760 m)
like-for-like: - 8.3 %

Gross profit margin, cumulative, %



- 9M gross profit: down 1.0 % to € 898 m
- 9M gross profit margin: Increase of 1.7 PP to 33.3 %
- 20 percent off days at Praktiker Germany down from 51 days in 9M 2009 to 39 days in 9M 2010

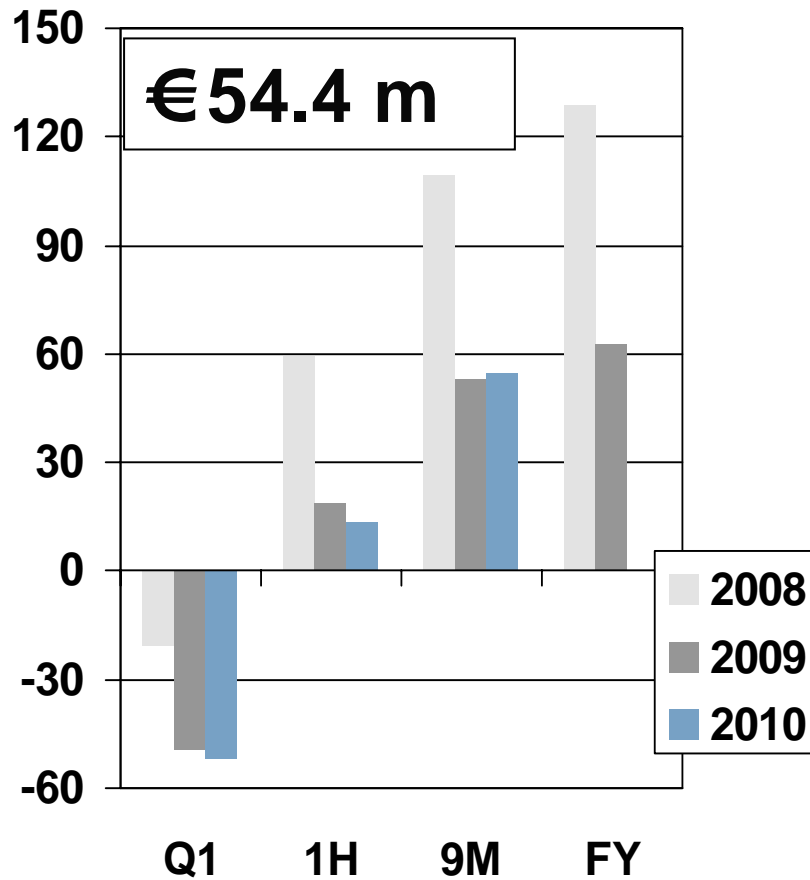
EBITA*, in € m



- EBITA* Q3: € 40.0 m (Q3 2009 € 34.3 m)
- Q3: All segments with improvement in operating earnings*
 - Praktiker Germany: + 28.6 %
 - Max Bahr: + 6.9 %
 - International: + 4.8 %
- Positive exchange rate effects of € 0.6 m

* before extraordinary effects

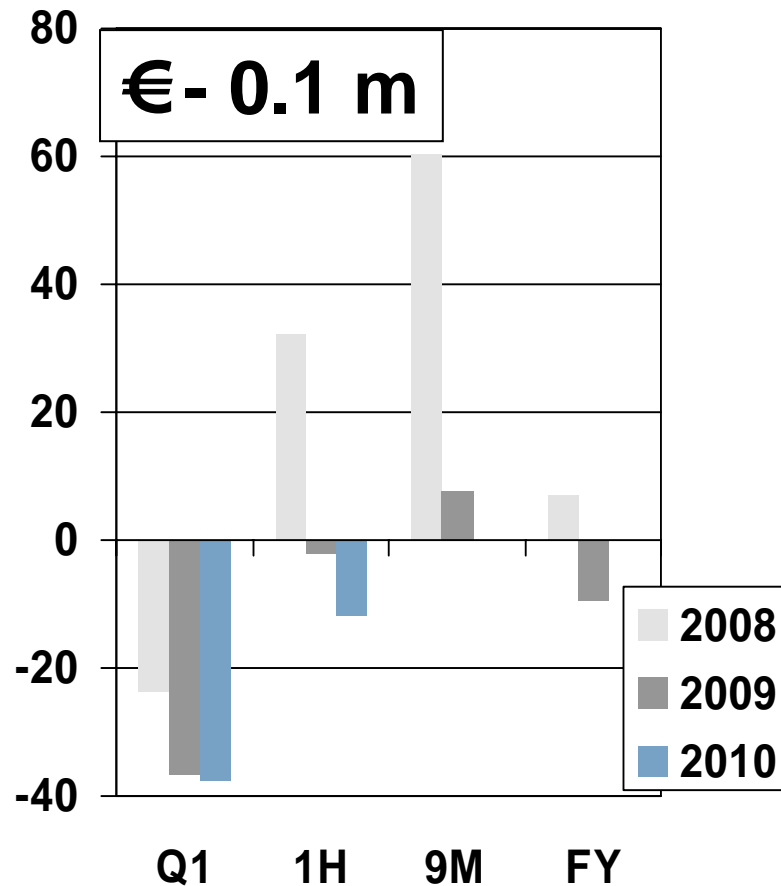
EBITA*, cumulative, € m



- EBITA* 9M: € 54.4 m (9M 2009 € 53.2 m)
- Modest relief from exchange rate effects (€ 2.3 m)
- Extraordinary effects of € 22.3 m impact 9M result
 - € 12.8 m for programme “Praktiker 2013”
 - thereof € 2.4 m for changes in management board
 - € 9.5 m additions to provisions in Poland
- Stated EBITA 9M: € 32.1 m

* before extraordinary effects

Net result, cumulative, € m



- 9M net result: € - 0.1 m (9M 2009 € 7.5 m)
- 9M net financial result: € - 31.8 m (9M 2009 € - 34.4 m)
 - Interest result declined by € 1.3 m
 - Other financial result improved by € 3.9 m due to swing in currency effects of € 3.3 m
- Expected tax rate for full year of 147 % applied to 9M results



- Inventories reduced to € 821 m (30 Sep 2009 € 871 m)
- Net working capital improved to € 352 m (30 Sep 2009 € 384 m)
- Cash and cash equivalents increased to € 301 (30 Sep 2009 € 294 m)
- Net debt position reduced to € 152 m (30 Sep 2009 € 169 m)
- Capex up moderately to € 44.3 m (9M 2009 € 42.1 m)

- Total expenses “Praktiker 2013“ in first nine months: € 12.8 m
 - thereof € 3.9 m for programme work
 - thereof € 2.4 m for changes in the management board
 - rest: greater part for changes in second layer of management

- Expected savings already in 2011: mid single-digit million figure

- Decisions expected until end of year on
 - The new sales and marketing strategy of Praktiker in Germany
 - Measures to increase efficiency in the stores
 - Logistics/ in-house logistics
 - Automated re-ordering
 - Further cost savings in central functions
 - Corporate procurement
 - Merchandise management system

- Additional extraordinary effects expected in Q4

Group:

- Sales down, gross profit margin up
- EBITA* up on last year, but major extraordinary effects
- All financial indicators improved
- “Praktiker 2013” in full swing

Germany:

- Sales down, earnings* up
- Praktiker: Repositioning of brand
- Max Bahr: Delivering solid returns

International:

- Sales not up to expectations
- EBITA still positive

* before extraordinary effects

- Sales decline at mid single-digit rate
- EBITA increase – before extraordinary effects
- Cash capex around € 70 m, to be financed from operating cash flow



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Praktiker

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