

Praktiker

Praktiker AG



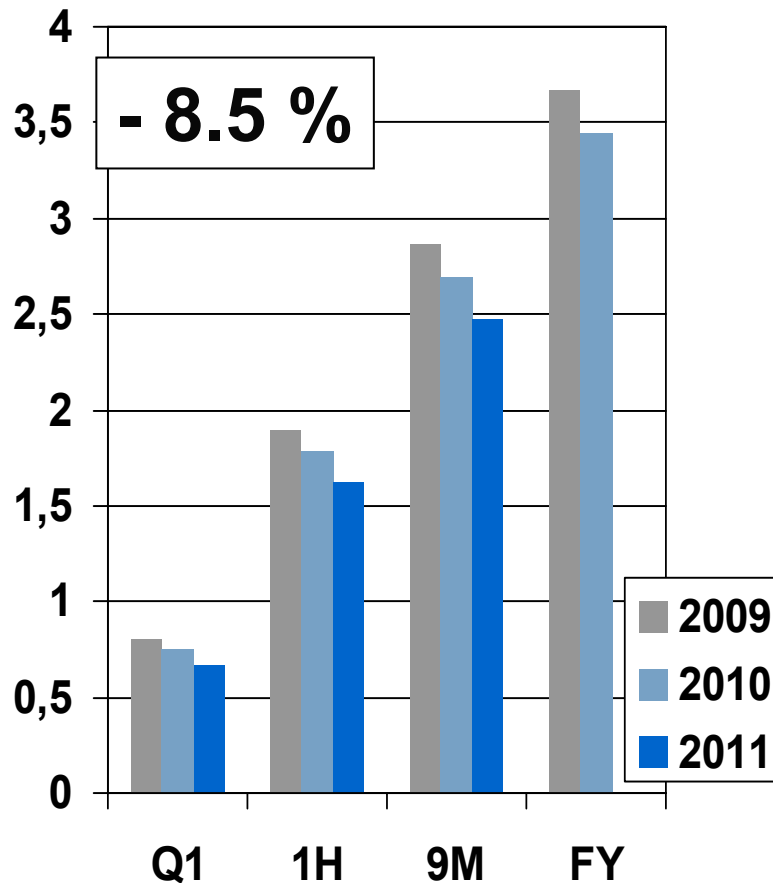
Q3 2011 –
Presentation of results

Markus Schürholz, CFO
Kirkel, 26 October 2011

- Changes in the management board
 - Wolfgang Werner left
 - Josef Schultheis, new CRO, arrived in August
 - Thomas Fox, took over as CEO from October

 - New members of the Board with lot of experience in restructuring
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- Third quarter remained tough
 - Focus shifted to decreasing inventories

Net sales group, cumulative, € bn



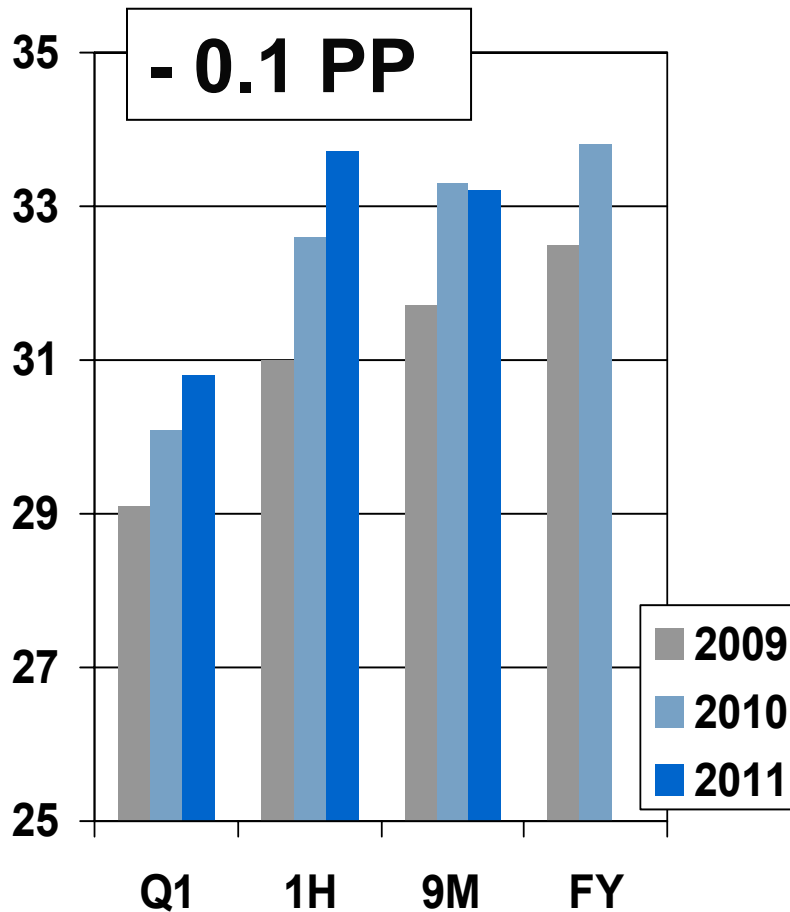
9M 2011:

- Group: - 8.5 % (€ 2,467.5 m)
like-for-like: - 9.4 %

Q3 2011:

- Group: - 7.3 % (€ 844.4 m)
like-for-like: - 8.3 %
- Praktiker Germany: - 9.1 % (€ 390.4 m)
like-for-like: - 9.3 %
- Max Bahr: + 2.8 % (€ 180.5 m)
like-for-like: + 2.1 %
- International: - 11.6 % (€ 252.5 m)
like-for-like: - 13.6 %

Gross profit margin, cumulative, %



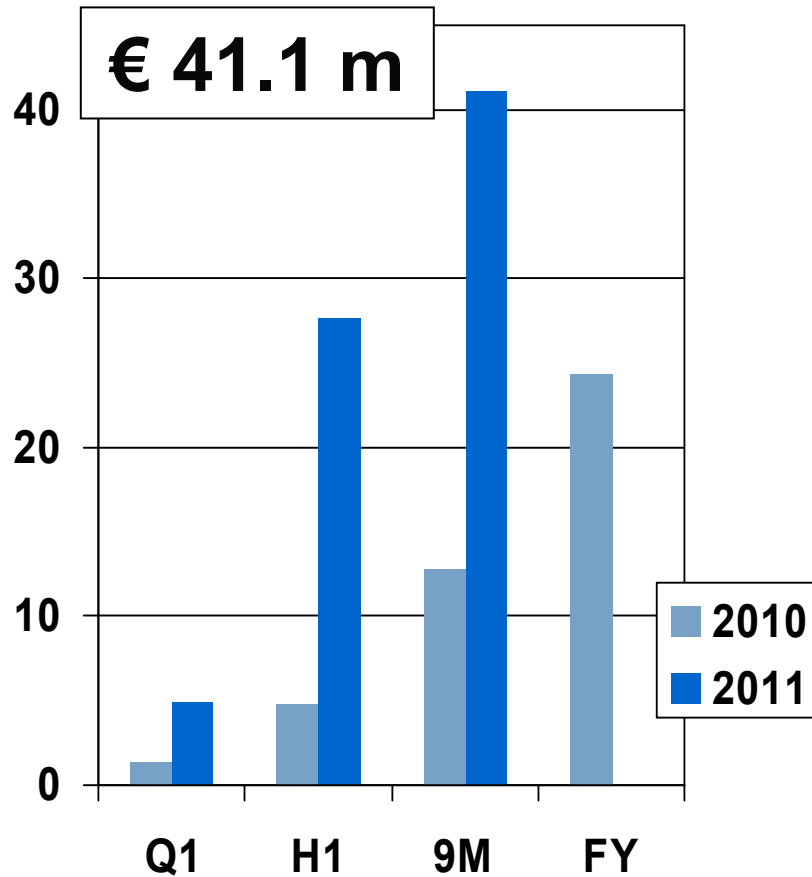
9M 2011:

- Gross profit: - 8.7 % to € 819.4 m
- Gross profit margin: Decrease of 0.1 PP to 33.2 %

Q3 2011:

- Gross profit: - 13.6 % to € 273.0 m
- Gross profit margin: Decrease of 2.3 PP to 32.3 %
- Strongest impact from Praktiker Germany due to large scale promotions

Extraordinary effects, cumulative, € m



9M 2011:

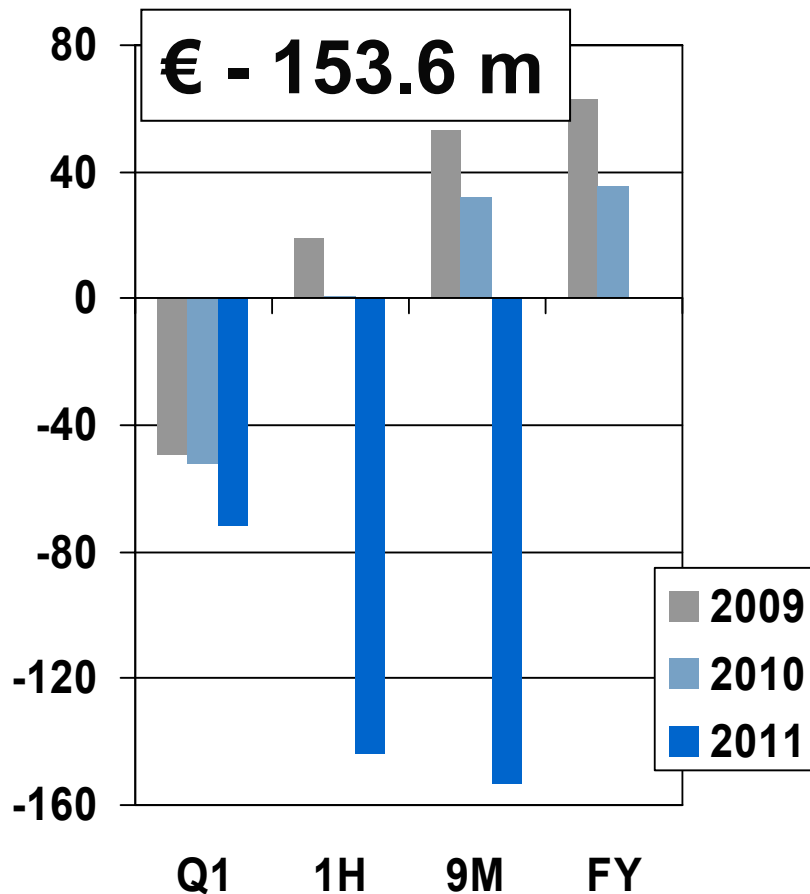
- “Praktiker 2013”: € 41.1 m

Q3 2011

“Praktiker 2013“: € 13.6 m

- € 11.7 m for Praktiker Germany
- € - 0.4 m for Max Bahr
- € 1.0 m for International
- € 1.3 m for Miscellaneous
- € 10.0 m in selling expenses
- € 3.5 m in administrative expenses

EBITA, cumulative, € m



9M 2011:

- EBITA stated: € - 153.6 m (2010 € 32.1 m)
- EBITA bef. extraordinary effects: € - 21.5 m (2010 € 54.4 m)

Q3 2011:

- EBITA stated: € - 10.1 m (2010 € 32.0 m)
- EBITA bef. extraordinary effects: € 3.5 m (2010 € 40.0 m)

Segments stated Q3:

- Praktiker Germany: € - 28.3 m (Q3 2010 € 9.7 m)
- Max Bahr: € 6.4 m (Q3 2010 € 5.4 m)
- International: € 13.0 m (Q3 2010 € 16.9 m)

Q3 2011:

- Net financial result Q3: € - 22.1 m (Q3 2010 € - 6.1 m)
 - Interest result declined by € 2.6 m
 - Other financial result declined by € 13.5 m, mainly due to currency effects
- Tax benefit 9M: € 11.0 m
- Net result Q3: € - 25.9 m (2010 € 11.7 m)
- Net result 9M: € - 348.4 m (2010 € - 0.1 m)

- Cash and cash equivalents at € 187.1 m (30/09/2010 € 301.2 m)
 - Improvement versus mid-year of more than 30 million euros net of convertible payback

- Inventories at € 814.8 m (30/09/2010 € 820.9 m)

- Q3 Capex at € 21.2 m (Q3 2010 € 12.9 m)
 - € 18.8 m Praktiker Germany

- Net working capital at € 408.1 m (30/09/2010 € 352.0 m)

- Net debt at € 314.3 m (30/06/2011 € 350.4 m)

- Sales down
 - Decline at Praktiker Germany more moderate than in H1
 - Max Bahr increase above industry average
 - International: Continuing adverse general economic settings

- Gross profit margin down

- Inventories down on last year

- Liquidity – net of convertible bonds – up against mid-year

- Outlook full year 2011:
Sales and earnings significantly down

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