



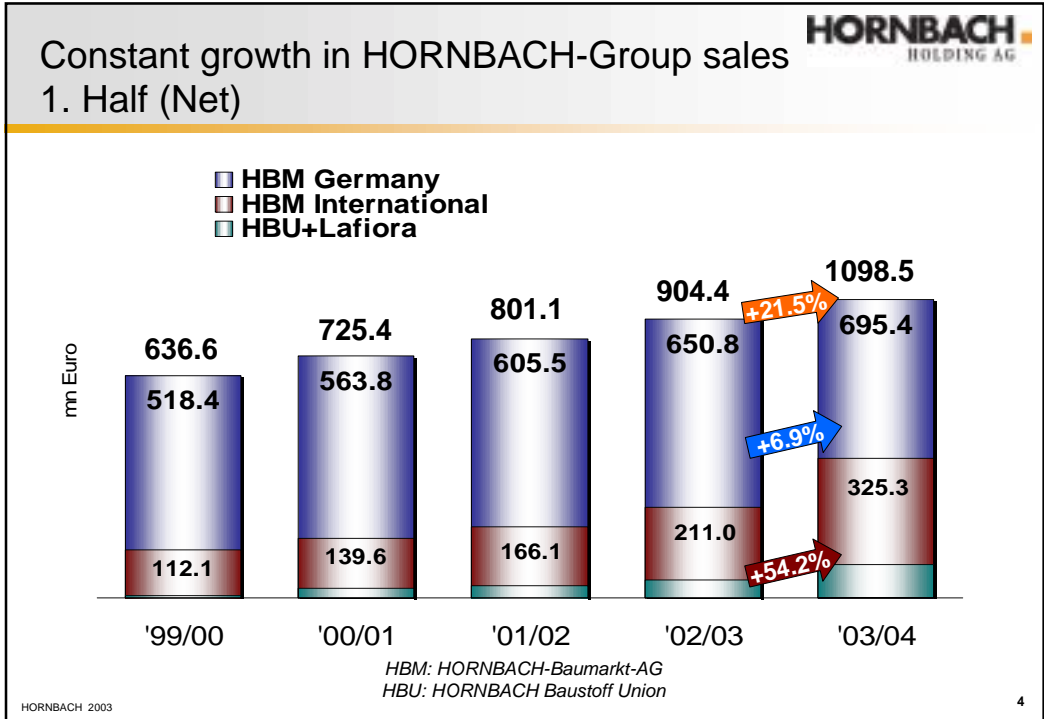
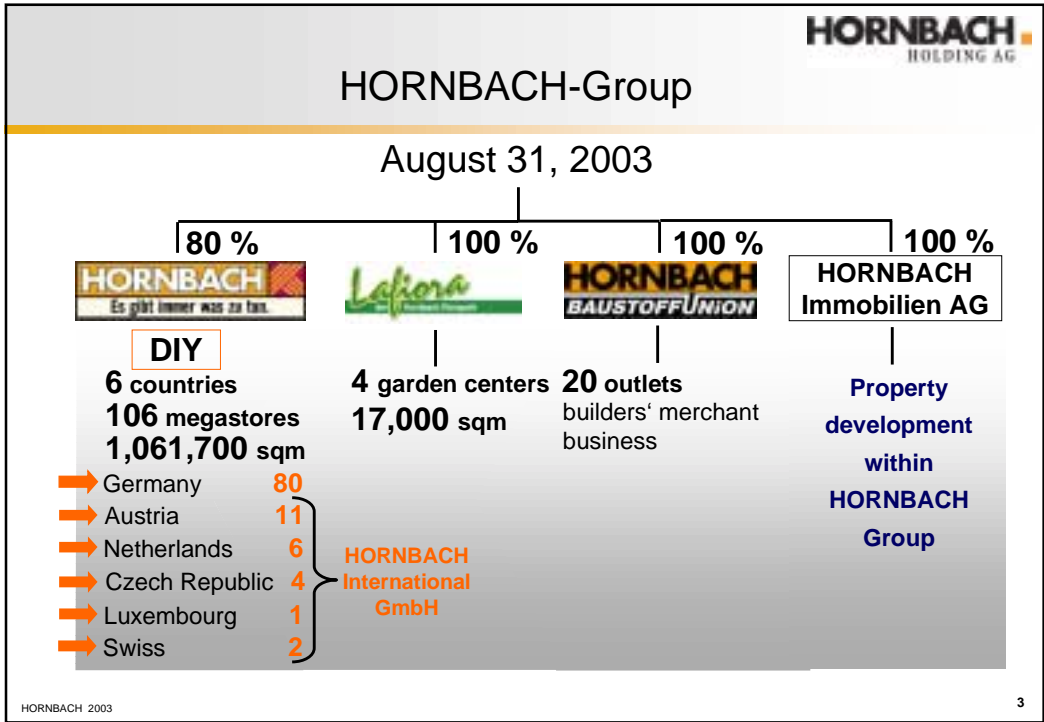
DVFA-Analyst Meeting

September 25, 2003
Frankfurt / Main



Financial Year 2003/2004

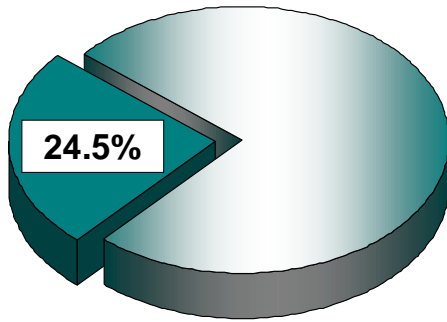
1st Half
(March - August 2003)



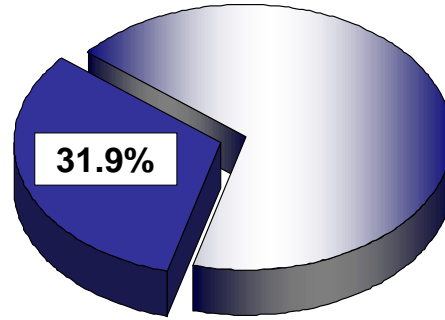
Sales Share International - August 31

■ Domestic
■ International

■ Domestic
■ International

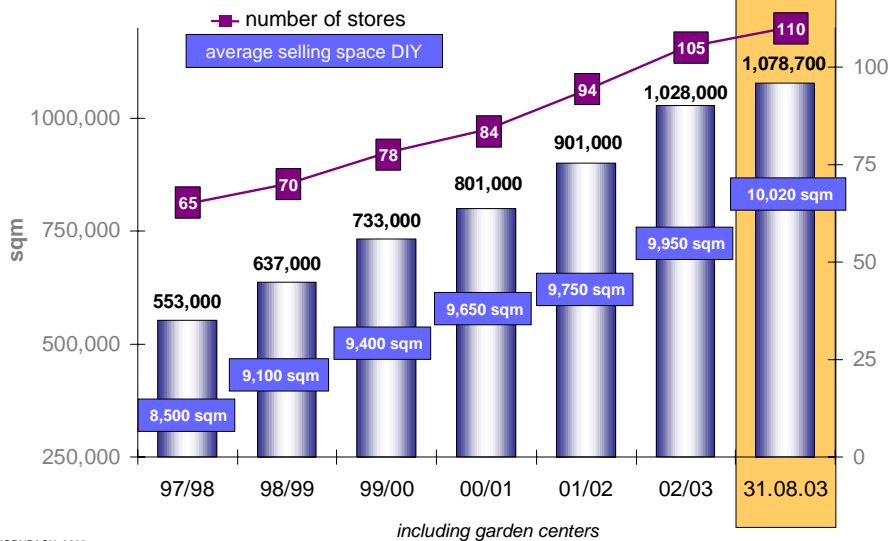


2002/03



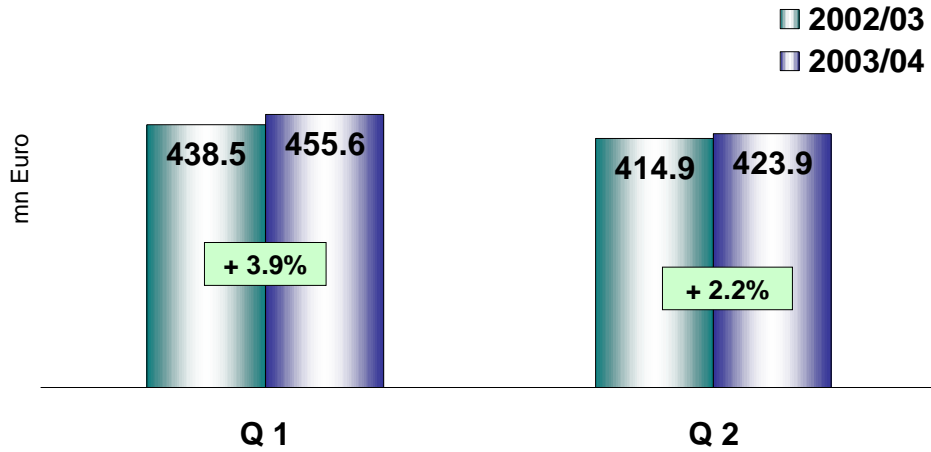
2003/04

Effective expansion of retail stores and selling space



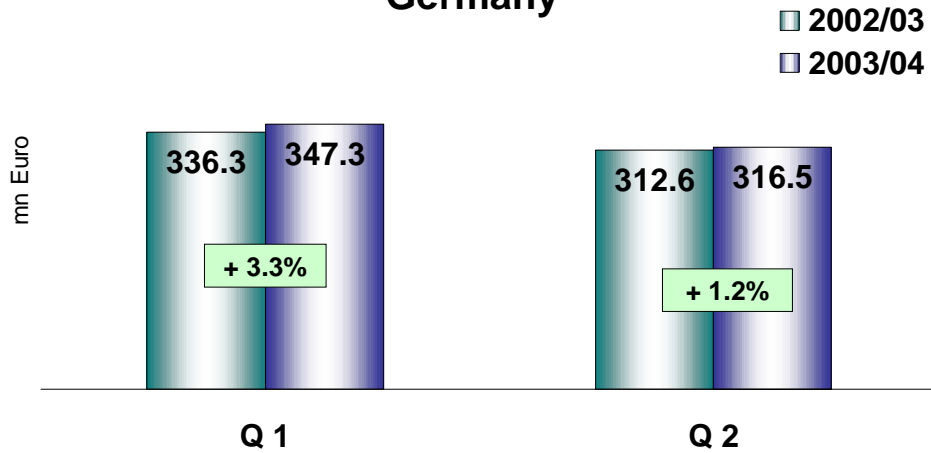
Like-for-like sales
continuous disclosure (net)

HORNBACH total



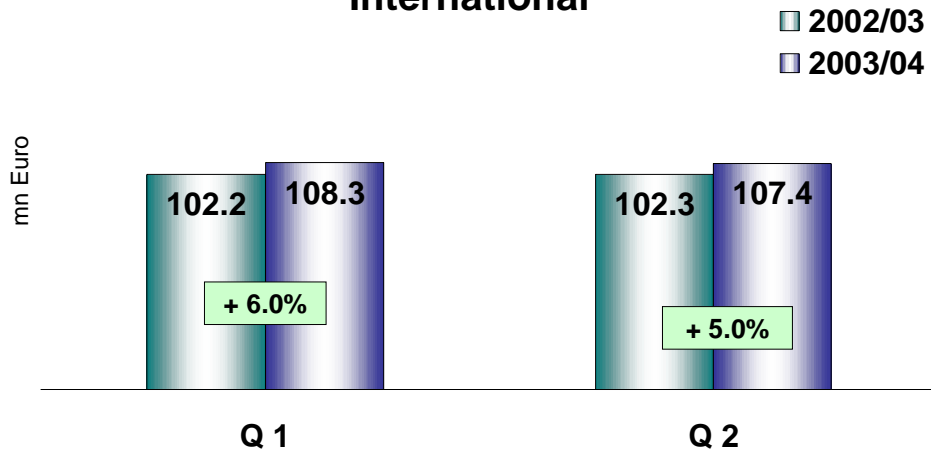
Like-for-like sales
continuous disclosure (net)

Germany



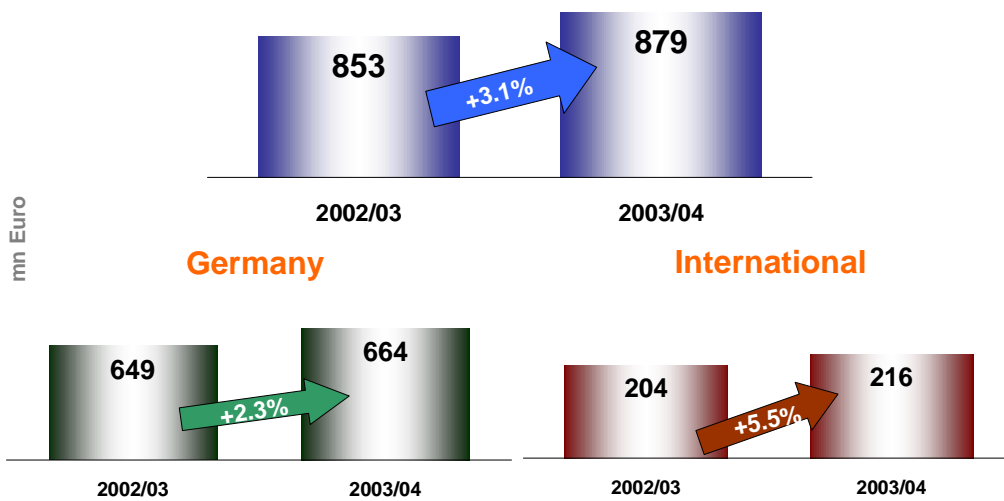
Like-for-like sales
continuous disclosure (net)

International



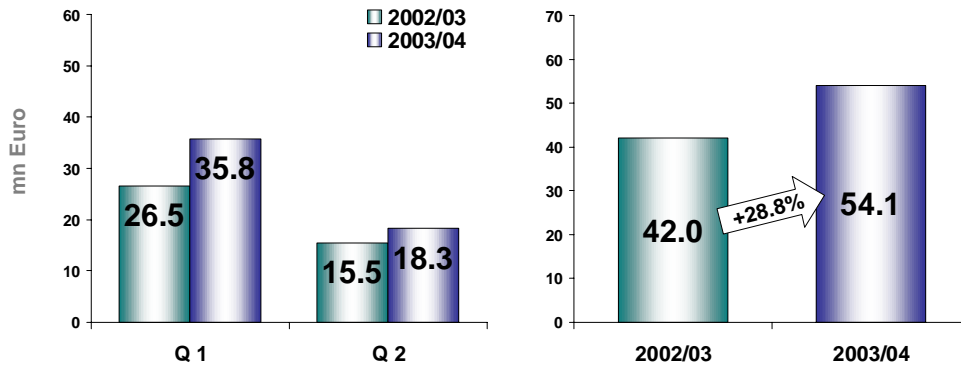
Like-for-like sales
continuous disclosure (1. Half)

HORNBAACH total



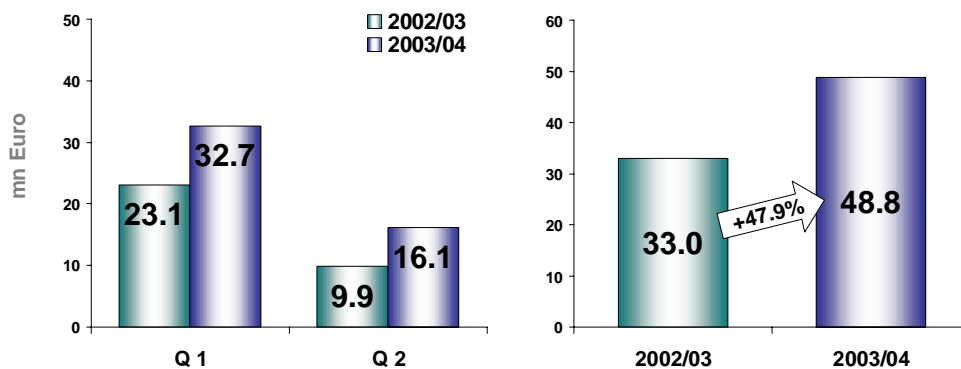
Earnings before taxes, extraordinary expenses and minority interests

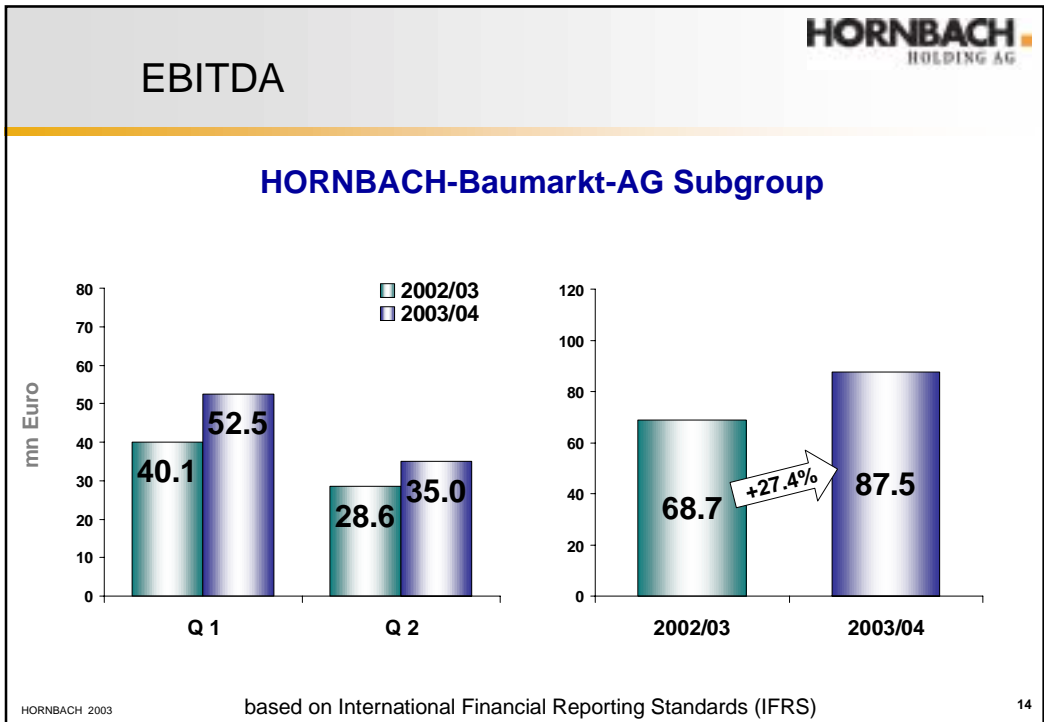
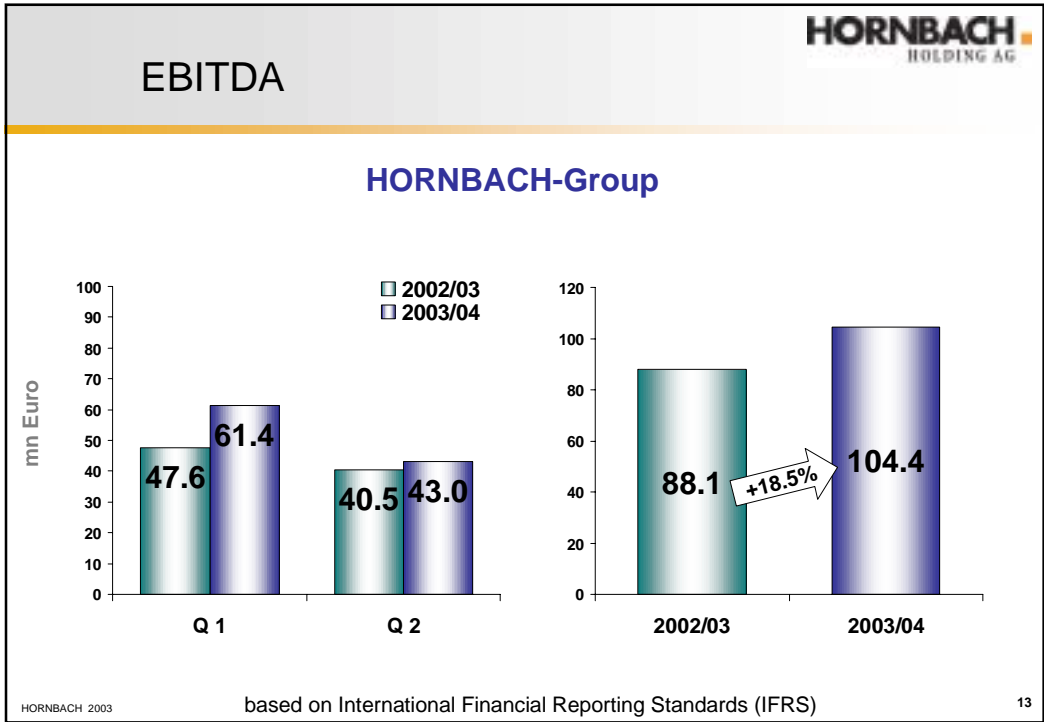
HORNBACH-Group

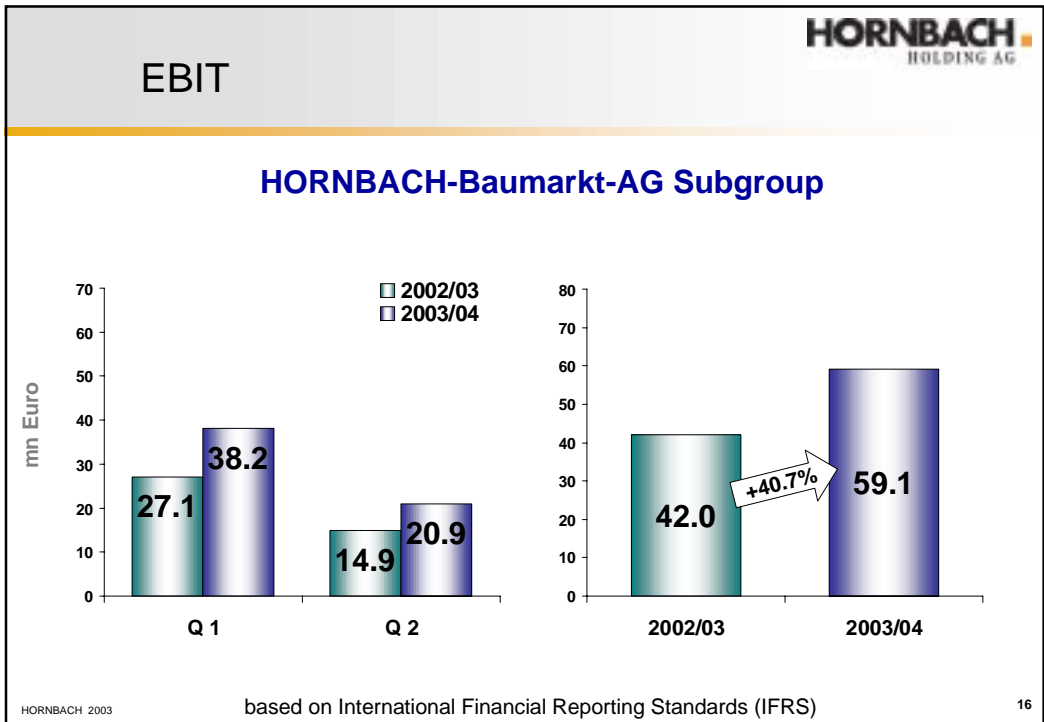
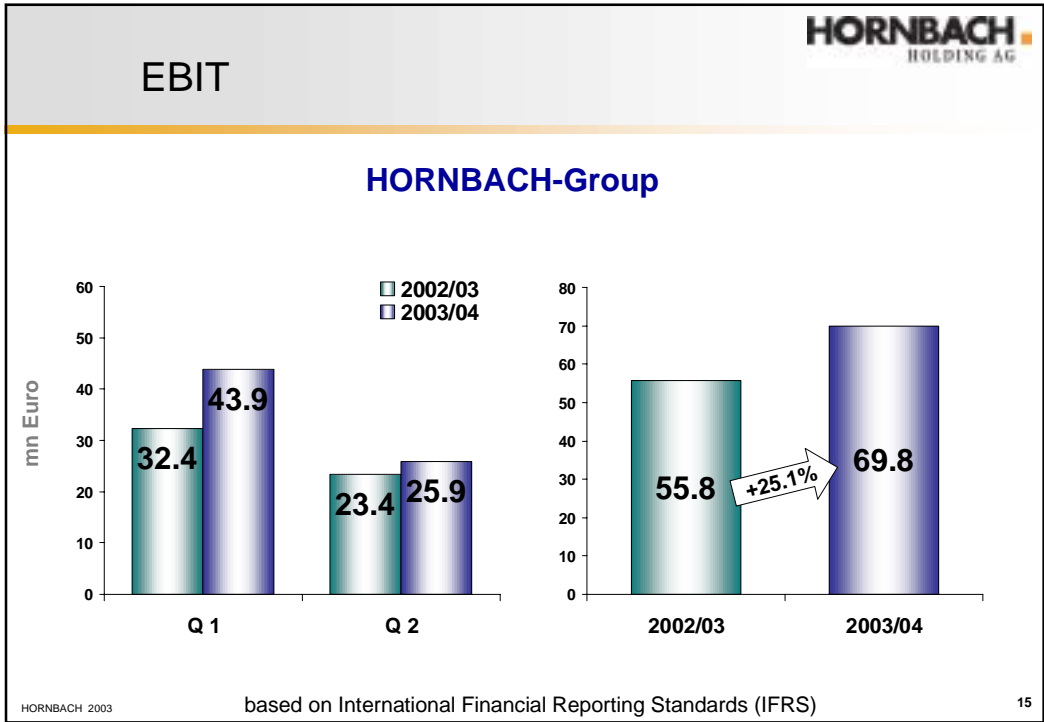


Earnings before taxes and extraordinary expenses

HORNBACH-Baumarkt-AG Subgroup

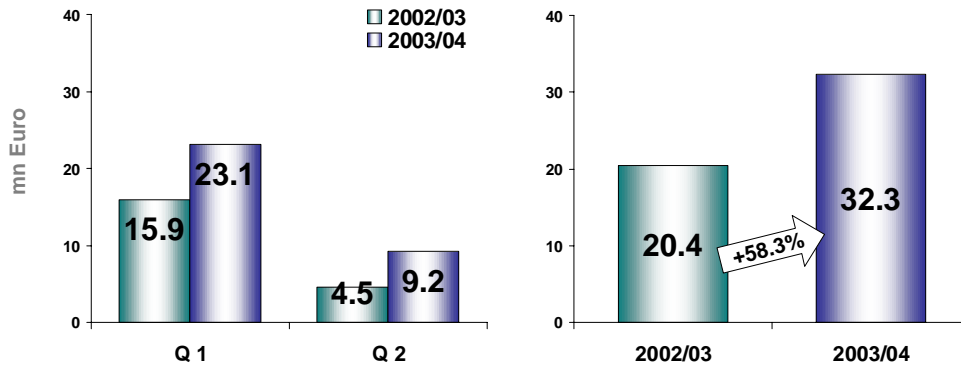






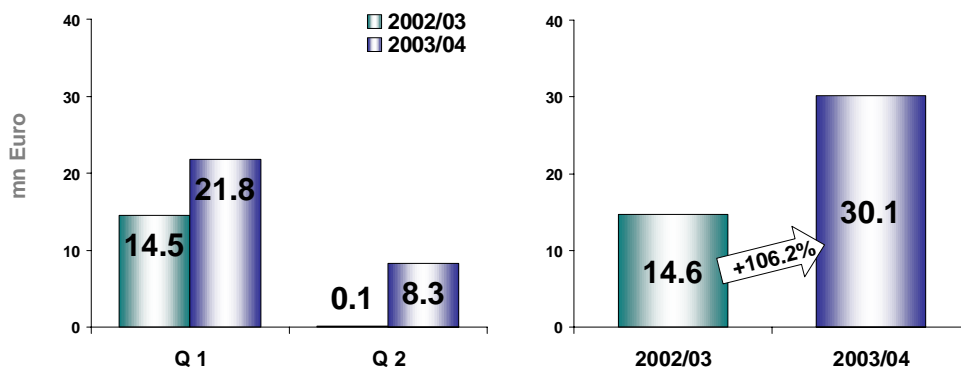
Net income for the year
before minority interests

HORNBACH-Group

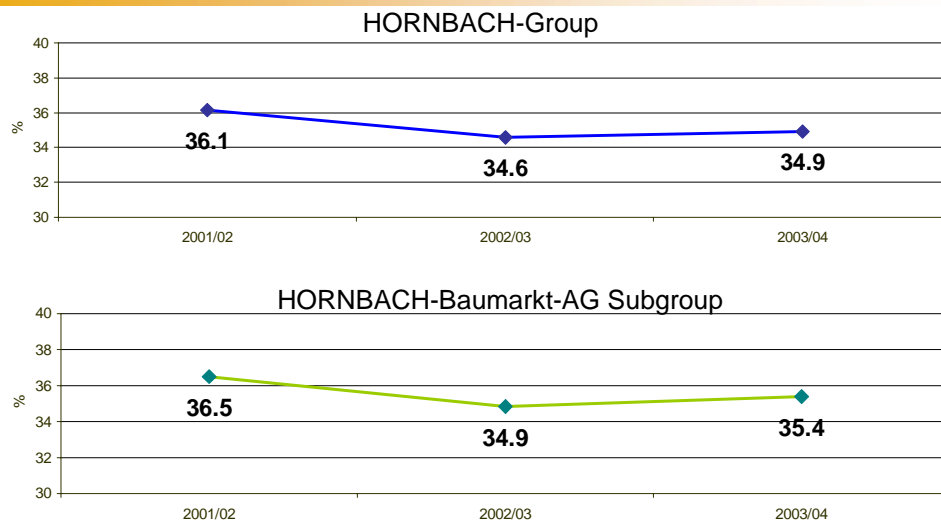


Net income for the year

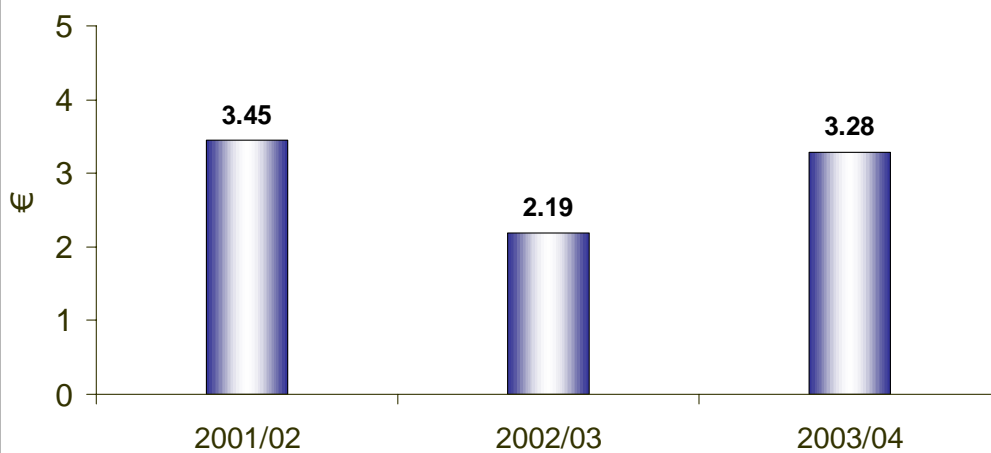
HORNBACH-Baumarkt-AG Subgroup



Gross Margin (1. Half)



Earnings per share* HORNBACH HOLDING AG

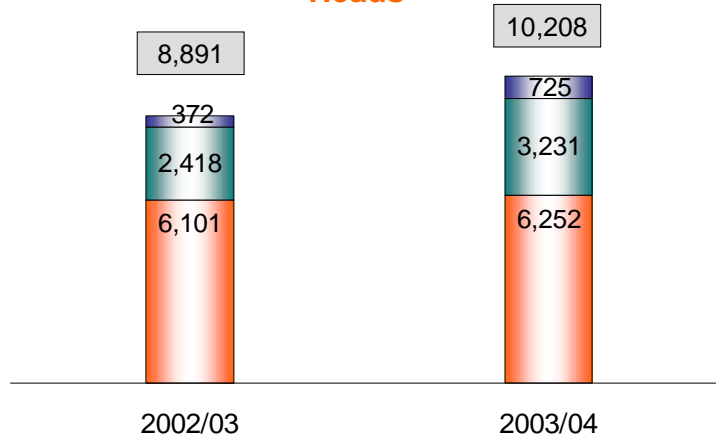


Number of Employees HORNBACH-Group - August 31

HORNBACH
HOLDING AG

■ Misc. HOLDING
■ HBM International
■ HBM Germany

Heads

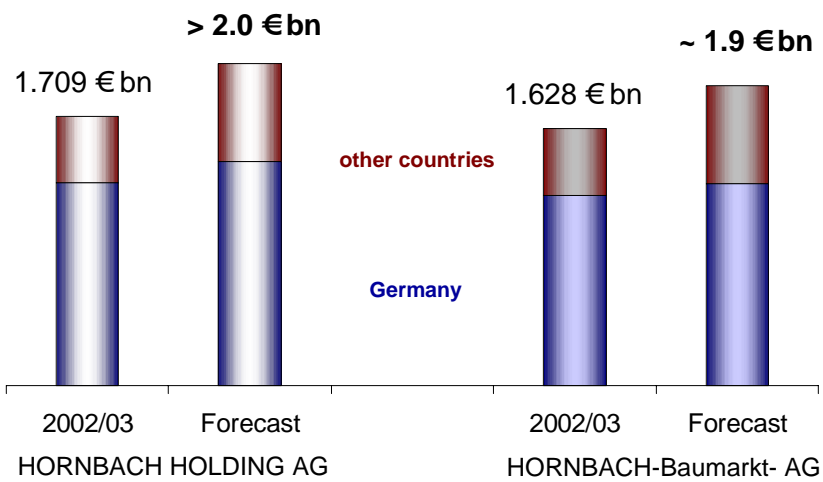


HORNBACH 2003

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Sales Forecast 2003/2004 Net

HORNBACH
HOLDING AG



HORNBACH 2003

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