

# Update Call Q1 2026/27

## HORNBACH Holding AG & Co. KGaA

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# 01. Successful start to the new financial year

## Successful start to the new financial year

		Q1 2026/27
€	Net sales	€ 2,002.4m (+4.9%)
⚖️	LFL <sup>1</sup> sales growth	+2.8%
➔	Gross profit	€ 699.9m (+4.0%)
📊	Gross margin	35.0% (-0.2pp.)
💰	Adjusted EBIT	€ 161.0m (-0.5%)
➤➤	Free cash flow <sup>2</sup>	€ 143.0m (-2.9%)

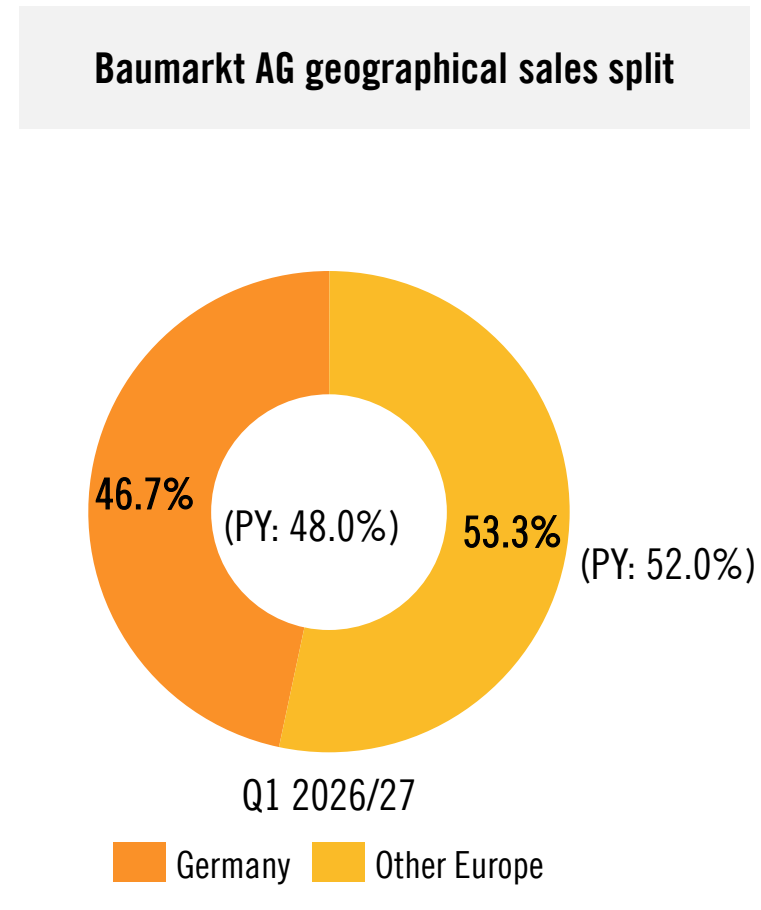
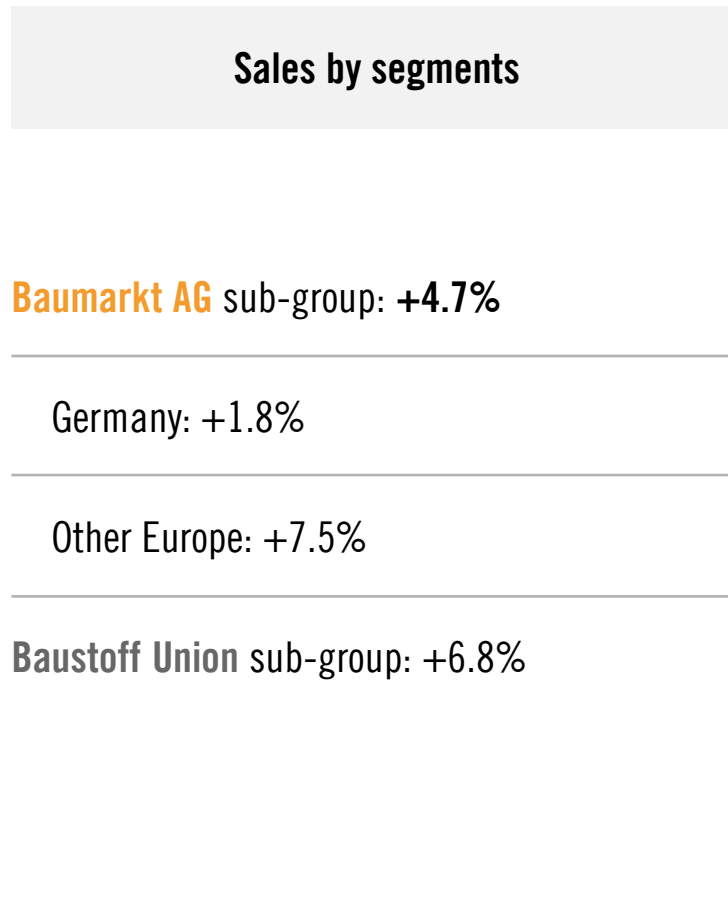
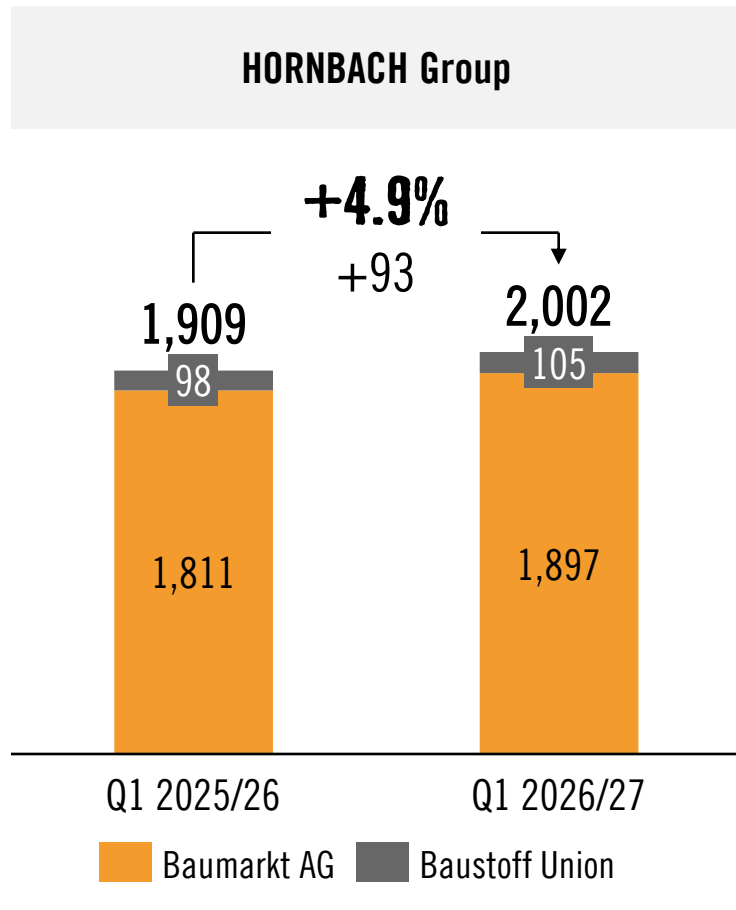
<sup>1</sup> Lfl = Like-for-like, in constant currencies; includes sales from all stores that have been open for at least one year and sales from online shop; refers to home improvement business of HORNBACH Baumarkt AG. <sup>2</sup> Free Cash Flow after net CAPEX and dividend.



# Detailed financial figures

## Q1 2026/27

**Strong sales growth supported by a diversified European footprint**  
**Net sales**



**Note:** Inaccuracies in sum might result from rounding differences.

**Growing market share across all key markets**

**Netherlands**

30.4% (+0.7 ppt)

**Germany**

16.1% (+0.5 ppt)

**Czechia**

40.1% (+1.5 ppt)

**Switzerland**

15.5% (+0.6 ppt)

**Austria**

18.1% (+0.2 ppt)

Source: GfK DIY-TSR (Large DIY stores > 1,000 sqm)

Note: No GfK DIY-TSR data for Luxemburg, Romania, Slovakia, Sweden

**Sales improved on a like-for-like basis**

in %	Q1 2026/27	Q1 2025/26
<b>Total</b>	<b>2.8</b>	<b>4.7</b>
<b>Germany</b>	<b>1.0</b>	<b>3.4</b>
<b>Other Europe</b>	<b>4.4</b>	<b>5.9</b>
Slovakia	9.1	(1.4)
Netherlands	8.9	10.9
Czechia	5.6	3.0
Switzerland	2.7	4.0
Sweden	2.7	4.6
Austria	1.6	4.8
Luxembourg	1.0	10.9
Romania	(4.4)	4.3

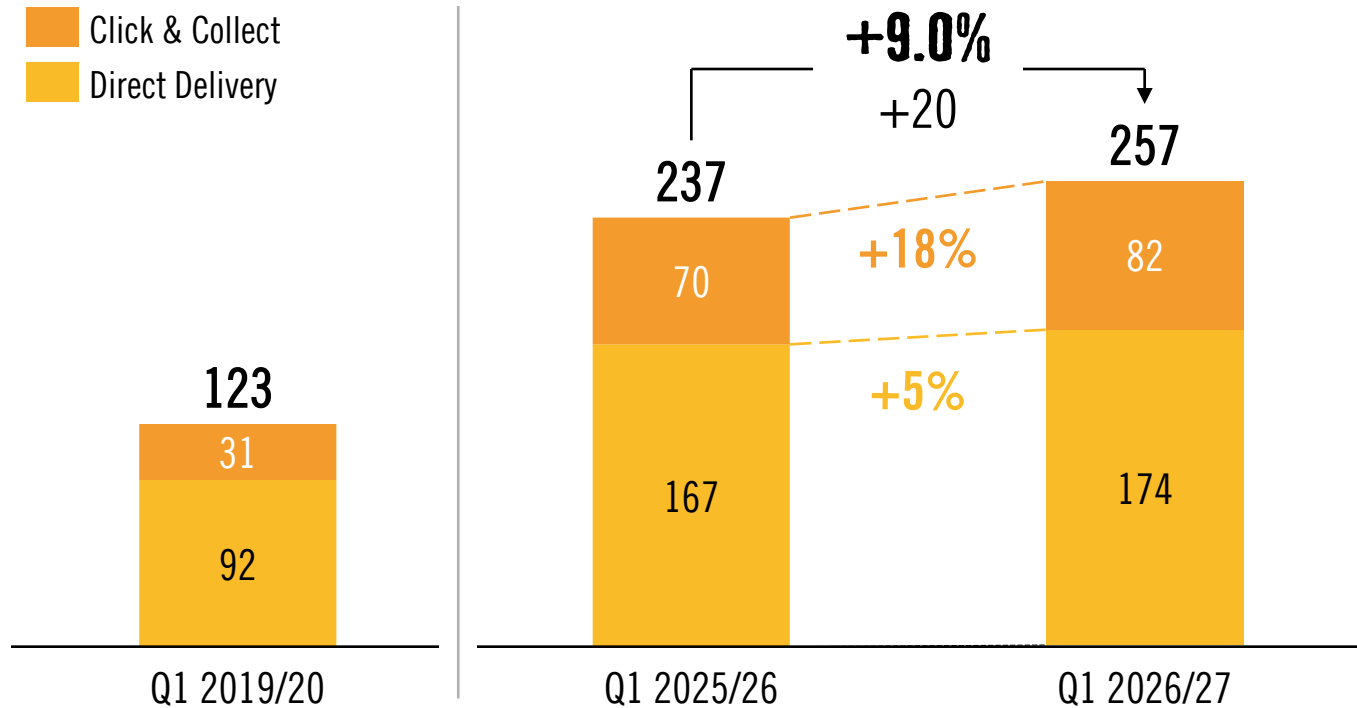
**Footfall** increased by 1.8% (PY: +4.2%)

**Average basket** increased by 2.4% (PY: +1.1%)

**- Groupwide 1.3 business days less year on year**

**Note:** Like-for-like, in constant currencies; includes sales from all stores that have been open for at least one year as well as sales from online shop.

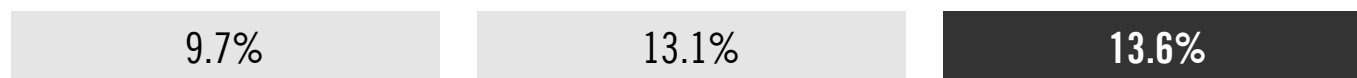
## E-commerce sales grew significantly



E-commerce share increased to 13.6%

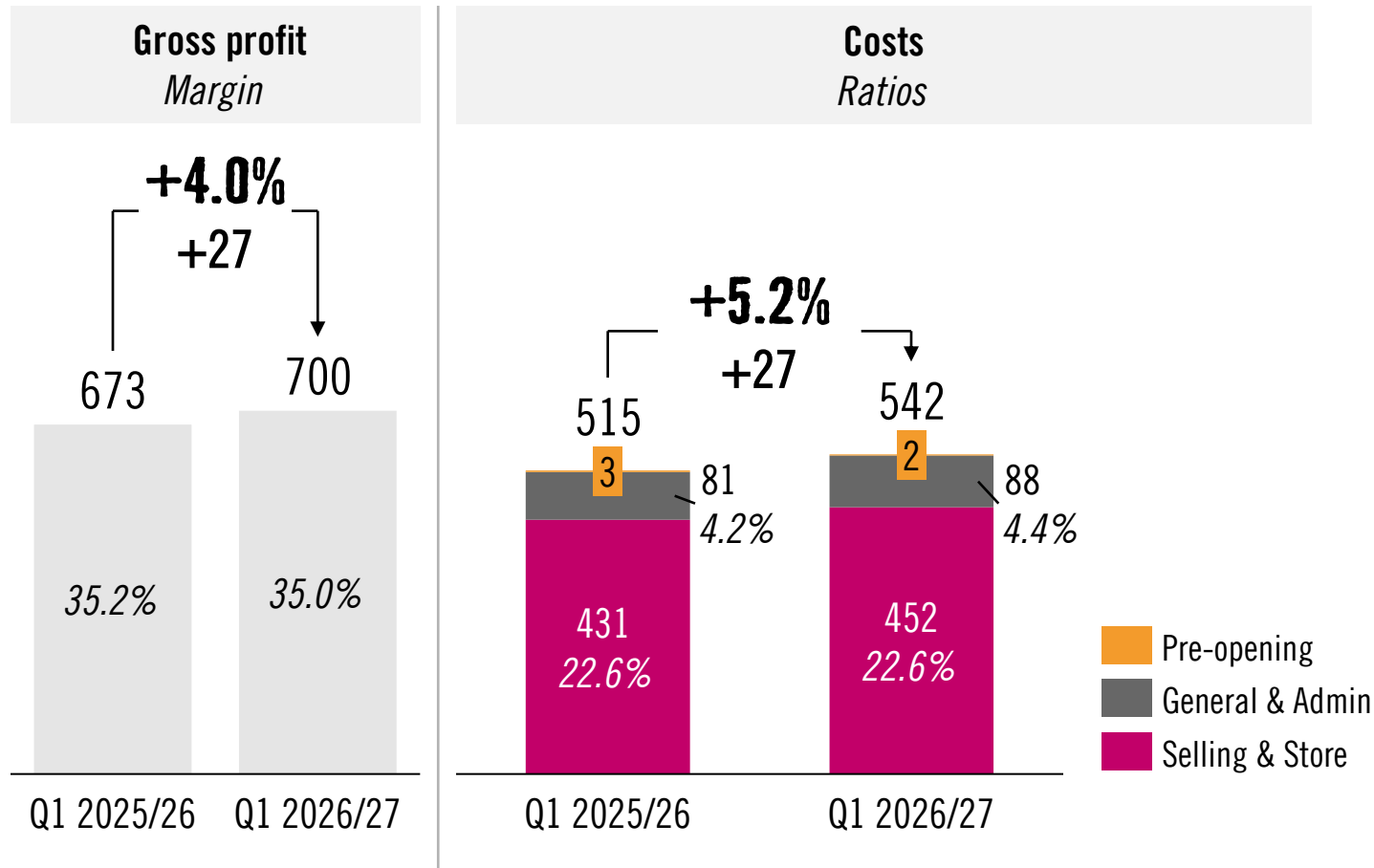
Strong performance in  
Click & Collect as well as Direct Delivery

### E-Commerce share<sup>1</sup>



Note: Inaccuracies in sum might result from rounding differences. | 1 Of HORNBACH Baumarkt AG net sales

## Gross profit growth covers cost increase



Increase in gross profit (+4.0%) – driven by higher sales

### Cost development

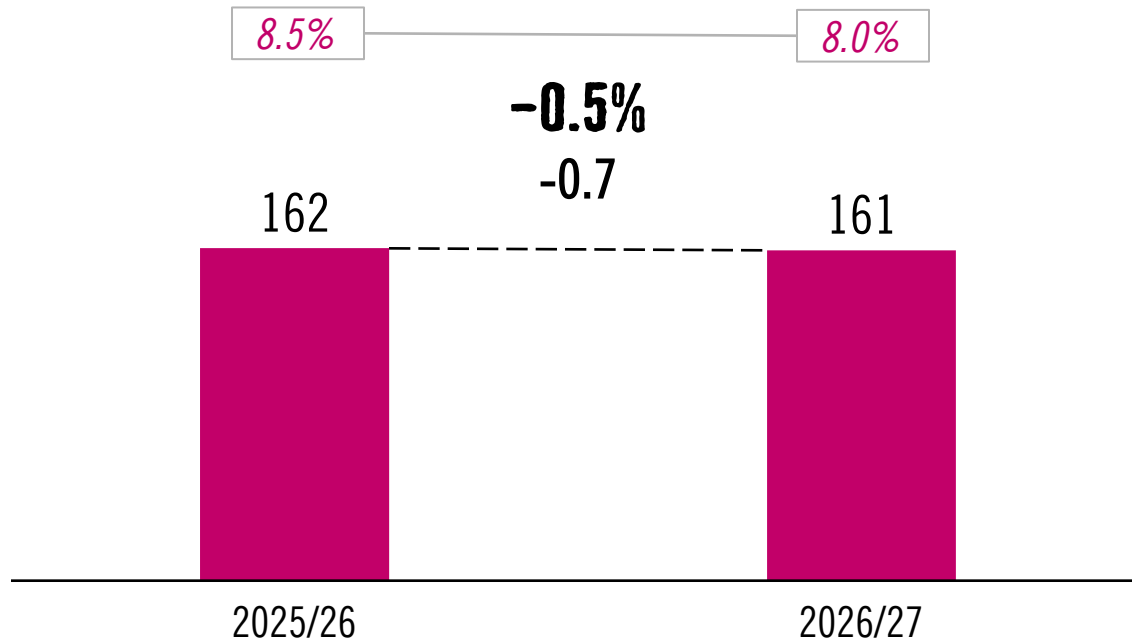
- **Selling & store cost ratio** stable despite increase in personnel and operating costs
- **Increase in general & admin costs** reflects IT infrastructure investments and personnel
- **Pre-opening costs** reflect preparations for new store openings

**Total personnel costs increased** to € 317m (+5.5%)

## Adjusted EBIT almost at prior-year level

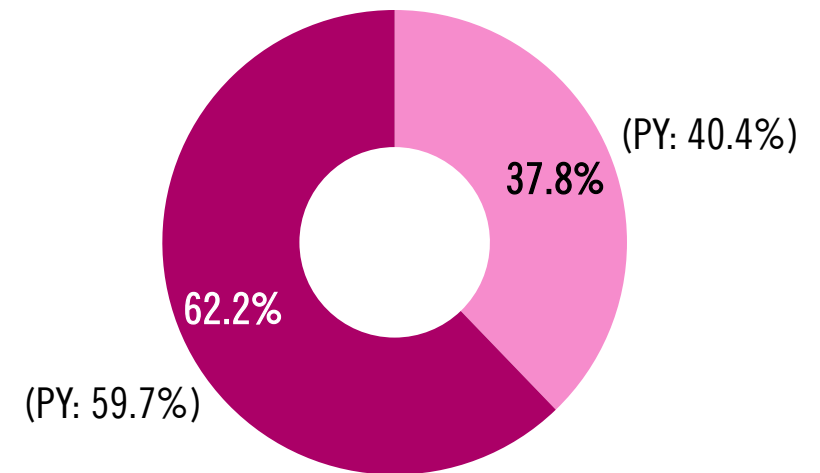
### Q1 2026/27 adjusted EBIT and adjusted EBIT margin

adj. EBIT margin



### Adjusted EBIT Q1 2026/27 split by geography

Germany Other Europe



- **No non-operating effects** (PY: positive effects of € 0.9m)

<sup>1</sup> Adjusted to exclude non-operating earnings items, e.g. impairment losses on assets, income from disposals of properties, income from write-ups of assets impaired in previous years.

**Note:** Inaccuracies in sum might result from rounding differences.

## Operating cash flow fully covers CAPEX requirements

	Q1 2026/27	Q1 2025/26
<b>Cash flow from operating activities</b>	198.9	192.0
of which: funds from operations	171.6	166.3
of which: change in working capital	27.4	25.7
<b>Cash flow from investing activities</b>	(55.9)	(44.6)
of which: gross CAPEX	(56.0)	(47.7)
<b>Cash flow from financing activities</b>	360.9	(38.3)
<b>Free cash flow (after net CAPEX and dividend)</b>	<b>143.0</b>	<b>147.4</b>

### Cash flow from operating activities:

- Change in Working Capital
  - Repayment of reverse factoring program
  - Seasonal reduction of inventories

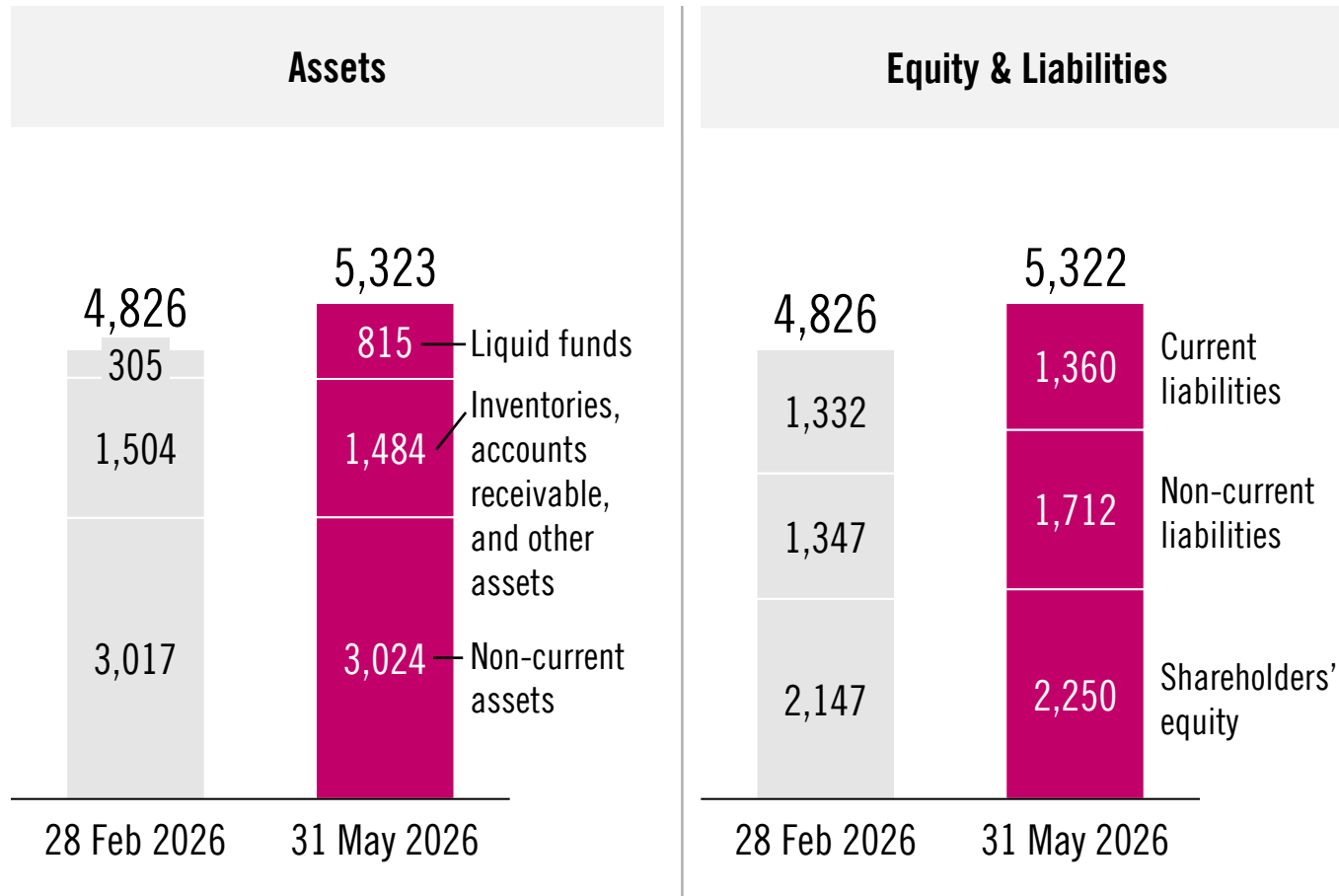
### CAPEX split Q1 2026/27:

- Land and stores (46%)
- Store equipment (35%)
- Mainly software (19%)

**Free cash flow** reflects higher investments in expansion

**Cash flow from financing activities** includes new promissory note loans which will refinance the bond of HORNBACH Baumarkt due on July 27, 2026.

## Strong balance sheet structure underpinned by a high equity ratio



**Net financial debt**<sup>1</sup> decreased to € 1,224m – driven by increased liquid funds

**Leverage ratio**<sup>2</sup> at 2.5x (FY 2025/26: 2.8x)

Strong **equity ratio** of 42.3% (FY 2025/26: 44.5%)

<sup>1</sup> Sum of short- and long-term financial debt (including lease liabilities) less cash and cash equivalents

<sup>2</sup> Net debt/EBITDA

# Financial Guidance 2026/27

**FY 2026/27 guidance: Growth in a challenging environment**

**2025/26**

**2026/27**

<b>Net sales</b>	€ 6,434m	At or slightly above the prior-year level (-2% to +6%)
<b>Adjusted EBIT</b>	€ 264.7m	At the prior-year level (-5% to +5%)
<b>Additional information</b>		
<b>CAPEX</b>	€ 220m	Significantly above the prior-year

**Guidance nomenclature:**

Sales: "At previous year's level" = -2% to +2% | "Slight" = +/-2% to +/-6% | "Significant" = changes of more than 6%

Adj. EBIT: "At previous year's level" = -5% to +5% | "Slight" = +/-5% to +/-12% | "Significant" = > +/-12%.

Future developments are subject to considerable uncertainty. Please see disclaimer at the beginning of the presentation regarding forward-looking statements.

**HORNBACH Baumarkt:**  
Store openings 2026/27



Trnava (Slovakia),  
April 22, 2026



Graz-Liebenau (Austria),  
Autumn 2026



Beuningen "Vloeren"  
(Netherlands), Autumn 2026

**There's always a  
job to be done.**

# Questions & Answers

# IR Contact & Events

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## Event calendar

**July 10, 2026**

**Annual General Meeting, Landau (Palatinate)**

August 31, 2026

German Fall Conference - Equity Forum, Frankfurt

September 1, 2026

COMMERZBANK & ODDO Corporate Conference, Frankfurt

September 21, 2026

Berenberg 15th German Corporate Conference, Munich

September 22, 2026

15th Baader Investment Conference, Munich

**September 29, 2026**

**Half-yearly Financial Report 2025/26**

November 11, 2026

Münchener Kapitalmarkt Konferenz, Munich

November 24, 2026

Deutsches Eigenkapitalforum, Frankfurt

**December 22, 2026**

**Quarterly Statement Q3 2026/27**