

ANNUAL ACCOUNTS PRESS CONFERENCE

DUISBURG, 26.4.2010

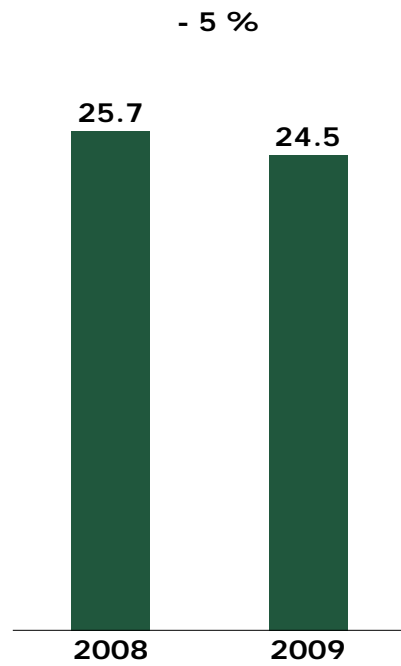


FISCAL YEAR 2009

-
- Corporate Divisions affected to differing degrees by economic developments
 - Celesio's business is only influenced by the economy to a minor degree
 - Decline in sales at ELG due to lower nickel prices and falling output tonnages only partly compensated by slight increase in sales at Celesio
 - Negative effect on earnings at CWS-boco, ELG and TAKKT due to economic conditions cannot be absorbed by cost reduction measures

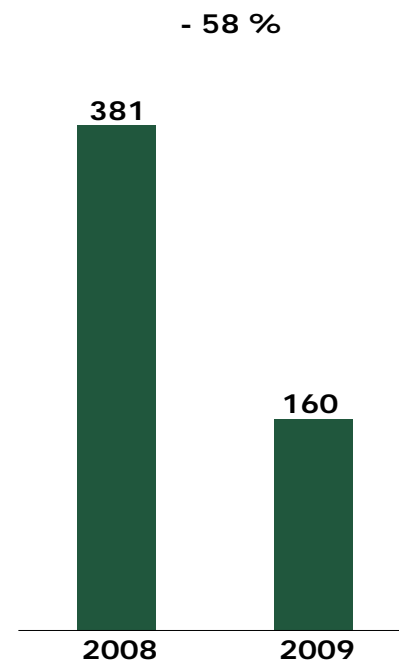
Sales

Euros in billions



Profit before taxes

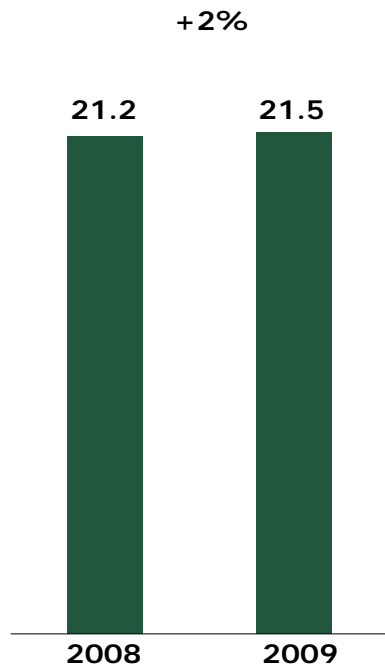
Euros in millions



-
- Sales growth of 2 per cent adjusted for exchange rates, acquisitions and divestments
 - Operating result burdened by negative currency effects as well as the impact of government measures amounting to € 38 million
 - Valuation adjustments of € 274 million for high-street pharmacies and DocMorris, in particular on account of massive government interventions
 - Expansion into Brazil by acquisition of the leading wholesaler Panpharma

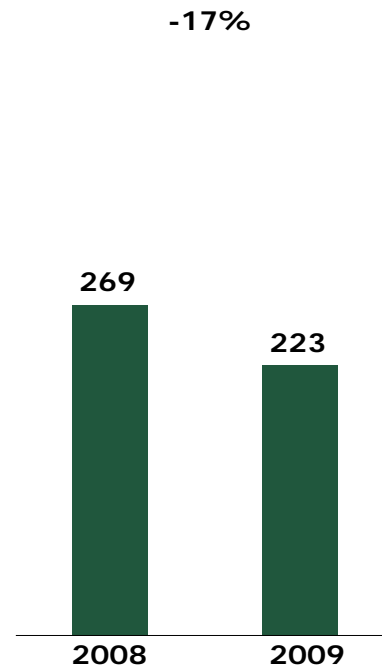
Sales

Euros in billions



Operating result

Euros in millions



Operating result
currency-adjusted
before non-recurring factors

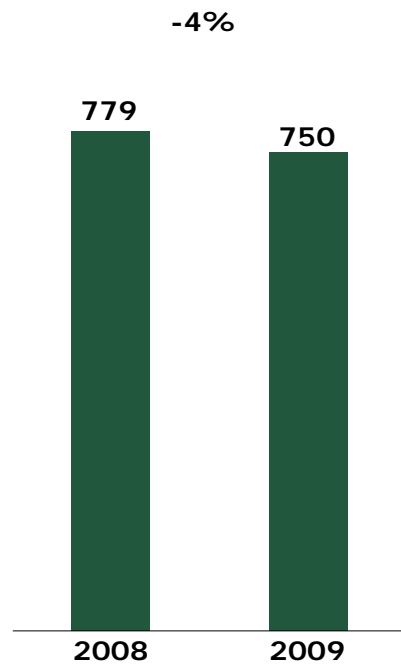
Euros in millions



- Difficult economic environment leads to decline in sales especially in the workwear rental sector
- Operating result negatively influenced by difficult market conditions and restructuring measures in Ireland
- Sale of 50 per cent shareholding in the Ille Group

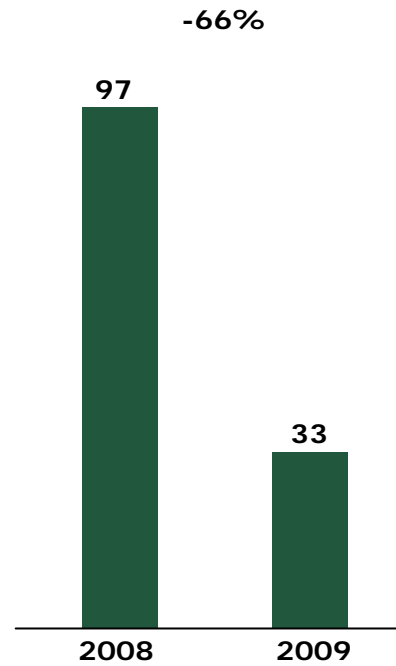
Sales

Euros in millions



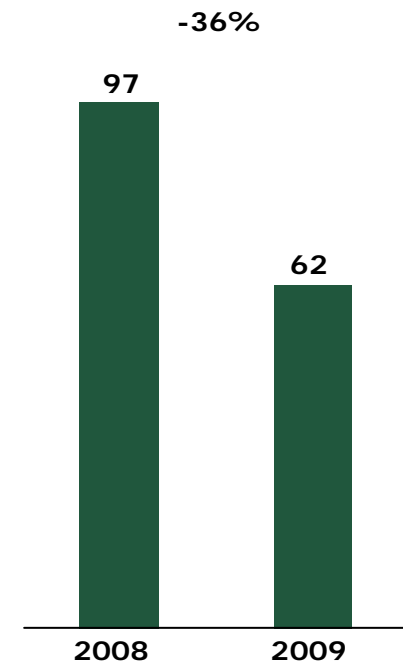
Operating result

Euros in millions



Operating result
currency-adjusted
before non-recurring factors

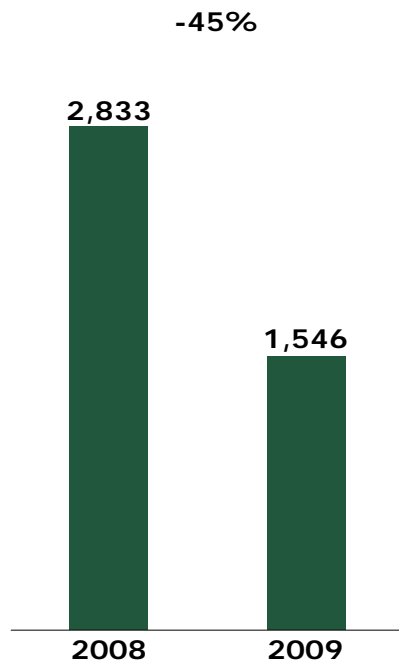
Euros in millions



- Decline in sales as a result of lower nickel prices and reduced tonnages due to the crisis
- Cost reduction measures introduced at an early stage cannot fully compensate for loss of gross profit resulting from fall in sales
- Nevertheless a good operating result considering the difficult market environment

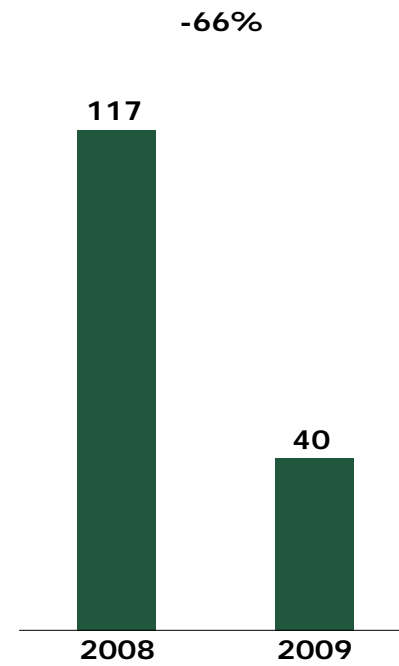
Sales

Euros in millions



Operating result

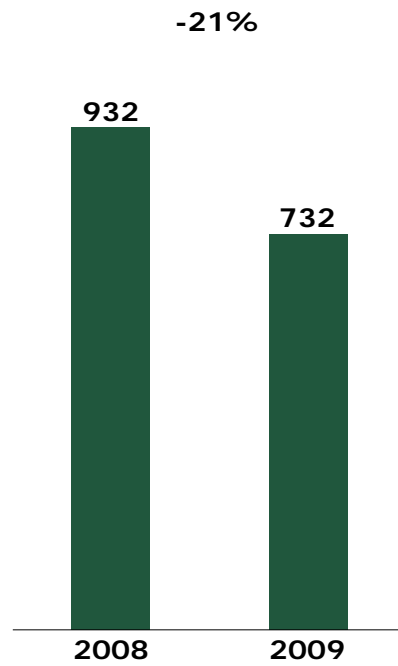
Euros in millions



- Crisis causes heaviest fall in sales in the company's history
- Significantly lower operating result as a consequence of decline in sales
- Acquisition of Central Restaurant Products
- Implementation of the FOCUS and GROWTH programmes in response to reduced demand

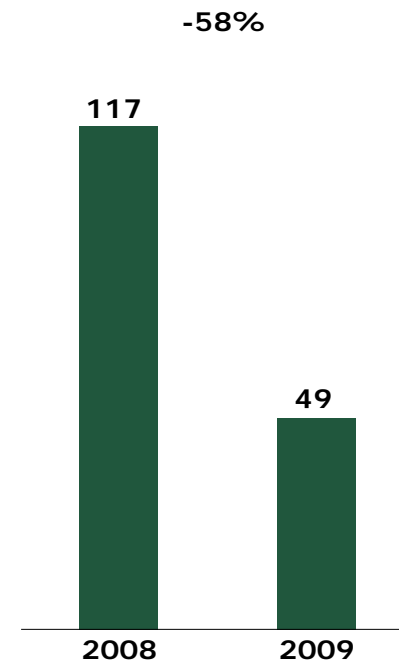
Sales

Euros in millions



Operating result

Euros in millions



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- Sales development in Cash & Carry is marked by strong consumer reticence in non-foods, especially in eastern Europe
 - Further progress in repositioning of Real
 - Media Markt and Saturn continue their expansion during the economic crisis and increase their market shares
 - The efficiency and value enhancement programme "Shape 2012" results in further non-recurring expenses, but also brings the first positive effects

Sales

Euros in billions

-4%

68.0

65.5

2008

2009

Operating result

Euros in millions

-15%

1,985

1,681

2008

2009

Operating result
before non-recurring factors

Euros in millions

-9%

2,222

2,024

2008

2009

CONSOLIDATED FINANCIAL STATEMENTS 2009

KEY FIGURES IN OVERVIEW

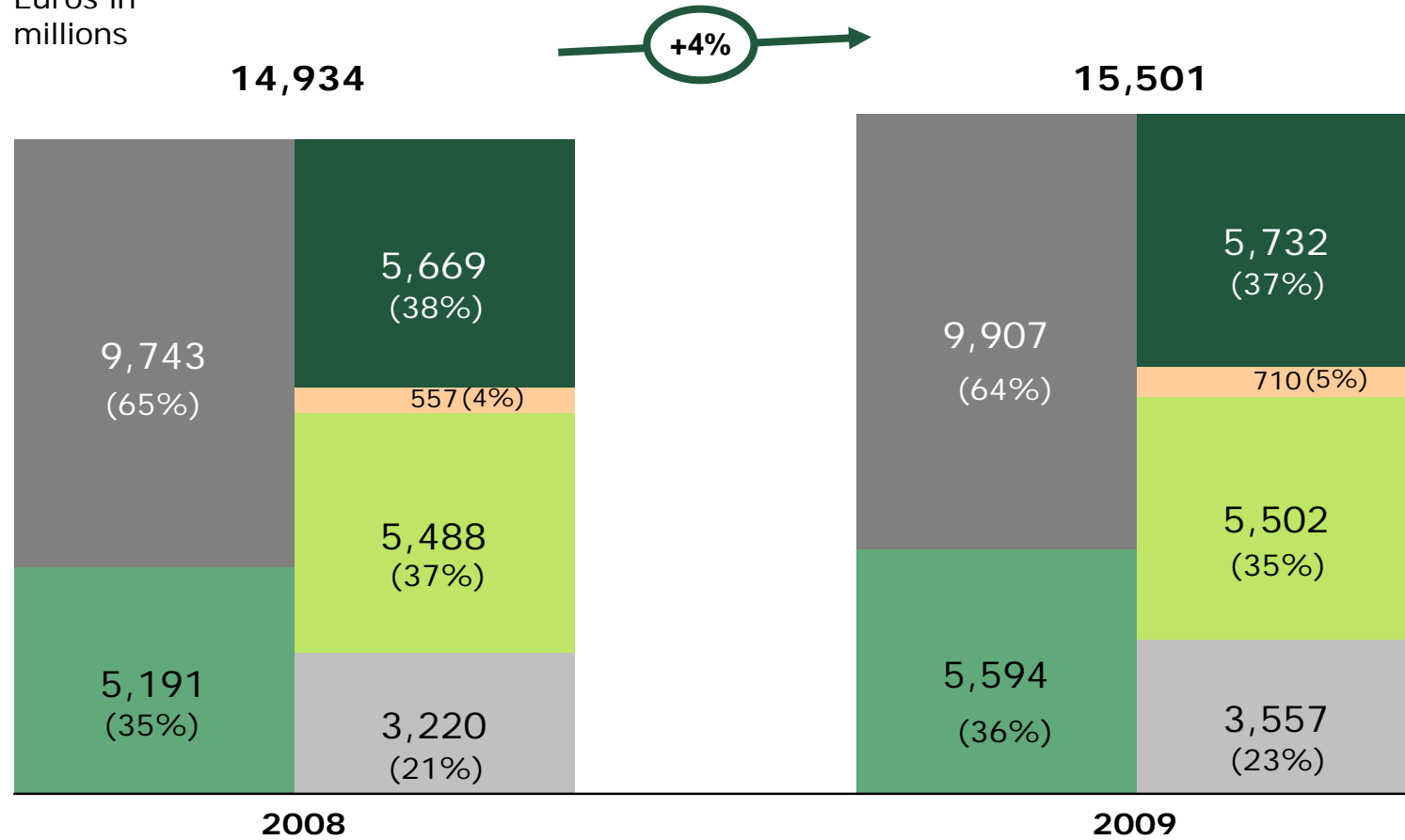
HANIEL

Euros in millions	ACTUAL 31.12.09	Δ against previous year		Δ against previous year adjusted for currency effects		Currency effect	
		abs.	in %	abs.	in %	abs.	in %
Total assets*	15,501	567	4%	337	2%	230	2%
Sales	24,524	1,186	-5%	-543	-2%	-643	-3%
EBITDA	867	-239	-22%	-202	-18%	-37	-4%
EBIT	289	-255	-47%	-225	-41%	-30	-6%
Profit before taxes	160	-221	-58%	-195	-51%	-26	-7%

* in comparison to 01.01.2009

STATEMENT OF FINANCIAL POSITION

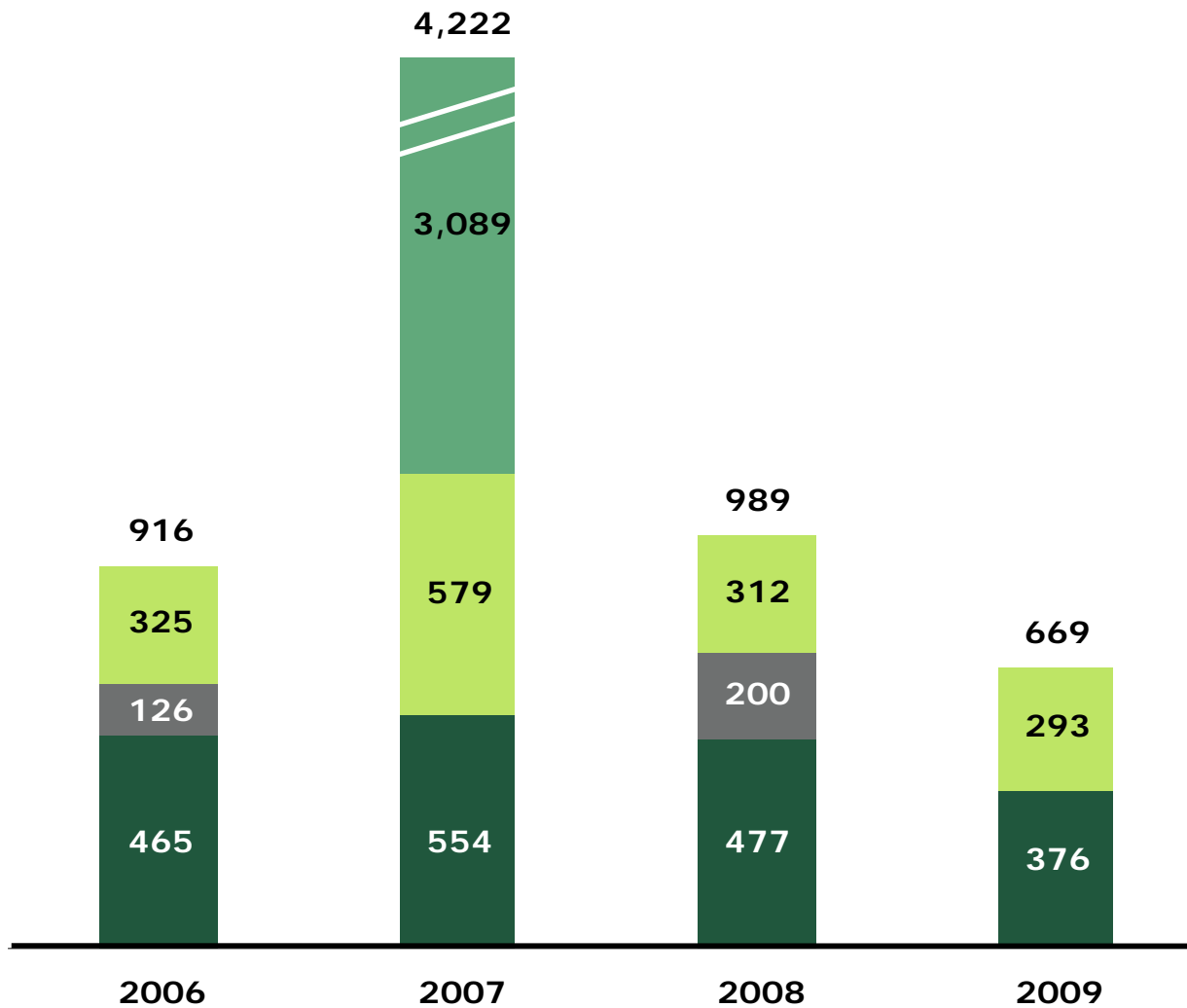
Euros in millions



- Non-current assets
- Provisions
- Current assets
- Financial liabilities
- Equity
- Non-financial liabilities

CHANGE IN ON-STATEMENT INVESTMENTS

Euros in millions



Euros in millions	
Celesio	399
CWS-boco	114
ELG	9
TAKKT	60
FHC / cons.	87
Group	669

- Increase in Metro shareholding
- Acquisitions
- BELFOR/Xella loans
- Other investments

INCOME STATEMENT

HANIEL

Euros in millions	2008	2009	Δ	Δ %
Sales	25,710	24,524	-1,186	-5%
Operating result	544	289	-255	-47%
Profit before taxes	381	160	-221	-58%
Profit from continuing operations after taxes	150	17	-133	-89%
Profit from discontinued operations after taxes	-24	0	24	
Profit after taxes	126	17	-109	-87%
Profit attributable to equity holders	98	6	-92	-89%

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