

**2018**

Dähne Verlag

# DIY

Retailers

worldwide

Head offices • Data • Figures

DIY Retailers worldwide

**Volume 1: DIY Retailers in Europe**

Volume 2: DIY Retailers in the Americas, Africa, Asia and Australia

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© Dähne Verlag GmbH  
P.O. Box 10 02 50  
76256 Ettlingen/Germany  
Phone +49/7243/575-0  
Fax +49/7243/575-200  
info@daehne.de  
www.DIYonline.de  
www.diyinternational.com

## 284 DIY retailers in Europe

**A**

### Austria

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AFS/RWA  
Bauhaus  
DFH-Bauprofi  
Eurobaustoff  
Hagebaumarkt  
Hellweg  
Hornbach  
Krämer (KEM)  
Let's Do It  
Obi  
Quester  
Zgonc

**AND**

### Andorra

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Mr. Bricolage

**B**

### Belgium

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Aveve  
Brico  
Brico Plan-It  
Briko Dépôt  
Crea Home  
Freetime  
Gamma  
HandyHome  
Hubo  
Mr. Bricolage

**BG**

### Bulgaria

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Bauhaus  
Budmax  
Home Max  
Mr. Bricolage  
Praktiker  
Praktis

**BIH**

### Bosnien-Herzegovina

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Let's Do It  
Obi  
Topdom

**BLR**

### Belarus

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Materik  
Mile  
Novoselkin  
OMA  
Palas

**CH**

### Switzerland

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Bauhaus  
Brico  
Coop  
Do It  
Do it + Garden  
Eurobaustoff  
Hornbach  
Jumbo  
Landi  
Obi

**CY**

### Cyprus

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Ellinas DIY  
Leroy Merlin  
Mr. Bricolage  
Superhome Center

**CZ**

### Czechia

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Bauhaus  
Baumax-x  
Hornbach  
Obi  
Uni Hobby

**D**

### Germany

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Baudi  
Bauhaus  
Bauprofi  
Bauspezi  
Bauvista  
Baywa  
Baywa Bau & Garten  
Clas Ohlson

Eurobaustoff  
EURO-DIY  
Globus/Hela  
Hagebau (Einzelhandel)  
Hagebaumarkt  
Hammer  
Hellweg  
Herkules  
Hornbach  
Jawoll  
JRB  
Knauber  
Krämer (KEM)  
Laminat Depot  
Leitermann  
Markant  
NSB  
Obi  
Poco  
Raab Karcher  
Raiffeisen Baucenter  
Real  
Rusta  
Screwfix  
Self  
Sonderpreis  
Stabilo  
Tedx  
Toom/B 1  
TTL-TTM  
V-Baumarkt  
Werkers Welt  
Werkmarkt

**DK**

### Denmark

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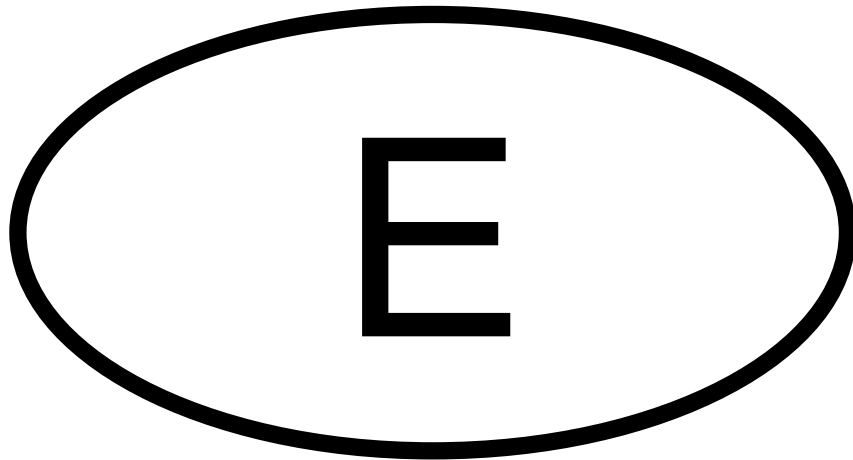
Bauhaus  
Bilka  
Bygma  
Flügger  
Fog  
Harald Nyborg  
Jem & Fix  
Silvan  
Stark  
XL-Byg

**E**

### Spain

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Aki  
Bauhaus  
Brico Centro  
Brico Dépôt  
Brico Group  
Brico Soriano  
Brico-Todo  
Bricofac  
Bricohouse



# Spain

<b>Population 2017</b>	<b>46.5 mio</b>
<b>Area</b>	<b>505 000 km<sup>2</sup></b>
<b>Rate of inflation 2017</b>	<b>2.0%</b>
<b>Rate of unemployment 2017</b>	<b>17.2%</b>
<b>GDP 2017</b>	<b>€ 1 163.7 bn</b>
<b>Real change to GDP 2016</b>	<b>3.1%</b>
<b>GDP per capita 2017</b>	<b>€ 25 000</b>

## Closures, mergers, takeovers since 1994

- 1998      Baucentro (3 stores) was sold to GIB group (B) and transformed into Aki.
- 1998      Brico Hogar (10 stores) was closed.
- 2002      Bauspezi (1 store) was closed.
- 2002      Aki (18 stores) was sold to Leroy Merlin (via Vendex KBB which had taken over Brico Belgium, the DIY activities of the GIB group).
- 2007      Atrida (1 store) was sold to Mr. Bricolage (Iberogroup) by the end of the year.
- 2018      Leroy Merlin and Aki (both Groupe Adeo) are going to merge.

**Aki España**  
Edificio Cristal, planta 5 a  
Ctra. Nacional 150, Km 6.7  
08210 Barberà del Vallès  
Spain

**Telephone:** +34/93/7 47 94 40  
**Fax:** +34/93/7 18 48 18  
**E-mail:** baricentro@aki.es  
**Internet:** www.aki.es

**Type of organization:** Chain ✓ Franchise Cooperative

**Owned by:** Groupe Adeo

**Managing director:** Frédéric Capdeville (General Director)

**Buying directors:** Vicente Manez, Ana Cañizares, Daniel Toca Garcia

**Sales directors:** Jordi Salvador (Director of Expansion), Pedro Reoyo (Marketing)

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	51	50	<b>Total sales area:</b>	132 600 m <sup>2</sup>	130 000 m <sup>2</sup>
<b>Profile of sales areas:</b>	400 - 6 500 m <sup>2</sup>		<b>Average sales area:</b>	2 600 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>	51	50	<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:** € 248 mio      **2016:** € 212 mio      **2013:** € 210 mio  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:** € 1 870

**Planned new openings 2018:** 6 (Vinaròs, Altafulla, Cuenca, Tortosa, a.o.)

**Other store types operated by parent company:** Leroy Merlin in France (137), Spain (68), Italy (48), Brazil (42), Poland (60), Portugal (12), China (1), Russia (75), Greece (4), Romania (16), Ukraine (4), Cyprus (1). Bricocenter in Italy (65). Bricoman in France (37), Poland (9), and in Italy (18). Bricomart in Spain (20). Online shop.

**DIY activities in other countries:** Aki stores in Portugal (37).

**Other:** Groupe Adeo also operates Weldom stores (338), Kbane stores (6) and Zôdio stores (18) in France as well as Zodio stores in Italy (3) and Brazil (1).  
Gross sales 2017 for Groupe Adeo as a whole: EUR 21.8 bn (2016: EUR 19.1 bn).  
Plans to have 64 stores by 2020.  
A brand reorganisation by holding company Adeo will see Leroy Merlin and Aki merging.

# Bauhaus

**Bauhaus**

Paseo Zona Franca 123  
08038 Barcelona  
Spain

Telephone: +34/93/223-19 23  
Fax: +34/93/223-31 51  
E-mail: barcelona@bauhaus.es  
Internet: www.bauhaus.es

**Type of organization:** Chain  Franchise  Cooperative

**Owned by:** Interbauhaus AG, Belp (Switzerland)

**Managing director:** Bart Ginneberge

**Buying directors:** Quique Serrano (Sanitary/building materials),  
Carmen Moseke (Buying Director)

**Sales director:**

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	11	10	<b>Total sales area:</b>	131 700 m <sup>2</sup>	118 300 m <sup>2</sup>
<b>Profile of sales areas:</b>	4 500 - 17 500 m <sup>2</sup>		<b>Average sales area:</b>	11 973 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>	10	9	<b>Total sales area:</b>	25 400 m <sup>2</sup>	22 000 m <sup>2</sup>
<b>Profile of sales areas:</b>	1 500 - 3 500 m <sup>2</sup>		<b>Average sales area:</b>	2 540 m <sup>2</sup>	

**Net turnover 2017  
(DIY and garden centres)** € 150 mio      **2014:** € 90 mio      **2013:** € 80 mio

**Average turnover per m<sup>2</sup>:** € 1 139

**Planned new openings 2018:**

**Other store types operated  
by parent company:**

**DIY activities  
in other countries:** Bauhaus also operates DIY superstores in Austria (21), Bulgaria (1), Switzerland (4), the Czech Republic (8), Germany (154), Denmark (17), Estonia (2), Finland (5), Croatia (8), Hungary (3), Iceland (1), Luxembourg (1), the Netherlands (2), Norway (2), Sweden (18), Slovenia (3), Slovakia (1), Turkey (10).

**Other:** Net turnover 2017 for Bauhaus (Europe): EUR 5 407 mio (estimated).  
The stores are located in Barcelona, Gavá, Girona, Madrid, Madrid-Alcorcón, Mallorca, Málaga, Taragona, Valencia-Paterna, Valencia-Alfafar and Zaragoza.

# Brico Centro

ATB Norte S.L.

P.O. Box 426  
09080 Burgos  
Spain

Telephone: +34/947/25 63 85  
Fax: +34/947/25 63 86  
E-mail: atb@atb-bricolajes.com  
Internet: www.bricocentro.es

Type of organization: Chain Franchise  Cooperative

Owned by:

Managing directors: Santiago Mouriño Alvarez, Guillermo Leal

Buying director: Alberto Anula Jiménez

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	16	16	Total sales area:	23 680 m <sup>2</sup>	23 680 m <sup>2</sup>
Profile of sales areas:	1 000 - 3 500 m <sup>2</sup>		Average sales area:	1 480 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2014: € 26 mio      2011: € 31 mio  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>: € 1 102

Planned new openings 2018:

Other store types operated by parent company: Online shop (click & collect) with 7 000 articles (launched in November 2016). Home delivery service since the beginning of 2017.

DIY activities in other countries:

Other: Estimated turnover 2014.



# Brico Dépôt

Brico Dépôt España S.A.  
Edificio Inblau A 1  
C/ la Selva 10  
08820 El Prat del Llobregat  
Spain

Telephone: +34/93/6 64 68 18  
Fax: +34/93/6 64 68 10  
E-mail:  
Internet: [www.bricodepot.es](http://www.bricodepot.es)

Type of organization: Chain  Franchise  Cooperative

Owned by: Kingfisher plc

Managing directors: Christophe Dubus (CEO), Alfonso Diaz (Expansion Director),  
Alain Souillard

Buying directors: Daniel Amram (Electrical/tools), Jordi Casany (Sanitary/floor/fittings),  
Juan Zapatta (Wood/building materials), Aljenadro Gomez Marti (Paint)

Sales director: Philippe Durand

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	28	28	Total sales area:	175 000 m <sup>2</sup>	175 000 m <sup>2</sup>
Profile of sales areas:	4 017 - 7 500 m <sup>2</sup>		Average sales area:	6 250 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017: € 360 mio      2016: € 378 mio      2015: € 354 mio  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>: € 2 057

Planned new openings 2018:

Other store types operated by parent company: Castorama stores in France (102), Poland (73) and in Russia (20).  
B&Q stores in the UK (288) and in Ireland (8).  
Koçtaş stores in Turkey (58).  
Screwfix stores in the UK (577) and in Germany (19).

DIY activities in other countries: Kingfisher also operates Brico Dépôt stores in France (121), Poland (3), Portugal (3) and in Romania (38).

Other: Long-term store target for Spain is 100 Brico Dépôt stores.  
Net sales 2017: GBP 316 mio (2016: GBP 312 mio, 2015: GBP 269 mio, 2014: GBP 306 mio).  
Brico Dépôt has 1 578 employees.

# Brico Group

**Brico Group**  
Parque Empresarial Inbisa, nave B-6  
C/ Rumania 5  
28802 Alcalá de Henares (Madrid)  
Spain

**Telephone:** +34/91/8 77 16 90  
**Fax:** +34/91/8 82 81 78  
**E-mail:** bricogroup@bricogroup.com  
**Internet:** www.bricogroup.com

**Type of organization:** Chain Franchise Cooperative ✓

**Owned by:** 11 members

**Managing directors:** Alicia Arriero (Finance), Miquel Esteba (President), Miguel Angel González (Vice president), Iryna Gradyushko (Imports)

**Buying directors:** Guillermo Ruiz (Director), M<sup>a</sup> Jesus López (Gardening/electrical/lighting), Rafael Adalid (Decor/bath/painting), Javier Caro (Tools/machines), Eugenia González (Furniture/storage/wood)

**Sales director:** M. José Diaz (Marketing)

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	20	20	<b>Total sales area:</b>	38 600 m <sup>2</sup>	38 600 m <sup>2</sup>

<b>Profile of sales areas:</b>	300 - 3 100 m <sup>2</sup>	<b>Average sales area:</b>	1 930 m <sup>2</sup>
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	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>	1	1	<b>Total sales area:</b>	2 000 m <sup>2</sup>	2 000 m <sup>2</sup>
<b>Profile of sales areas:</b>			<b>Average sales area:</b>	2 000 m <sup>2</sup>	

**Net turnover 2011:** € 85 mio      **2010:** € 95 mio      **2009:** € 79 mio  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated by parent company:** Alpuente Garden (1), Lumber SL (1)

**DIY activities in other countries:**

**Other:** Brico Group is a buying cooperative which was founded in 2000 and founder member of Bricoalliance which was established in Brussels in March 2006. Estimated turnover 2010.

# Brico Soriano

**Brico Soriano**

Calle Avenida de la Industria  
28823 Coslada (Madrid)  
Spain

Telephone: +34/91/6 69 54 70  
Fax: +34/91/739-03 89  
E-mail: info@bricosoriano.com  
Internet: www.bricosoriano.com

**Type of organization:** Chain ✓ Franchise ✓ Cooperative

**Owned by:**

**Managing director:** Rafael Suela

**Buying director:**

**Sales director:** Alvaro Gonzales Lorca (E-commerce)

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	4	5	<b>Total sales area:</b>	2 800 m <sup>2</sup>	3 500 m <sup>2</sup>
<b>Profile of sales areas:</b>	500 - 800 m <sup>2</sup>		<b>Average sales area:</b>	700 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:  
(DIY and garden centres)**  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:** Online shop.

**DIY activities  
in other countries:**

**Other:** The company was established in 1967.  
The stores are located in the Madrid metropolitan area.  
Franchise concept Soriano Express (300 - 500 m<sup>2</sup>).  
Estimated total sales area.

# Brico-Todo

**Bricolage Brico-Todo S.A.**

**C/ Francisco Silvela 25  
28028 Madrid  
Spain**

**Telephone: +34/91/4 02 24 04  
Fax: +34/91/3 09 20 64  
E-mail: consulta@bricotodo.com  
Internet: www.bricotodo.com**

**Type of organization:** Chain  Franchise  Cooperative

**Owned by:** Enrique Caballero Ungria

**Managing director:** Angel Caballero Clavijo

**Buying director:** Enrique Caballero Clavijo

**Sales director:** Enrique Caballero Clavijo

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	3	3	<b>Total sales area:</b>	1 000 m <sup>2</sup>	1 000 m <sup>2</sup>
<b>Profile of sales areas:</b>			<b>Average sales area:</b>	333 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:**

**DIY activities  
in other countries:**

**Other:**

# Bricofac

**Cofac Ferreteros Asociados, SCCL**  
**Bricofac**  
 C/ Garbí 16  
 08150 Parets del Valles  
 Spain

**Telephone:** +34/93/5 73 85 00-00  
**Fax:** +34/93/5 73 85-21  
**E-mail:** info@cofac.es  
**Internet:** www.cofac.es

**Type of organization:** Chain Franchise Cooperative ✓

**Owned by:** Grupo Cofac

**Managing director:** Fernando Bautista

**Buying directors:** Joan Gallofré (Paint/drugstore/carpentry), Angel Ruiz (Hardware/machinery/tools), Josep Ródenas (Gardening/electrical materials), Susanna Sánchez (Lighting/garden/furniture), Ana Sánchez (Decoration/home equipment)

**Sales director:**

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	16	16	<b>Total sales area:</b>	13 500 m <sup>2</sup>	13 500 m <sup>2</sup>
<b>Profile of sales areas:</b>			<b>Average sales area:</b>	843 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2011:** € 13 mio      **2007:** € 34 mio  
 (DIY and garden centres)  
**Average turnover per m<sup>2</sup>:** € 963

**Planned new openings 2018:**

**Other store types operated by parent company:** Cofac stores (250), Ambit Casa stores (10), Indugrup stores (22).

**DIY activities in other countries:**

**Other:** Grupo Cofac is a cooperative with 223 members which operate about 280 stores. Associated to Grupo QF+.

# Bricohouse

Jelf Bricohouse S.L.  
C.C. Aguas Nuevas  
Avda. de las Cortes Valencias  
03183 Torremalata  
Spain

Telephone: +34/966/92 35 62  
Fax: +34/966/92 35 57  
E-mail: bricohouse@bricohouse.com  
Internet: www.bricohouse.com

Type of organization: Chain  Franchise  Cooperative

Owned by: CRH (60%)

Managing director: Javier Gracia

Buying director: José Luis Climent

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	5	5	Total sales area:	5 000 m <sup>2</sup>	5 000 m <sup>2</sup>
Profile of sales areas:			Average sales area:	1 000 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company:

DIY activities  
in other countries:

**Other:** Four stores are located in Alicante (Denia, Ondara, Santa Pola, La Zenia), one store is located in Murcia (Mazarrón).  
Brico House is member of the buying cooperative Brico Group.

# Bricoking

Bricoking, S.A.  
Ctra. Nac. VI - km 581  
C/ Espiritu Santo 12  
15165 Bergondo/La Coruña  
Spain

Telephone: +34/981/77 93 35  
Fax: +34/981/79 52 38  
E-mail: bricoking@bricoking.es  
Internet: www.bricoking.es

Type of organization: Chain ✓ Franchise ✓ Cooperative

Owned by: Grupo Jaerod

Managing directors: Juan José Jaen, Enrico Coco (Director of Development)

Buying director: Araceli Lumberas

Sales director: José Iglesias

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	9	9	Total sales area:	20 400 m <sup>2</sup>	20 400 m <sup>2</sup>
Profile of sales areas:	400 - 5 000 m <sup>2</sup>		Average sales area:	2 267 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2014: € 40.2 mio      2012: € 60 mio      2011: € 54 mio  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>: € 543

Planned new openings 2018:

Other store types operated  
by parent company:

DIY activities  
in other countries:

Other: The company was founded in 1994.  
Bricoking City format (in Vilalba, Vigo, Las Palmas/Lanzarote).  
Bricoking is a member of Bricoalliance.

# Bricomart

**Bricomart Espagne**  
Parque Comercial Plaza Nueva  
Avda Puerta del Sol 23  
28918 Leganés (Madrid)  
Spain

**Telephone:** +34/91/4 28 61 90  
**Fax:** +34/91/7 46 43 35  
**E-mail:**  
**Internet:** www.bricomart.com

**Type of organization:** Chain ✓ Franchise Cooperative

**Owned by:** Groupe Adeo

**Managing directors:** Félix Fernández (President), Antonio Bullido (Managing Director)

**Buying director:** Jan Wejbrandt (Marketing Director)

**Sales director:** Juan Manuel Herreras (Expansion)

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	20	18	<b>Total sales area:</b>	136 000 m <sup>2</sup>	123 000 m <sup>2</sup>
<b>Profile of sales areas:</b>	5 500 - 12 000 m <sup>2</sup>		<b>Average sales area:</b>	6 800 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2015:** € 311 mio      **2014:** € 220 mio      **2013:** € 161 mio  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:** Gran Canaria

**Other store types operated by parent company:** Leroy Merlin in France (137), Spain (68), Italy (48), Brazil (42), Poland (60), Portugal (12), China (1), Russia (75), Greece (4), Ukraine (4), Romania (16), Cyprus (1). Bricocenter in Italy (66). Weldom (338) and Zodio (20) in France. Zodio in Italy (3) and Brazil (1). Kbane in France (6).

**DIY activities in other countries:** Bricoman in France (37), Poland (9) and in Italy (18).

**Other:** Groupe Adeo also operates Aki stores in Spain (51) and in Portugal (37) as well as DomPro stores (168) for professionals in France.  
Gross turnover 2017 for Groupe Adeo as a whole: EUR 21.8 bn (2016: EUR 19.049 bn, 2015: EUR 17.6 bn).



**Bricor S.A.**

C/ Hermosilla 112  
28009 Madrid  
Spain

**Telephone:** +34/91/40 18-500  
**Fax:** +34/91/40 25-821  
**E-mail:** info@bricor.es  
**Internet:** www.bricor.es

**Type of organization:** Chain  Franchise  Cooperative

**Owned by:** El Corte Inglés

**Managing director:** Daniel Toca (General Director)

**Buying director:**

**Sales director:**

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	64	59	<b>Total sales area:</b>	125 600 m <sup>2</sup>	130 000 m <sup>2</sup>
<b>Profile of sales areas:</b>	450 - 11 000 m <sup>2</sup>		<b>Average sales area:</b>	1 963 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:** € 110 mio      **2016:** € 110.59 mio      **2015:** € 108.78 mio  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:** € 876

**Planned new openings 2018:** La Coruna, Cadiz

**Other store types operated  
by parent company:** Hipercor hypermarkets.  
Online shop (32 000 products).

**DIY activities  
in other countries:** Bricor stores in Portugal (3).

**Other:** The first Bricor store was opened in 2006. Seven stores are big box stores.  
The company offers a product range of more than 45 000 articles.  
Member of AFEB.  
Turnover refers to Spain and Portugal. Financial year ends February 28.  
Estimated turnover for 2017.

# Bricorama

**Bricorama Iberia, S.L.**

C. Viejo de Simancas Km. 1,5  
47008 Valladolid  
Spain

**Telephone:** +34/983/22 22 82  
**Fax:** +34/983/22 12 88  
**E-mail:** maria.alvarez@bricorama.es  
**Internet:** www.bricorama.es

**Type of organization:** Chain ✓ Franchise Cooperative

**Owned by:** Jean Claude Bourrelier

**Managing directors:** Franck Vasse (Director Operations), Jean-Michel Bourrelier (COO), Christian Roubaud

**Buying director:** Elisabeth Reilhac

**Sales director:** Ximo Reig Casanova

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	11	12	<b>Total sales area:</b>	27 700 m <sup>2</sup>	30 265 m <sup>2</sup>

<b>Profile of sales areas:</b>	<b>Average sales area:</b>	2 518 m <sup>2</sup>
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	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

<b>Net turnover 2017:</b> (DIY and garden centres)	€ 23.1 mio	<b>2016:</b>	€ 28.5 mio	<b>2015:</b>	€ 20.3 mio
<b>Average turnover per m<sup>2</sup>:</b>	€ 834				

**Planned new openings 2018:**

**Other store types operated by parent company:** Bricorama is franchisee of the Intergamma Group in Belgium (41 stores) and in the Netherland (34 stores).

**DIY activities in other countries:** DIY stores in France (103). Another 59 stores in France are franchised.

**Other:** Net turnover 2016 of Bricorama group as a whole: EUR 870 mio (2015: EUR 725.22 mio, 2014: EUR 675.0 mio, 2013: EUR 692.1 mio, 2012: EUR 732.3 mio).  
Gross turnover 2016 (incl. franchise): EUR 1 000 mio (2015: 992 mio, 2014: EUR 945 mio).  
Bricomarché/Les Mousquetaires (ITM) took over Bricorama's French and Spanish activities (170 stores) in January 2018.

# Cadena 88

Ehllis S. A.  
Cadena 88  
C/ Sevilla 4  
08740 Sant Andreu de la Barca  
Spain

Telephone: +34/93/6 82 00 06  
Fax: +34/93/6 53 15 90  
E-mail: ehllis@ehllis.es  
Internet: www.cadena88.com

Type of organization: Chain Franchise Cooperative ✓

Owned by:

Managing director: Jordi Fernández (Director of Organizations & Systems)

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	1 250	1 013	Total sales area:		
Profile of sales areas:			Average sales area:		

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company: Cadena 88 Industrial, Cash & Carry.  
Online shop (will start 2018 with an assortment of more than  
15 000 references).

DIY activities  
in other countries: Portugal

Other: Cadena 88 is the first independent hardware company in Spain. It was founded in 1988 and is managed by Ehllis, S.A, the largest distributor of hardware in the country.

# Cecofersa

Cecofersa Central de  
Compras y Servicios Profesionales  
Avda. Valdelaparra 39  
28108 Alcobendas, Madrid  
Spain

Telephone: +34/91/662-24 15  
Fax: +34/91/661-48 51  
E-mail: info@cecofersa.es  
Internet: www.cecofersa.com

Type of organization: Chain Franchise Cooperative ✓

Owned by:

Managing director: José Maria Salvador

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	150	150	Total sales area:		

Profile of sales areas: Average sales area:

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company:

DIY activities in other countries: Associates in Portugal.

Other: Cecofersa is a hardware buying cooperation for professionals with 150 associates.

**CIFEC, S.C.C.L.**  
**Calle Garbí 15**  
**08635 Sant Esteve Sesrovires**  
**Spain**

**Telephone:** +34/935/73 85 00  
**Fax:** +34/935/73 85 01  
**E-mail:** cifec@cifec.es  
**Internet:** www.cifec.es

**Type of organization:** Chain Franchise Cooperative ✓

**Owned by:**

**Managing director:**

**Buying director:**

**Sales director:**

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	180+	180+	<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:**  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated by parent company:** Online shop.

**DIY activities in other countries:** Andorra (1).

**Other:** Hardware stores (Optimus). The cooperative has 124 members. Cifec is member of Hardware Alliance and Ironside International and associated to Grupo QF+.

# Coferdroza

**COFERDROZA, S. Coop. Ltda.**

C/ Isaac Peral 1 - 3  
50800 Zuera (Zaragoza)  
Spain

Telephone: +34/976/692-121  
Fax: +34/976/692-100  
E-mail: comercial@coferdroza.es  
Internet: www.coferdroza.es

**Type of organization:** Chain Franchise Cooperative ✓

**Owned by:**

**Managing directors:** Roberto Sánchez Borderas (President),  
Jaime Mendoza Barquín

**Buying director:** Javier Ruiz Monsegur

**Sales directors:** Javier Lassa Varga,  
Pedro San Miguel Soriano (Marketing)

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	325		<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:**  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:**

**DIY activities  
in other countries:**

**Other:** Coferdroza is a buying cooperative for independent hardware stores and has more than 300 members.  
Established in 1965.

# Decopraktik

**Decopraktik**

Carrer de Potosi 9  
08030 Barcelona  
Spain

Telephone: +34/900/357-100

Fax:

E-mail: comunicacion@decopraktik.com

Internet: www.decopraktik.com

Type of organization: Chain  Franchise  Cooperative

Owned by:

Managing director:

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	14	14	Total sales area:	2 800 m <sup>2</sup>	2 800 m <sup>2</sup>

Profile of sales areas:	Average sales area:	200 m <sup>2</sup>
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	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company: Online shop.

DIY activities  
in other countries:

Other: Estimated sales area. The stores are located in the Barcelona metropolitan area.

# Don Bricolage

Ferretería Bonaire  
Don Bricolage  
Avda. Europa, s/n 14  
03720 Benissa / Alicante  
Spain

Telephone: +34/965/733-609  
Fax: +34/965/730-359  
E-mail: marketing@ferreteriabonaire.com  
Internet: www.donbricolage.com

Type of organization: Chain  Franchise  Cooperative

Owned by:

Managing director:

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	4	4	Total sales area:	4 000 m <sup>2</sup>	4 000 m <sup>2</sup>
Profile of sales areas:	170 - 2 000 m <sup>2</sup>		Average sales area:	1 000 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company: Online shop.

DIY activities  
in other countries:

**Other:** Estimated sales area. The stores (Don Bricolage and Ferreteria Bonaire) are located in Denia, Benissa, Altea and Jávea. Don Bricolage was established in 1986.



# Ferrcash

Cooperativa Madrilená de  
Ferreteros / Ferrcash  
C/ Rey Pastor 8  
28914 Leganés (Madrid)  
Spain

Telephone: +34/91/6 88 03 33  
Fax: +34/91/6 86 08 00  
E-mail: comafe@comafe.es  
Internet: www.comafe.es

Type of organization: Chain Franchise Cooperative ✓

Owned by:

Managing director:

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	272	272	Total sales area:	54 400 m <sup>2</sup>	54 400 m <sup>2</sup>
Profile of sales areas:			Average sales area:	200 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
by parent company: Wholesale.

DIY activities  
in other countries:

Other: www.ferrcash.es  
Ferrcash warehouses in Leganés (18 000 m<sup>2</sup>) and Alicante (7 000 m<sup>2</sup>) with more than  
36 000 articles.  
Ferrcash was established in 1986.

# Habitacle

Ehlis S.A.  
Habitacle  
C/ Sevilla  
08740 Sant Andreu de la Barca  
Spain

Telephone: +34/93/6 35 64 74  
Fax: +34/93/6 82 03 04  
E-mail: habitacle@habitacle.es  
Internet: www.habitacle.es

Type of organization: Chain  Franchise  Cooperative

Owned by: Ehlis, S.A.

Managing directors: Alejandro Ehlis, Ignacio Ehlis

Buying director: Javier Claver

Sales director: Manuel Molero

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	10	10	<b>Total sales area:</b>	16 000 m <sup>2</sup>	16 000 m <sup>2</sup>
<b>Profile of sales areas:</b>	800 - 2 500 m <sup>2</sup>		<b>Average sales area:</b>	1 600 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:**  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:** Cadena 88, Cadena 88 Industrial

**DIY activities  
in other countries:**

**Other:** The cooperative Cadena 88 has more than 1 000 members which operate 1 250 DIY shops.

# Ideal Bricolaje

**Ideal Bricolaje**  
Calle el Henequén 41  
35600 Puerto del Rosario  
Spain

**Telephone:** +34/928/53 10 65  
**Fax:** +34/928/16 78 55  
**E-mail:** puerto@idealbricolaje.com  
**Internet:** www.idealbricolaje.com

**Type of organization:** Chain  Franchise  Cooperative

**Owned by:**

**Managing director:** Marcial Rojas

**Buying director:**

**Sales directors:** Marcial Rojas (Commercial Director), Elvis Moledo

	12/17	12/16		12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	4	4	<b>Total sales area:</b>	8 700 m <sup>2</sup>	8 700 m <sup>2</sup>

<b>Profile of sales areas:</b>	800 - 4 000 m <sup>2</sup>	<b>Average sales area:</b>	2 175 m <sup>2</sup>
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	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:  
(DIY and garden centres)**  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:**

**DIY activities  
in other countries:**

**Other:** Ideal Bricolaje was established in 2011. The product range comprises 50 000 articles. Three stores are located in Fuerteventura, one store is located in Lanzarote.

Mestre Maco, S.A.  
 Materiais de Construção  
 EN 10 - Km 14 Casal do Marco  
 2840-999 Seixal  
 Portugal

Telephone: +3 51/21/2 27 88-00  
 Fax: +3 51/21/2 27 88-01  
 E-mail: arcruz@mestremaco.pt  
 Internet: www.izi.com.es

Type of organization: Chain  Franchise  Cooperative

Owned by: Grupo Prebuild

Managing director: Miguel Almeida (CEO)

Buying director:

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	1	1	Total sales area:	2 400 m <sup>2</sup>	2 400 m <sup>2</sup>

Profile of sales areas:	Average sales area:	2 400 m <sup>2</sup>
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	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
 (DIY and garden centres)  
 Average turnover per m<sup>2</sup>:

Planned new openings 2018:

Other store types operated  
 by parent company:

DIY activities  
 in other countries: Izibuild stores in Portugal (3).

Other: The store is located in Ponferrada (León).

# La Plataforma

Saint-Gobain Distribución  
Construcción, S.L.  
C/ Francisco Gasco Santillán 2 - 1º  
28906 Getafe (Madrid)  
Spain

Telephone: +34/91 48 18 88  
Fax: +34/91 48 18 84  
E-mail:  
Internet: [www.laplataforma.es](http://www.laplataforma.es)

Type of organization: Chain  Franchise  Cooperative

Owned by: Saint-Gobain S.A.

Managing directors: Ricardo de Ramón (Saint Gobain (Spain & Portugal),  
Felicidad Martínez (General Director)

Buying director: Javier Raspall

Sales director:

	12/17	12/16		12/17	12/16
Total number of stores: (DIY and garden centres)	17	17	Total sales area:	102 000 m <sup>2</sup>	102 000 m <sup>2</sup>
Profile of sales areas:	5 600 - 6 550 m <sup>2</sup>		Average sales area:	6 000 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
Number of garden centres:			Total sales area:		
Profile of sales areas:			Average sales area:		

Net turnover 2017:  
(DIY and garden centres)  
Average turnover per m<sup>2</sup>:

Planned new openings 2018: Barcelona, Majadahonda, logistics centre in Pinto

Other store types operated  
by parent company:

DIY activities  
in other countries: Plattform stores in Germany (3).  
La Plateforme du Bâtiment (59) in France.

Other: For professionals only.  
The stores are located in Madrid (9), Barcelona (7), Valencia (1).  
Estimated sales area.

# Leroy Merlin

**Leroy Merlin S.A.**

Avenida de la Vega 2  
28108 Alcobendas, Madrid  
Spain

**Telephone:** +34/91/749-60 00  
**Fax:** +34/91/749-60 99  
**E-mail:** rodrigo.desalas@leroymerlin.es  
**Internet:** www.leroymerlin.es

**Type of organization:** Chain ✓ Franchise Cooperative

**Owned by:** Groupe Adeo

**Managing directors:** Ignacio Sánchez Villares (General Director),  
Juan Sevillano de Miguel (Expansion/Development)

**Buying directors:** Carlos Malo, Frédéric Mayaud,  
Maria de Jesus Alvarez (Supply Chain)

**Sales directors:** Miguel Madrigal Diez (Marketing), José Carillo Andonaegui (Regional Director-North),  
José Ramón Abad (Regional Director-Center)

	12/17	12/16	12/17	12/16
<b>Total number of stores: (DIY and garden centres)</b>	68	64	<b>Total sales area:</b> 464 100 m <sup>2</sup>	436 230 m <sup>2</sup>

<b>Profile of sales areas:</b>	1 000 - 14 000 m <sup>2</sup>	<b>Average sales area:</b>	6 825 m <sup>2</sup>
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	12/17	12/16	12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>	
<b>Profile of sales areas:</b>			<b>Average sales area:</b>	

<b>Net turnover 2017: (DIY and garden centres)</b>	€ 1 721 mio	<b>2016:</b>	€ 1 624 mio	<b>2015:</b>	€ 1 495 mio
<b>Average turnover per m<sup>2</sup>:</b>	€ 3 676				

**Planned new openings 2018:** Lleida, Llica d'Amunt, Sagunto, Quintela de Canedo

**Other store types operated by parent company:** Bricocenter (65) in Italy. Aki in Spain (51) and Portugal (37). Bricoman in France (37), Poland (9) and Italy (18). Weldom (338), Zôdio (20) and Kbane (6) in France. Bricomart in Spain (20). Homes-up in China (3). Zodio in Italy (3) and in Brazil (1).

**DIY activities in other countries:** Leroy Merlin stores in France (137), Italy (48), Poland (60), Brazil (42), China (1), Russia (75), Greece (4), Portugal (12), Ukraine (4), Romania (16), Cyprus (1).  
Market entries planned in South Africa and in Kazakhstan.

**Other:** Another 10 Leroy Merlin locations are planned in Spain.  
The product range comprises 35 000 articles. The company has 8 000 employees.  
Gross sales 2017: EUR 2 046 mio (2016: EUR 1 931 mio, 2015: EUR 1 778 mio).  
Gross sales 2017 for Groupe Adeo as a whole: EUR 21.8 bn.  
A brand reorganisation by holding company Adeo will see Leroy Merlin and Aki merging.

# Sagrera Canarias

**Grupo Sagrera S. A.**

Camino de Las Mantecas s/n  
38297 La Cuesta - La Laguna  
Spain

Telephone: +34/922/64 77-51  
Fax: +34/922/64 79-98  
E-mail: info@sagrera Canarias.es  
Internet: www.sagrera Canarias.es

**Type of organization:** Chain  Franchise  Cooperative

**Owned by:** Grupo Sagrera

**Managing director:**

**Buying director:**

**Sales director:**

	12/17	12/16		12/17	12/16
<b>Total number of stores:</b> (DIY and garden centres)	5	5	<b>Total sales area:</b>	9 375 m <sup>2</sup>	9 375 m <sup>2</sup>
<b>Profile of sales areas:</b>	900 - 3 800 m <sup>2</sup>		<b>Average sales area:</b>	1 875 m <sup>2</sup>	

	12/17	12/16		12/17	12/16
<b>Number of garden centres:</b>			<b>Total sales area:</b>		
<b>Profile of sales areas:</b>			<b>Average sales area:</b>		

**Net turnover 2017:**  
(DIY and garden centres)  
**Average turnover per m<sup>2</sup>:**

**Planned new openings 2018:**

**Other store types operated  
by parent company:**

**DIY activities  
in other countries:**

**Other:** Estimated sales area.  
Gross turnover 2005: EUR 18 mio.  
The stores are located in Tenerife (La Orotava, Tacoronte, La Cuesta, Adeje) and  
in Gran Canaria (Telde).