

2020

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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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www.diyinternational.com



Spain

| | |
|----------------------------------|-------------------------------|
| Population 2019 | 46.9 mio |
| Area | 505 000 km² |
| Rate of inflation 2019 | 0.8% |
| Rate of unemployment 2019 | 14.1% |
| GDP 2019 | € 1 185.4 bn |
| Real change to GDP 2018 | 2.0% |
| GDP per capita 2019 | € 25 255 |

464 DIY retailers worldwide

A

Austria

AFS/RWA
Bauhaus
DFH-Bauprofi
Eurobaustoff
Hagebaumarkt
Hellweg
Hornbach
Krämer
Let's Doit
Obi
Quester
Würth
Zgonc

ALB

Albania

Megatek

AND

Andorra

Mr. Bricolage

ARG

Argentina

Easy
Sodimac

AUS

Australia

Andersens
Bunnings
HBT
Home
Mitre 10
National Building
Stratco
Thrifty-Link Hardware
Total Tools
True Value Hardware

B

Belgium

Aveve
Brico
Brico Plan-It

Briko Depôt
Colora
Crea Home
Freetime
Gamma
HandyHome
Hubo
Mr. Bricolage
Toolstation

BG

Bulgaria

Bauhaus
Budmax
HomeMax
Mr. Bricolage
Praktiker
Praktis

BIH

Bosnien-Herzegovina

Let's Do It
Obi
Topdom

BLR

Belarus

Materik
Mile
Novoselkin
OMA
Palas

BR

Brazil

Casa & Construcao
D&D
Leroy Merlin
Obramax
Sodimac
Telhanorte
Tendtodo
Todimo
Tumelero

BRN

Brunei

Good Home
Low San Hardware
Mr. D.I.Y.

CDN

Canada

Alpa Lumber
BMR Group
Canac
Canadian Tire
Castle
Co-op
Home Depot
Home Hardware
Kent
Lowe's
Peavey Mart
Richelieu
Rona
Timber Mart
TSC Stores
UFA

CH

Switzerland

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

CHL

Chile

Construmart
Easy
Sodimac

COL

Colombia

Easy
Home Sentry
Homemart
Sodimac

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 Groupe Adeo announced the merger of **Leroy Merlin** and **Aki**.
- 2018 **Bricorama** (9 stores) ended its activities in December.
- 2019 **Bricoking** closed and liquidated its stores (7).

Leroy Merlin España S.L.U.

Avenida de la Vega 2
28108 Alcobendas (Madrid)
Spain

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

Type of organization: Chain Franchise Cooperative

Owned by: Groupe Adeo (France)

Managing director: Frédéric Capdeville (General Director)

Buying directors: Vicente Manez, Ana Cañizares

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

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|--------------------------|-----------------------|------------------------|
| Total number of stores: (DIY and garden centres) | 29 | 48 | Total sales area: | 75 400 m ² | 124 800 m ² |

| | | | |
|--------------------------------|----------------------------|----------------------------|----------------------|
| Profile of sales areas: | 400 - 6 500 m ² | Average sales area: | 2 600 m ² |
|--------------------------------|----------------------------|----------------------------|----------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | 29 | 48 | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

**Net turnover 2017:
(DIY and garden centres)** € 248 mio

Average turnover per m²: € 1 870

Planned new openings 2020:

Other store types operated by parent company: Leroy Merlin in France (142), Spain (58), Italy (49), Brazil (42), Poland (66), Portugal (17), China (1), Russia (104), Greece (6), Romania (17), Ukraine (5), Cyprus (1), South Africa (2), Kazakhstan (1). Bricocenter in Italy (64). Bricoman in France (36), Poland (9), Italy (23). Bricomart in Spain (25). Online shop.

DIY activities in other countries: Akí stores in Portugal.

Other: Groupe Adeo also operates Weldom stores (211), Kbane stores (6) and Zôdio stores (20) in France as well as in Italy (3). Obramax stores in Brazil (2).
Gross sales 2019 for Groupe Adeo as a whole: EUR 25.583 bn (2018: EUR 21.3 bn).
Gross sales 2017 for Akí in Spain: EUR 300 mio.
Due to a brand reorganization by holding company Adeo, Leroy Merlin and Akí are 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:

| | 12/19 | 12/18 | 12/19 | 12/18 |
|---|-------------------------------|-------|---|------------------------|
| Total number of stores: (DIY and garden centres) | 11 | 11 | Total sales area: 131 700 m ² | 131 700 m ² |
| Profile of sales areas: | 4 500 - 17 500 m ² | | Average sales area: | 11 973 m ² |

| | 12/19 | 12/18 | 12/19 | 12/18 |
|----------------------------------|------------------------------|-------|--|-----------------------|
| Number of garden centres: | 10 | 10 | Total sales area: 25 400 m ² | 25 400 m ² |
| Profile of sales areas: | 1 500 - 3 500 m ² | | Average sales area: | 2 540 m ² |

Net turnover 2019: € 205 mio **2018:** € 200 mio **2017:** € 150 mio
(DIY and garden centres)
Average turnover per m²: € 1 557

Planned new openings 2020:

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

**DIY activities
in other countries:** Bauhaus also operates DIY superstores in Austria (21), Bulgaria (1), Croatia (8), the Czech Republic (8), Denmark (18), Estonia (2), Finland (5), Germany (151), Hungary (3), Iceland (1), Luxembourg (1), the Netherlands (3), Norway (2), Slovakia (1), Slovenia (3), Sweden (21), Switzerland (4), Turkey (10).

Other: Net turnover 2019 for Bauhaus (Europe): EUR 5 792 mio (2018: EUR 5 593 mio) (estimate).
Estimated turnover for Spain.
The stores are located in Barcelona, Gavá, Girona, Madrid, Madrid-Alcorcón, Mallorca, Málaga, Taragona, Valencia-Paterna, Valencia-Alfajar 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: ATB Norte S.L. (Spain)

Managing directors: Santiago Mouriño Alvarez, Guillermo Leal

Buying director: Alberto Anula Jiménez

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|-------------------|-----------------------|-----------------------|
| Total number of stores: (DIY and garden centres) | 21 | 17 | Total sales area: | 35 000 m ² | 25 680 m ² |

| | | | |
|-------------------------|------------------------------|---------------------|----------------------|
| Profile of sales areas: | 1 000 - 3 500 m ² | Average sales area: | 1 667 m ² |
|-------------------------|------------------------------|---------------------|----------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019: € 36 mio 2018: € 29 mio

(DIY and garden centres)

Average turnover per m²: € 1 029

Planned new openings 2020:

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

DIY activities in other countries:

Other: Estimated turnover.

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

Type of organization: Chain ✓ Franchise Cooperative

Owned by: Kingfisher plc (Great Britain)

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

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|-------------------|------------------------|------------------------|
| Total number of stores: (DIY and garden centres) | 28 | 28 | Total sales area: | 175 000 m ² | 175 000 m ² |

| | | | |
|-------------------------|------------------------------|---------------------|----------------------|
| Profile of sales areas: | 4 017 - 7 500 m ² | Average sales area: | 6 250 m ² |
|-------------------------|------------------------------|---------------------|----------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

| | | | | | |
|--|-----------|-------|-----------|-------|-----------|
| Net turnover 2019: (DIY and garden centres) | € 342 mio | 2018: | € 362 mio | 2017: | € 360 mio |
| Average turnover per m ² : | € 1 954 | | | | |

Planned new openings 2020:

Other store types operated by parent company: Castorama stores in France (100), Poland (80) and in Russia (18).
B&Q stores in the UK (288) and in Ireland (8).
Koçtaş stores in Turkey (63).
Screwfix Direct stores in the UK (683) and in Ireland (3).

DIY activities in other countries: Kingfisher also operates Brico Dépôt stores in France (121)
Portugal (3) and in Romania (35).

Other: Net sales Brico Dépôt Iberia (Spain & Portugal) 2019: GBP 326 mio (2018: GBP 346 mio).
Brico Dépôt Iberia has 1 868 employees. Retail profit FY 2019/20 and FY 2018/19: GBP 2 mio.
Net sales Brico Dépôt Spain 2019: GBP 300 mio (2018: GBP 320 mio (est.)).
Kingfisher will withdraw from Russia and decided to stay in Spain and Portugal.
Long-term store target for Spain had once been 100 Brico Dépôt stores.

Brico Group

Brico Group
Parque Empresarial Inbisa, nave 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: info@bricogroup.com
Internet: www.bricogroup.com

Type of organization: Chain Franchise Cooperative ✓

Owned by: 7 members

Managing directors: Alicia Arriero (General Director)

Buying directors: Eugenia González (Director),
Javier Caro

Sales director: M. José Diaz (Marketing)

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|--------------------------|-----------------------|-----------------------|
| Total number of stores: (DIY and garden centres) | 21 | 21 | Total sales area: | 41 300 m ² | 41 300 m ² |

| | | | |
|--------------------------------|----------------------------|----------------------------|---------------------|
| Profile of sales areas: | 300 - 3 100 m ² | Average sales area: | 1 967m ² |
|--------------------------------|----------------------------|----------------------------|---------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|----------------------|----------------------|
| Number of garden centres: | 1 | 1 | Total sales area: | 2 000 m ² | 2 000 m ² |
| Profile of sales areas: | | | Average sales area: | 2 000 m ² | |

**Net turnover 2019:
(DIY and garden centres)**
Average turnover per m²:

Planned new openings 2020:

**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.
Member of AECOC.

Brico Soriano

Brico Soriano

Calle Avenida de la Industria 3
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)

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|--------------------------|-------|---------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 4 | 4 | Total sales area: | 2 800 m ² | 2 800 m ² |
| Profile of sales areas: | 500 - 800 m ² | | Average sales area: | 700 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

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 m²).
Estimated total sales area.
Member of Cadena 88.

Brico-Todo

Bricolage Brico-Todo S.A.

C/Montesa 36
28006 Madrid
Spain

Telephone: +34/91/4 02 24 04
Fax: +34/91/3 09 20 64
E-mail: info@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

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|--------------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 1 | 1 | Total sales area: | 1 000 m ² | 1 000 m ² |

| | | |
|--------------------------------|----------------------------|----------------------|
| Profile of sales areas: | Average sales area: | 1 000 m ² |
|--------------------------------|----------------------------|----------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

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

**DIY activities
in other countries:**

Other: The company was established in 1979.
DIY store and warehouse specializing in wood, furniture-kits and custom-made furniture.

Bricofac

Quality Ferrreteria Plus, S.C.C.L.
Bricofac
C/Garbí 16
08150 Parets del Vallés
Spain

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

Type of organization: Chain Franchise Cooperative ✓

Owned by: QF+ (Spain)

Managing director: Fernando Bautista

Buying directors: Joan Gallofré (Paint/drugstore/carpentry), Angel Ruiz (Hardware/machinery/tools), Josep Ródenas (Gardening/electric materials), Susanna Sánchez

Sales directors: Juan Luque, Pau Naharro

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|----------------------------|-----------------------|-----------------------|
| Total number of stores: (DIY and garden centres) | 16 | 16 | Total sales area: | 13 500 m ² | 13 500 m ² |
| Profile of sales areas: | | | Average sales area: | 843 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated by parent company: Optimus, Cofac, Cifec, Ferreproxim, Ambit Casa, Indugrup.

DIY activities in other countries:

Other: QF+ is a cooperative with about 458 selling points.
At the beginning of May 2013 Cifec and Cofac merged creating the new cooperative QF+.

Bricomart

Bricolaje Bricomart, S.L.U.

**Calle Margarita Salas 6
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 (France)

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

Buying director: Jan Wejbrandt (Marketing Director)

Sales director: Juan Manuel Herreras (Expansion)

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------------------------------|-------|----------------------------|------------------------|------------------------|
| Total number of stores: (DIY and garden centres) | 25 | 22 | Total sales area: | 178 750 m ² | 150 000 m ² |
| Profile of sales areas: | 5 500 - 12 000 m ² | | Average sales area: | 7 150 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

| | | | | | |
|--|-----------|--------------|-----------|--------------|-----------|
| Net turnover 2019: (DIY and garden centres) | € 838 mio | 2018: | € 717 mio | 2017: | € 708 mio |
| Average turnover per m²: | € 4 688 | | | | |

Planned new openings 2020:

Other store types operated by parent company: Leroy Merlin in France (142), Spain (123), Italy (49), Brazil (42), Poland (66), Portugal (49), China (1), Russia (104), Greece (6), Cyprus (1), Ukraine (4), Romania (17), South Africa (2), Kazakhstan (1). Bricocenter in Italy (62). Weldom (211) and Kbane (6) in France. Zódio in France (20) and in Italy (3).

DIY activities in other countries: Bricoman in France (36), Poland (9) and in Italy (23). Obramax in Brazil (2).

Other: Groupe Adeo also operates DomPro (168) and Pro Box (7) stores for professionals in France. Gross turnover 2019 for Groupe Adeo as a whole: EUR 25.583 bn (2018: EUR 23.1 bn, 2017: EUR 21.8 bn). Net turnover 2019 for Groupe Adeo as a whole: EUR 21.379 bn (2018: EUR 19.832 bn). Due to a brand reorganization by holding company Adeo, Leroy Merlin and Akí are merging.

Bricor

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 (Spain)

Managing director: Pedro Hernando (CEO)

Buying director:

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-----------------------------|-------|----------------------------|-----------------------|------------------------|
| Total number of stores: (DIY and garden centres) | 60 | 63 | Total sales area: | 70 000 m ² | 105 000 m ² |
| Profile of sales areas: | 450 - 10 000 m ² | | Average sales area: | 1 167 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019: € 80 mio **2018:** € 80 mio **2017:** € 85.24 mio
(DIY and garden centres)
Average turnover per m²: € 1 143

Planned new openings 2020:

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

DIY activities in other countries: Bricor in Portugal (2).

Other: The first Bricor store was opened in 2006. In 2019, Bricor was integrated into ECI (59 concessions and three big box stores). El Corte Inglés was restructured and now concentrates on its core retail business. The company offers a product range of more than 45 000 articles. Turnover refers to Spain and Portugal. Financial year ends February 28. Estimated turnover. Member of AFEB.

Cadena 88

Ehlis, S.A.

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: ehlis@ehlis.es
Internet: www.ehlis.es

Type of organization: Chain Franchise Cooperative ✓

Owned by: Ehlis, S.A.

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

Buying director:

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|----------------------------|-------|-------|
| Total number of stores: (DIY and garden centres) | 1 188 | 1 165 | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated by parent company: Cadena 88 industrial, Cash & Carry. Online shop (started in 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 Ehlis, S.A., the largest distributor of hardware in the country. Habitacle DIY stores have been integrated into Cadena 88. Internet address: www.cadena88.com

Cecofersa

Central de Compras y
Servicios Profesionales S.A.
Avda. Valdelaparra 39
28108 Alcobendas (Madrid)
Spain

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

Type of organization: Chain Franchise Cooperative ✓

Owned by: Associates

Managing directors: José Maria Salvador, Cristina Menéndez

Buying director:

Sales director: Javier Herrera (Marketing)

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|-------------------|-------|-------|
| Total number of stores: (DIY and garden centres) | 111 | 214 | Total sales area: | | |

Profile of sales areas: Average sales area:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated
by parent company:

DIY activities
in other countries: Associates in Portugal operating 36 stores.

Other: Cecofersa is a hardware buying cooperation for professionals with 124 associates in Spain and Portugal.
The product range covers 60 000 articles.

Quality Ferrreteria Plus, S.C.C.L.

C/Garbí 16
08150 Parets del Vallés
Spain

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

Type of organization: Chain Franchise Cooperative ✓

Owned by: QF+ (Spain)

Managing director:

Buying director:

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|----------------------------|-------|-------|
| Total number of stores: (DIY and garden centres) | 300+ | 300+ | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated by parent company: Optimus, Cofac, Ferreproxim, Ambit Casa, Indugrup.

DIY activities in other countries: Andorra (1).

Other: At the beginning of May 2013, Cifec and Cofac merged creating the new cooperative QF+.

Coarco

Coarco
Ferreterias de Canarias
Ctra. Gral. del Sur 59
38107 El Chorillo, Santa Cruz de T.
Spain

Telephone: +34/922/626-540
Fax: +34/922/626-552
E-mail: informatica@coarco.es
Internet: www.coarco.es

Type of organization: Chain Franchise Cooperative ✓

Owned by:

Managing director:

Buying director:

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|---------------------|-------|-------|
| Total number of stores: (DIY and garden centres) | 256 | 182 | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated
by parent company:

DIY activities
in other countries:

Other: Coarco is the main supplier of hardware and construction materials in the Canary Islands. The company markets and distributes more than 40 000 items from its warehouse, covering a wide range of product families: hardware construction, household goods, electrical appliances and lighting, garden, chemical products, bathroom, animal accessories, etc. The buying cooperative was established in 1967.

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)

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|--------------------------|-------|-------|
| Total number of stores: (DIY and garden centres) | 325 | 325 | Total sales area: | | |

| | | | | | |
|--------------------------------|--|--|----------------------------|--|--|
| Profile of sales areas: | | | Average sales area: | | |
|--------------------------------|--|--|----------------------------|--|--|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

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

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

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:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|--|-------|-------|--------------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 13 | 14 | Total sales area: | 2 600 m ² | 2 800 m ² |

| | | |
|--------------------------------|----------------------------|--------------------|
| Profile of sales areas: | Average sales area: | 200 m ² |
|--------------------------------|----------------------------|--------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

**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 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:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|----------------------------|-------|---------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 4 | 4 | Total sales area: | 4 000 m ² | 4 000 m ² |
| Profile of sales areas: | 170 - 2 000 m ² | | Average sales area: | 1 000 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated
by parent company:

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:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|-------------------|-----------------------|-----------------------|
| Total number of stores: (DIY and garden centres) | 328 | 328 | Total sales area: | 65 600 m ² | 65 600 m ² |

| | | |
|-------------------------|---------------------|--------------------|
| Profile of sales areas: | Average sales area: | 200 m ² |
|-------------------------|---------------------|--------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated
by parent company: Wholesale.

DIY activities
in other countries:

Other: Ferrcash Warehouses in Leganés (18 000 m²) and Alicante (7 000 m²) with more than 36 000 articles.
Ferrcash was established in 1986.
Internet address: www.ferrcash.es

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

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|-------|-------|--------------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 4 | 4 | Total sales area: | 8 700 m ² | 8 700 m ² |

| | | | |
|--------------------------------|----------------------------|----------------------------|----------------------|
| Profile of sales areas: | 800 - 4 000 m ² | Average sales area: | 2 175 m ² |
|--------------------------------|----------------------------|----------------------------|----------------------|

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

**Net turnover 2019:
(DIY and garden centres)**
Average turnover per m²:

Planned new openings 2020:

**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.

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

Type of organization: Chain Franchise Cooperative

Owned by: Saint-Gobain S.A. (France)

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

Buying director: Javier Raspall (Marketing & Buying)

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|------------------------------|-------|---------------------|-----------------------|-----------------------|
| Total number of stores: (DIY and garden centres) | 14 | 16 | Total sales area: | 84 000 m ² | 96 000 m ² |
| Profile of sales areas: | 1 300 - 6 550 m ² | | Average sales area: | 6 000 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

Net turnover 2019:
(DIY and garden centres)
Average turnover per m²:

Planned new openings 2020:

Other store types operated
by parent company: Online shop (since September 2018), 15 000 items.

DIY activities
in other countries: La Plateforme du Bâtiment (59) in France.

Other: For professionals only. The stores are located in Madrid (7) and in Barcelona (7).
Estimated sales area, without outdoor ares. Average sales area including indoor is 15 000 m².

Leroy Merlin

Leroy Merlin España S.L.U.

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 (France)

Managing directors: Alain Ryckeboer (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)

| | 12/19 | 12/18 | 12/19 | 12/18 |
|---|-------|-------|--|------------------------|
| Total number of stores: (DIY and garden centres) | 123 | 58 | Total sales area: 861 000 m ² | 406 000 m ² |

| | | | |
|-------------------------|-------------------------------|---------------------|----------------------|
| Profile of sales areas: | 1 000 - 14 000 m ² | Average sales area: | 7 000 m ² |
|-------------------------|-------------------------------|---------------------|----------------------|

| | 12/19 | 12/18 | 12/19 | 12/18 |
|---------------------------|-------|-------|---------------------|-------|
| Number of garden centres: | 123 | 58 | Total sales area: | |
| Profile of sales areas: | | | Average sales area: | |

| | | | |
|--|-------------|-------------------|-------------------|
| Net turnover 2019: (DIY and garden centres) | € 2 223 mio | 2018: € 2 179 mio | 2017: € 1 721 mio |
| Average turnover per m ² : | € 2 582 | | |

Planned new openings 2020:

Other store types operated by parent company: Bricocenter (64) in Italy. Bricoman in France (36), Poland (9) and Italy (23). Weldom (211), Zôdio (20) and Kbane (6) in France. Bricomart in Spain (25). Zôdio in Italy (3). Obramax in Brazil (2).

DIY activities in other countries: Leroy Merlin stores in France (142), Italy (49), Poland (66), Brazil (42), China (1), Russia (104), Greece (6), Cyprus (1), Portugal (17), Ukraine (5), Romania (17), South Africa (2), Kazakhstan (1).

Other: Due to a brand reorganization by holding company Adeo, Leroy Merlin and Akí are merging. The product range comprises 35 000 articles. The company has 8 000 employees. Gross sales 2019: EUR 2 653 mio (2017: EUR 2 046 mio, 2016: EUR 1 931 mio). Net sales 2019 for Groupe Adeo as a whole: EUR 21.379 bn. Gross sales 2019 for Groupe Adeo as a whole: EUR 25.583 bn.

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 (Spain)

Managing director:

Buying director:

Sales director:

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|---|----------------------------|-------|----------------------------|----------------------|----------------------|
| Total number of stores: (DIY and garden centres) | 5 | 5 | Total sales area: | 9 375 m ² | 9 375 m ² |
| Profile of sales areas: | 900 - 3 800 m ² | | Average sales area: | 1 875 m ² | |

| | 12/19 | 12/18 | | 12/19 | 12/18 |
|----------------------------------|-------|-------|----------------------------|-------|-------|
| Number of garden centres: | | | Total sales area: | | |
| Profile of sales areas: | | | Average sales area: | | |

**Net turnover 2019:
(DIY and garden centres)**
Average turnover per m²:

Planned new openings 2020:

**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).