



## **DIA Group posts in the first nine months of 2015 gross sales under banner of EUR7.843bn, up 15%**

**/ In the first nine months of 2015, the adjusted EBITDA grew by 7.3% in local currency, reaching EUR427m.**

**/ In Spain, gross sales to September reached EUR4.379bn, up 15.2%.**

Madrid, 27 October 2015. In the first nine months of the year, DIA Group posted gross sales under banner of EUR7.843bn, up 15% in local currency versus the same period in the previous year. In Argentina, Brazil and China, despite the slowdown of those economies and the strong depreciation of the Brazilian real, gross sales under banner reached EUR2.841bn, up 21% in local currency.

In Spain, gross sales under banner posted a positive performance, growing by 15.2% to EUR4.379bn.

*"In the third quarter, acquisitions have had a 2.0% negative effect on our comparable sales in Spain. Taking this into consideration, same-store sales were positive in proximity and Iberia returned to positive organic growth. The integration of recent acquisitions in Spain was successfully completed during the last quarter. I want to highlight the hard work of our teams over the summer to receive the last batches of Eroski stores and remodel them into the new formats. I am delighted to confirm that we have obtained great results from this transfer in record time, which is very challenging in this sector. We will continue to fine-tune La Plaza to improve the good initial results of the model.*

*Looking ahead, we are confident about our growth potential, the relevance of our plan and the solid performance of our business units. We therefore feel comfortable that we will meet our short-term targets and continue to generate more profitable growth and strong cash flows in the coming years",* stated Ricardo Currás, CEO of DIA Group.

Underlying net profit in euros during the first nine months of the year reached EUR165m to September, down 3.6% mainly due to higher financial expenses, and attributable net profit fell by 52% in local currency due to the one-off related to the sale of France last year. As of September, DIA operated 7,583 stores, 876 more than a year ago. The company has already completed the reception and the transformation of Eroski stores into the La Plaza de Dia.



### 9M 2015 RESULTS SUMMARY

(EURm)	9M 2014 <sup>(1)</sup>	%	9M 2015	%	INC	INC w/o EX
<b>Gross sales under banner</b>	<b>6,827.6</b>		<b>7,842.8</b>		<b>14.9%</b>	<b>15.1%</b>
Net sales	5,821.0	100.0%	6,644.6	100.0%	14.1%	14.5%
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>399.7</b>	<b>6.9%</b>	<b>427.2</b>	<b>6.4%</b>	<b>6.9%</b>	<b>7.3%</b>
D&A	(135.7)	-2.3%	(157.7)	-2.4%	16.2%	16.8%
<b>Adjusted EBIT <sup>(2)</sup></b>	<b>264.0</b>	<b>4.5%</b>	<b>269.5</b>	<b>4.1%</b>	<b>2.1%</b>	<b>2.4%</b>
Non-recurring items	(32.9)	-0.6%	(80.4)	-1.2%	144.6%	143.1%
<b>EBIT</b>	<b>231.1</b>	<b>4.0%</b>	<b>189.1</b>	<b>2.8%</b>	<b>-18.2%</b>	<b>-17.6%</b>
Net attributable profit	222.3	3.8%	104.1	1.6%	-53.2%	-52.3%
<b>Underlying net profit</b>	<b>173.0</b>	<b>3.0%</b>	<b>165.1</b>	<b>2.5%</b>	<b>-4.6%</b>	<b>-3.6%</b>

(1) Figures with France activities re-expressed as discontinued

(2) Adjusted by non-recurring items

### Q3 2015 RESULTS SUMMARY

(EURm)	Q3 2014 <sup>(1)</sup>	%	Q3 2015	%	INC	INC w/o EX
<b>Gross sales under banner</b>	<b>2,392.7</b>		<b>2,729.0</b>		<b>14.1%</b>	<b>17.0%</b>
Net sales	2,032.1	100.0%	2,302.6	100.0%	13.3%	16.5%
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>154.2</b>	<b>7.6%</b>	<b>161.1</b>	<b>7.0%</b>	<b>4.4%</b>	<b>5.7%</b>
D&A	(46.4)	-2.3%	(55.7)	-2.4%	19.9%	22.5%
<b>Adjusted EBIT <sup>(2)</sup></b>	<b>107.8</b>	<b>5.3%</b>	<b>105.4</b>	<b>4.6%</b>	<b>-2.2%</b>	<b>-1.5%</b>
Non-recurring items	(13.9)	-0.7%	(31.0)	-1.3%	123.2%	122.5%
<b>EBIT</b>	<b>93.9</b>	<b>4.6%</b>	<b>74.4</b>	<b>3.2%</b>	<b>-20.8%</b>	<b>-19.9%</b>
Net attributable profit	11.1	0.5%	40.7	1.8%	268.1%	273.4%
<b>Underlying net profit</b>	<b>70.6</b>	<b>3.5%</b>	<b>63.9</b>	<b>2.8%</b>	<b>-9.4%</b>	<b>-8.8%</b>

(1) Figures with France activities re-expressed as discontinued

(2) Adjusted by non-recurring items



## / GLOSSARY

/ **Gross sales under banner: total** turnover value obtained in stores, including indirect taxes (sales receipt value) in all the company's stores, both owned and franchised.

/ **Net sales:** sum of the net sales generated in our integrated stores and sales to franchises.

/ **Organic sales growth:** growth rate of gross sales under banner at constant currency that includes comparable growth and organic expansion and excludes the contribution of sales from acquisitions made over the last twelve months.

/ **LFL sales growth under banner:** growth rate of gross sales under banner at constant currency of all DIA stores that have been operating for more than thirteen months.

/ **Adjusted EBITDA:** operating profit after adding back restructuring costs, impairments, re-estimation of useful life and gains/losses arisen on the disposal of assets and depreciation and amortization of fixed assets.

/ **Adjusted EBIT:** operating profit after adding back restructuring costs, impairment and re-estimation of useful life and gains/losses arisen on the disposal of assets.

/ **Underlying net profit:** net income calculated on net profit attributable to the parent company, excluding non-recurring items (restructuring costs, impairment and re-estimation of useful life, gain/losses on disposal of assets, tax litigations, exceptional financial expenses and equity derivatives), discontinued operations and the corresponding tax impact.

/ **Reported EPS:** fraction of the company's profit calculated as net attributable profit divided by the weighted average number of shares.

/ **Underlying EPS:** fraction of the company's profit calculated as underlying net profit divided by the weighted average number of shares.

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DIA (Distribuidora Internacional de Alimentación) is an international food retailer that also distributes fast-moving and HPC goods. DIA is traded on the Madrid Stock Exchange and is part of the Ibex 35, the main reference index of the Spanish stock market. In 2014, gross sales under banner reached EUR9.4bn and the company had 7,306 stores in the countries in which it operates.

## ▪ EXTERNAL RELATIONS

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