



DIA 



H1 2015 RESULTS

/ IR Team
/ Tel: +34 91 398 54 00 ext. 33890
investor.relations@diagroup.com

DISCLAIMER

This document does not constitute or form part of any purchase, sales or Exchange offer, nor is it an invitation to draw up a purchase sales or exchange offer, or advice on any stock issued by Distribuidora Internacional de Alimentación, S.A. (“DIA” or the “Company”). Nor shall this document or any part of it form part of any offer for sale or solicitation of any offer to buy any securities the basis of or be relied on in connection with any contract or commitment to purchase shares.

DIA cautions that this document contains forward-looking statements and information relating to DIA and include, without limitation, estimates, projections or forecast relating to possible future trends and performance of DIA that are based on the beliefs of its management as well as assumptions made and information currently available to the Company.

Such statements reflect the current views of the Company with respect to future events and are subject to risks, uncertainties and assumptions about the Company and its subsidiaries, including, among other things. In light of these risks, uncertainties and assumptions, the events or circumstances referred to in the forward-looking statements may not occur. None of the future projections, expectations, estimates, guidance or prospects in this presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates, guidance or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the presentation.

These forward looking statements speak only as of the date on which they are made and the information, knowledge and views available on the date on which they are made; such knowledge, information and views may change at any time. Forward-looking statements may be identified by words such as “expects”, “anticipates”, “forecasts”, “estimates” and similar expressions. Current and future analysts, brokers and investors must operate only on the basis of their own judgment taking into account this disclaimer, as to the merits or the suitability of the securities for its purpose and only on such information as is contained in such public information having taken all such professional or other advice as its considers necessary or appropriate in the circumstances and not reliance on the information contained in the presentation. In making this presentation available, DIA gives no advice and makes no recommendation to buy, sell or otherwise deal in shares in DIA or in any other securities or investments whatsoever.

These analysts, brokers and investors must bear in mind that these estimates, projections and forecasts do not imply any guarantee of DIA’s future performance and results, price, margins, exchange rates, or other events, which are subject to risks, uncertainties and other factors beyond DIA’s control, such that the future results and the real performance could differ substantially from these forecasts, projections and estimates.

The risks and uncertainties which could affect the information provided and very difficult to anticipate and predict. DIA does not assume the obligation of publicly reviewing or updating these statements in case unforeseen changes or events occur which could affect these statements. DIA provides information on these and other factors which could affect the business and the results in the documents it presents to the CNMV (Comisión Nacional de Mercado de Valores) in Spain. Accordingly, these estimates, projections and forecast must not be taken as a guarantee of future results, and the directors or managers are not responsible for any possible deviation which could arise in terms of the different factors which influence the future performance of the company.

None of the Company nor any of its employees, officers, directors, advisers, representatives, agents or affiliates shall have any liability whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

Certain information contained in this presentation is based on management accounts and estimates of the Company and has not been audited or reviewed by the Company’s auditors. Recipients should not place undue reliance on this information.

This presentation includes certain non-IFRS financial measures or expressions (gross sales under banner, comparable growth of gross sales under banner, adjusted EBITDA, adjusted EBIT, etc.) which have not been subject to a financial audit for any period.

The information contained in this presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice and the information does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and the market and for making your own independent assessment of the information. You are solely responsible for seeking independent professional advice in relation to the information contained herein and any action taken on the basis of the information contained herein. No responsibility or liability is accepted by any person for any of the information or for any action taken by you or any of your officers, employees, agents or associates on the basis of such information.

INDEX

/ FINANCIAL REVIEW

/ BUSINESS REVIEW

/ Q&A

/ H1 2015: a strong start to the year

/ 15.3% sales growth to EUR5.1bn

(5.7% organic growth)

/ 8.4% adjusted EBITDA growth to EUR266.2m

(8.3% ex-currency)

/ 5.0% adjusted EBIT growth to EUR164.1m

(5.1% ex-currency)

/ Net debt down by EUR21m

Sales related to Gross Sales Under Banner

Source: DIA

/ Adjusted EBIT up 5.0%

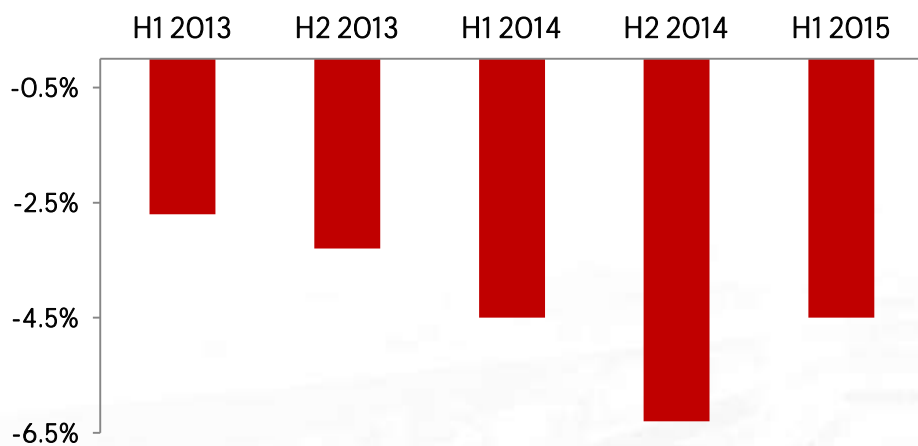
	DIA GROUP		
(EURm)	H1 2015	% change	
Gross sales under banner	5,113.8	15.3%	/ Organic and M&A driven growth
Adjusted EBITDA <i>Adjusted EBITDA margin</i>	266.2 6.1%	8.4% -35 bps	/ Margin decline due to M&A
D&A	(102.1)	14.4%	
Adjusted EBIT <i>Adjusted EBIT margin</i>	164.1 3.8%	5.0% -34 bps	/ Adjusted EBIT impacted by higher depreciation due to M&A
Net attributable profit	63.4	-70.0%	/ Higher financials and taxes
Underlying net profit	101.3	-1.2%	

/ Adjusted EBIT growth in both segments

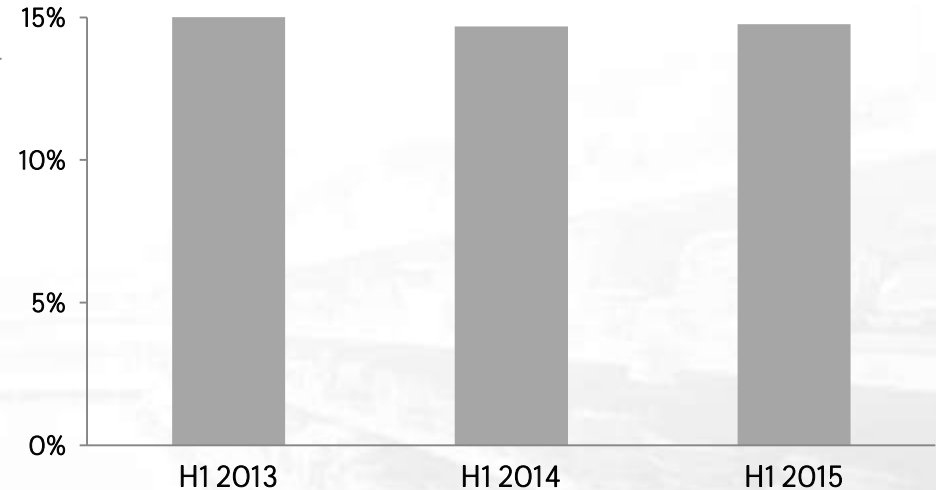
	IBERIA		EMERGING MARKETS		
(EURm)	H1 2015	% change	H1 2015	% change	% change ex-currency
Gross sales under banner	3,233.5	9.7%	1,880.4	26.5%	22.7%
Adjusted EBITDA	226.7	5.5%	39.5	28.8%	27.5%
<i>Adjusted EBITDA margin</i>	8.2%	-30 bps	2.5%	+7 bps	
Adjusted EBIT	149.2	4.0%	14.9	16.9%	17.9%
<i>Adjusted EBIT margin</i>	5.4%	-28 bps	0.9%	-7 bps	

/ Constant focus on costs and flexible structure offsets the dilutive effect of sales decline

LFL
(DIA Spain)



Opex to net sales
(DIA Spain ex-acquisitions)



/ Key flexibility features:

- Short-term lease commitments
- Franchise improvement
- Constant optimization of the network (circa 600 store relocations in Spain since 2011)
- Low capex per sqm

/ Key cost initiatives:

- Real estate renegotiation
- Energy savings
- In-store productivity
- Central cost dilution

/ Adjusted EBITDA margin by segment

	H1 2014	H1 2015
Iberia	8.5%	8.2%
Emerging markets	2.4%	2.5%
DIA Group	6.5%	6.1%

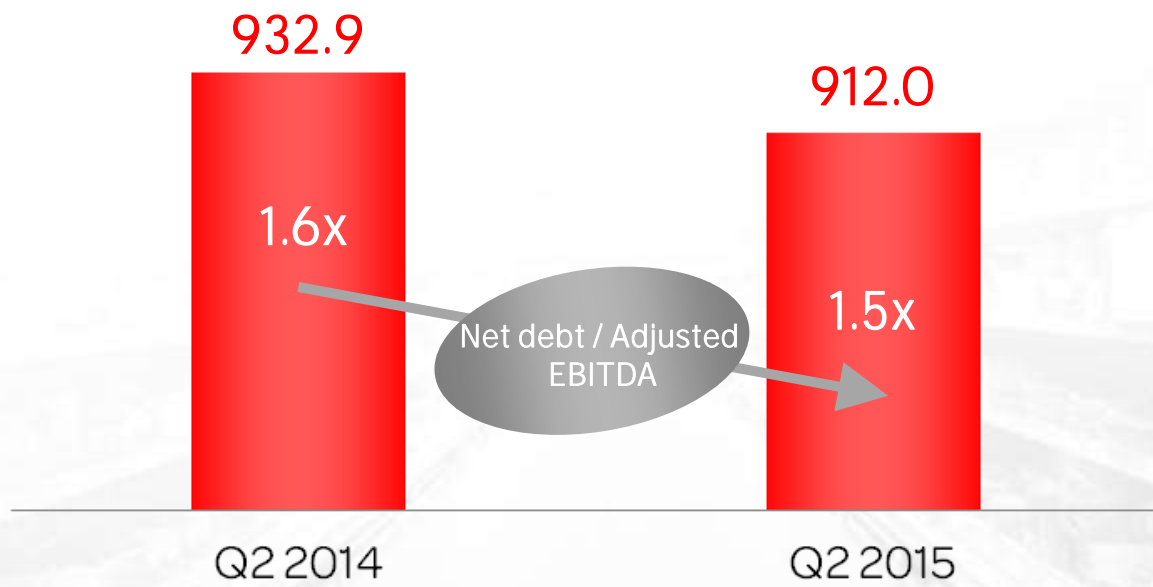
/ Margin decline due to acquisitions
(lower than initially targeted)

/ Stable trend in Emerging markets

/ Net debt down to EUR912m



EURm



/ 1.5x Net debt/Adjusted EBITDA (LTM)

/ On the right track to meet our targets

What we said...



...what we see today

- / Mid double-digit top-line growth
- / Adjusted EBITDA growth expected with positive contribution from organic growth and acquisitions
- / CAGR 2012-15 underlying EPS growth target reiterated(*)

What we said...



...what we see today

- / Deflation in Iberia behind us
- / Success on assortment updates and formats as a strong sales driver going forward
- / Integration well on track; synergies above initial expectations with higher non-recurring
- / Slowdown of sales growth in Emerging

INDEX

/ FINANCIAL REVIEW

/ BUSINESS REVIEW

/ Q&A



/ Highlights: Iberia

Integration

- / Great progress of El Árbol integration
- / Eroski: 66 stores opened by June 30
 - o 24 La Plaza
 - o 42 DIA
- / Synergies ahead of expectations but higher non-recurring items
- / Closing period of less than 3 weeks on average
- / Very strong performance at Clarel

Franchise

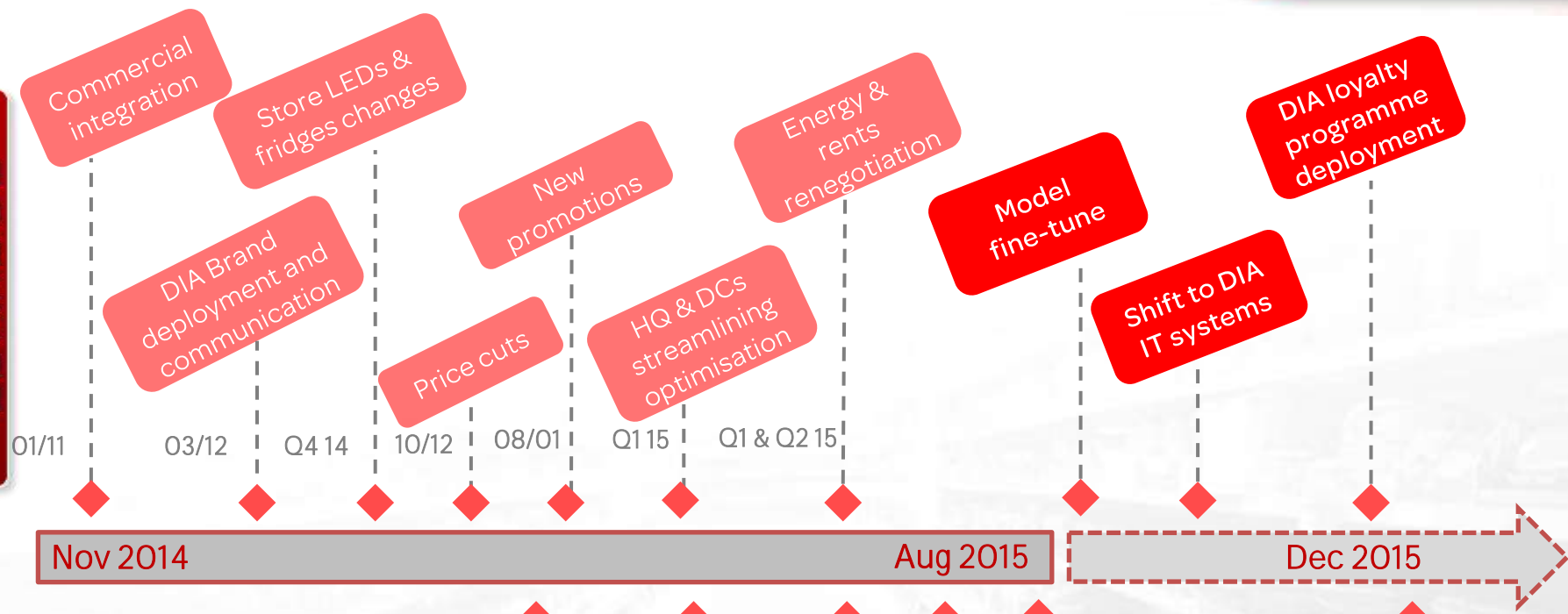
- / +15% franchise sales in Iberia
- / 250 new franchises in LTM
- / Franchise stores sales continue outperforming
- / Acceleration of franchise in DIA
- / New formats: Clarel and La Plaza

Improvement in customer proposition

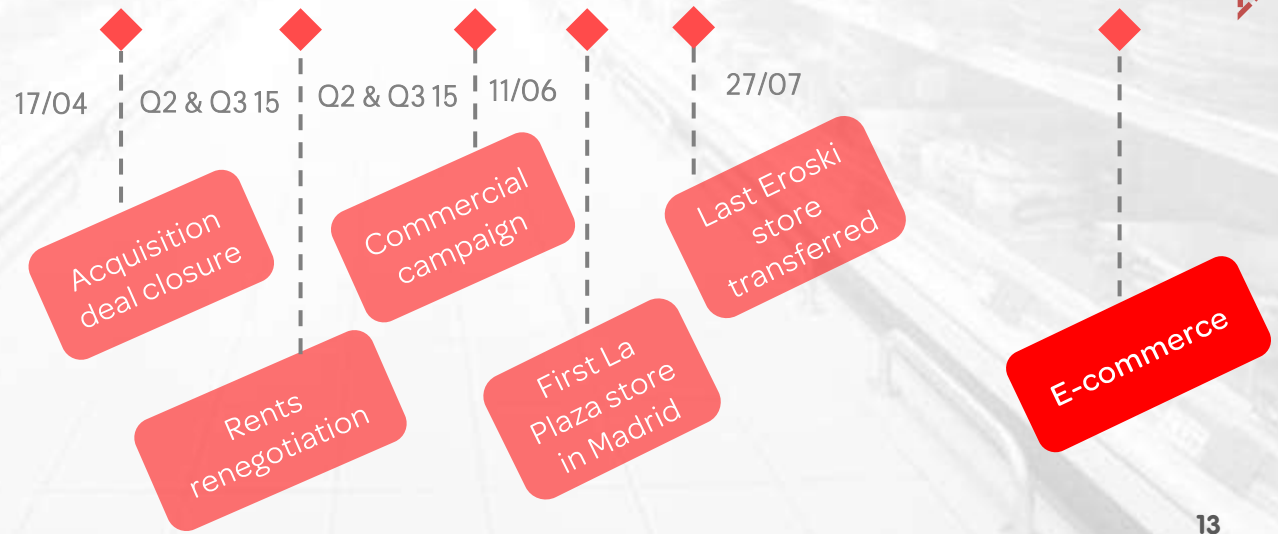
- / New fresh categories in 45 stores as of July 30 bringing together the best expertise acquired
- / +40% sales uplift in DIA Maxi III
- / 2x in HPC sales in DIA Maxi III
- / Very good acceptance of enlarged Delicious and Bonté brands

/ Integration progress in record time

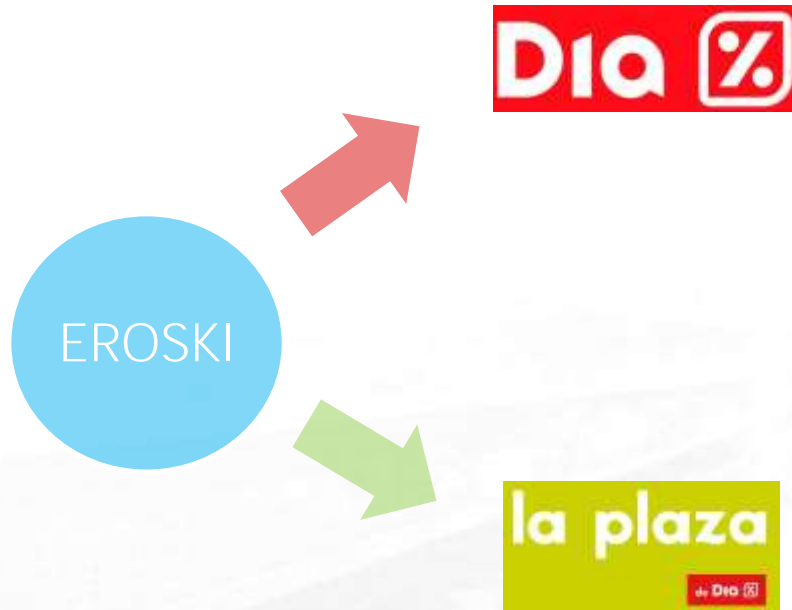
EL ARBOL



EROSKI



/ Eroski asset integration



/ 42 stores transferred

/ Sales ahead of expectations

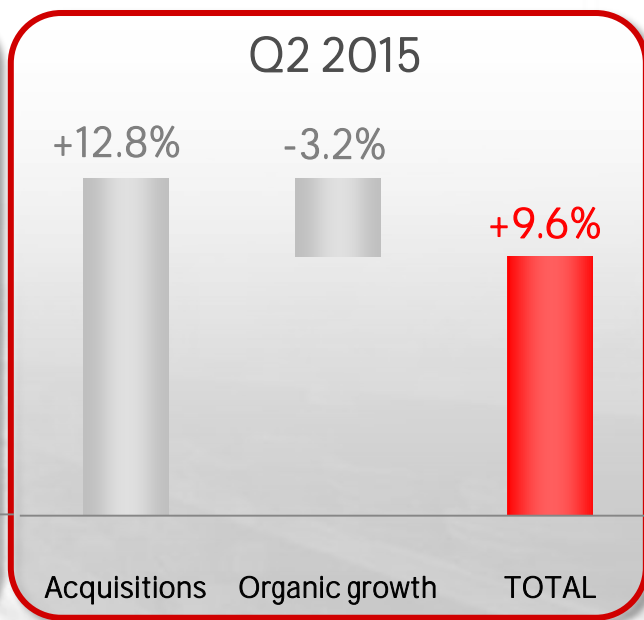
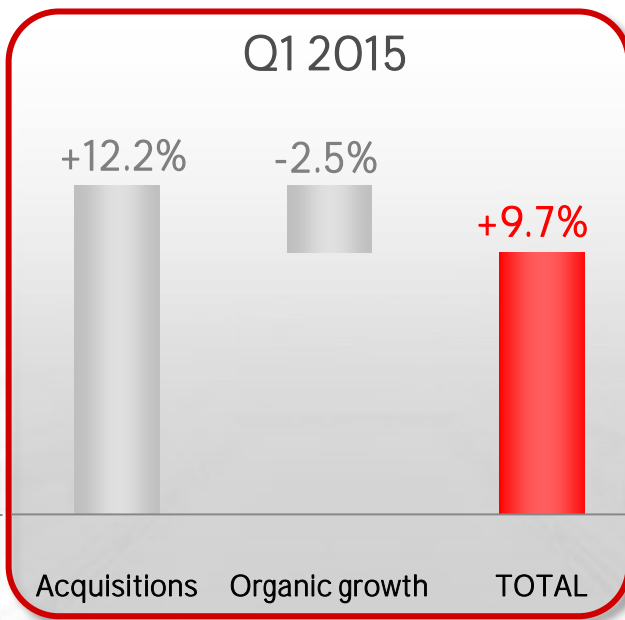
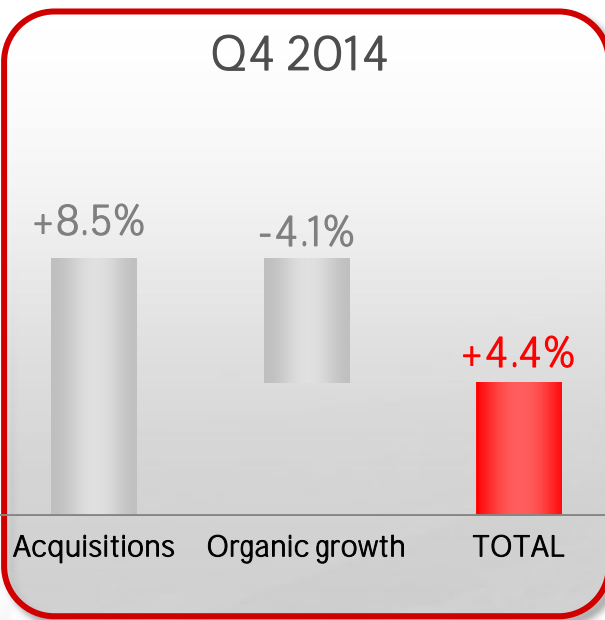
/ 24 stores opened as of June 30

/ 97 stores by the end of August

/ Sales ahead of expectations

/ New logistics platform in Azuqueca de Henares for low-rotation items

/ Very strong volume gains in Iberia



/ Highlights: Emerging Markets

Brazil

/ Sao Paulo:

- 671 stores (+70 in LTM)
- 8% space growth in LTM

/ New regions:

- 167 stores (+66 in LTM)
- 40% space growth in LTM

Argentina

/ 9.8% space growth in LTM

/ 759 stores (+94 in LTM)

/ Healthy space growth to remain in place

/ Significant deterioration of consumer environment to impact sales

/ Better positioned than ever to continue growing profitably

Significant volume
increase in Spain

+12.6% sales
+568 stores

Synergies and know-how
acquired driving
profitable growth

Fast organic
expansion in Latam

+230
net openings LTM

Winning franchise
formula

+502
franchised stores in LTM

INDEX

/ FINANCIAL REVIEW

/ BUSINESS REVIEW

/ Q&A



DIA 

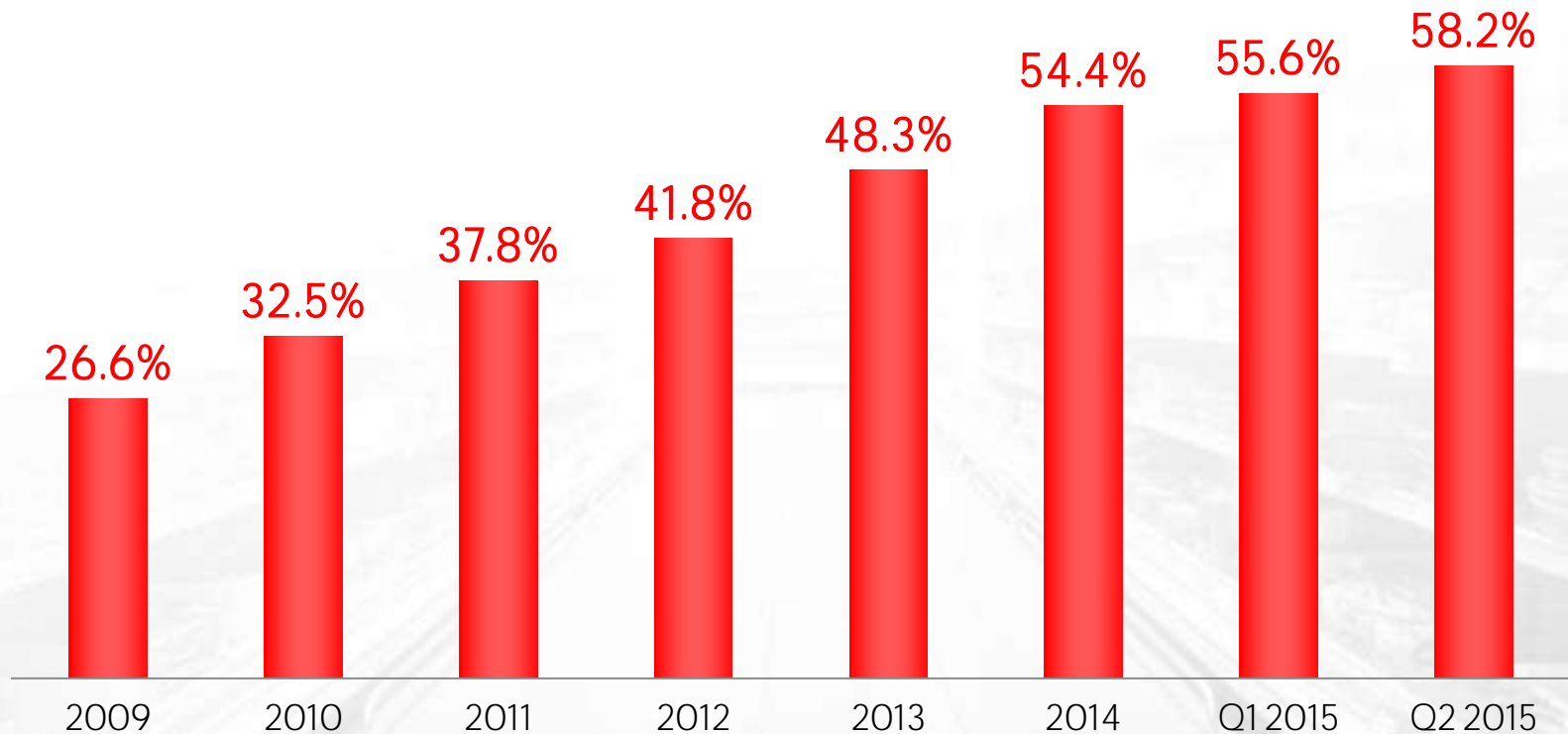


H1 2015 RESULTS

/ IR Team
/ Tel: +34 91 398 54 00 ext. 33890
investor.relations@diagroup.com

BACK-UP

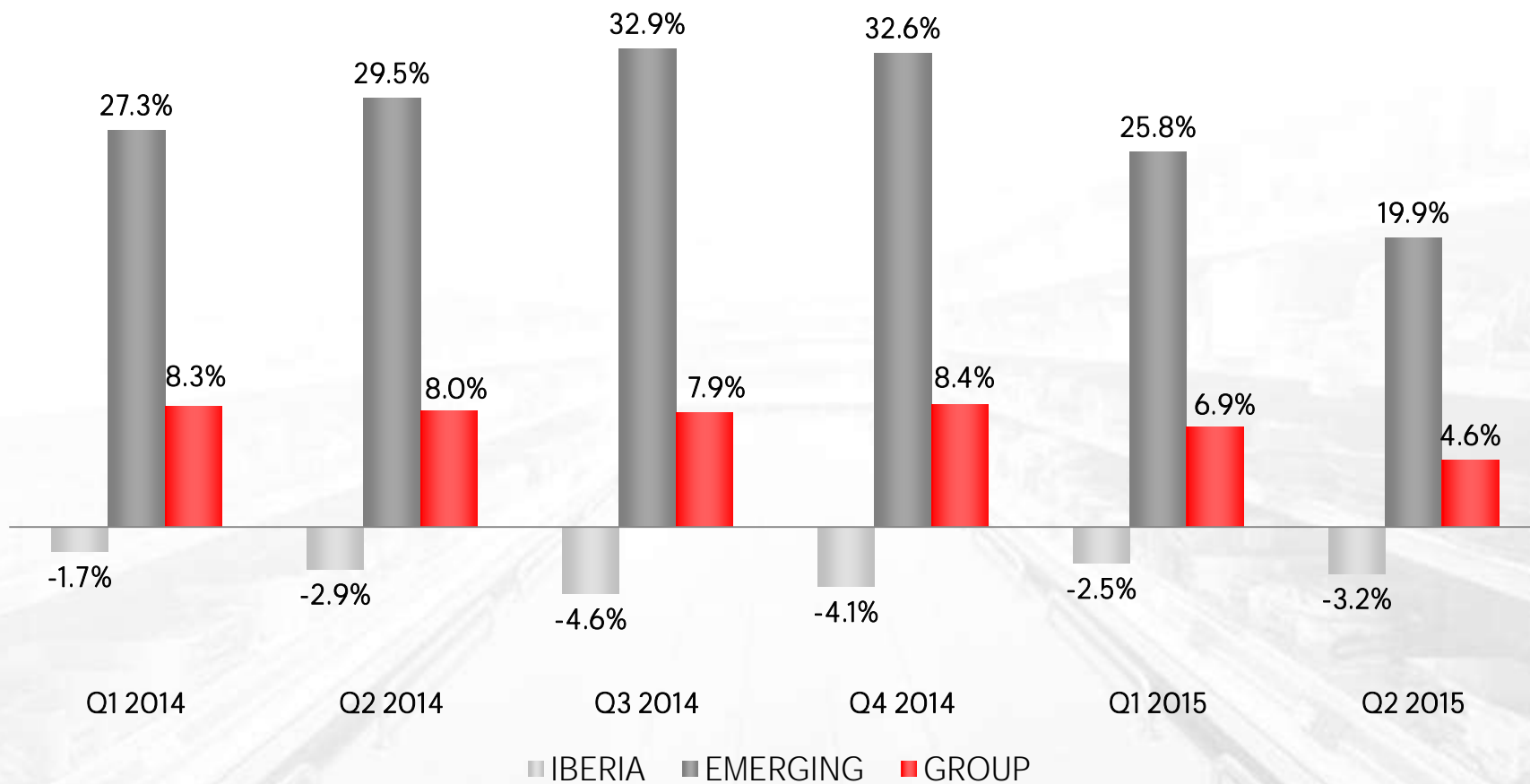
/ Growing contribution of DIA banner franchised stores



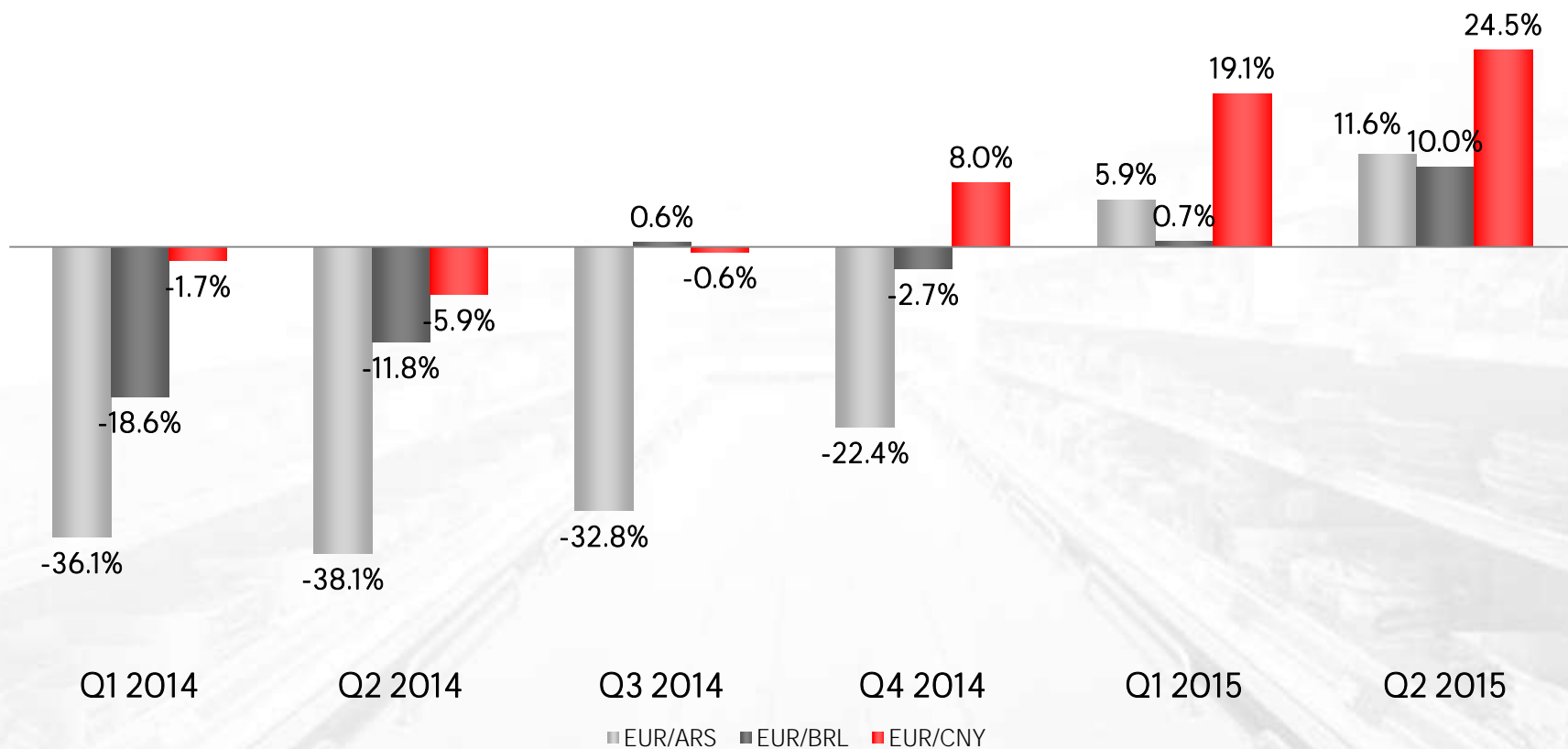
DIA Group data without Schlecker/Clarel as reported

Source: DIA

/ Organic growth by segment



/ Currency performance



Bloomberg average currency rates (a negative change in exchange rates implies a depreciation versus the Euro)

Source: DIA

/ Brazilian expansion

/ +90% space growth since 2011 year-end

