27 July 2016

Reviewed figures

Dia Group

H1/2016

Highlights

- Strong 12.0% sales growth in gross sales under banner in the first half of 2016 (in local currency) and a 13.3% increase in Q2 2016, improving sales momentum versus Q1 2015.
- LFL "ex-calendar" of 9.7% in Q2 2016, higher than the 7.0% reached in Q1 2016, which was again the highest growth rate since listing in 2011.
- Adjusted EBITDA was EUR267.3m in H1 2016, up 6.8% ex-currency (+7.6% in Q2 2016). In Emerging Markets, adjusted EBITDA (ex-currency) rose by 37.5%.
- Cash from Continuous Operations amounted to EUR246.5m in H1 2016.
- In H1 2016, underlying EPS was down by 1.4% due to higher D&A and financial costs.

Comments by CEO Ricardo Currás

"The sales trend accelerated in every market in Q2 2016, with positive comparable sales growth in the second quarter and year-to-date in all DIA countries despite the challenging business conditions. The plans to improve the commercial proposition for our customers, combined with significant price investments in a tough environment, are paying off. Cash generation has been strong in the first half of the year and is on track to achieve our ambitious cash from operations target for the 2016-18 period".

Financial Summary

(€m)	H1 2016	INC w/o FX
Gross sales under	5,038.1	12.0%
Iberia	3,342.3	3.4%
Emerging markets	1,695.8	26.7%
Like-for-like (1)		8.4%
Iberia		0.7%
Emerging markets		17.9%

(€m)	H1 2016	INC	INC w/o FX
Net sales	4,243.1	-2.3%	10.7%
Adjusted EBITDA (2)	267.3	0.4%	6.8%
Adj. EBITDA margin	6.30%	17 bps	
Adjusted EBIT (2)	153.2	-6.6%	-1.5%
Adj. EBIT margin	3.61%	-17 bps	
Underlying net profit	96.2	-5.0%	-7.3%

(1) Excluding calendar effect
(2) Adjusted by non-recurring items

Sales Performance

Group

- DIA Group's total gross sales under banner were EUR2.64bn in Q2 2016, with 9.7% like-for-like sales growth excluding a 0.9% positive calendar effect. This comparable growth rate is the highest ever reported by the company in the stock market.
- For the second consecutive quarter, in Q2 2016 gross sales under banner grew in every country in local currency despite challenging business conditions.
- Gross sales under banner in H1 2016 amounted to EUR5.04bn, with 8.4% comparable growth after excluding a 0.2% positive calendar effect.

Iberia

- In Q2 2016, gross sales under banner increased by 4.6%, supported by the new Eroski stores that contributed EUR101.6m, which compares with EUR15.4m in the same period last year.
- Like-for-like sales growth increased by 1.7% after excluding a 1.2% positive calendar effect due to the different Easter seasonality.
- The comparable store selling area declined by 1.3% in Iberia in Q2 2016, and sales growth was also impacted by the different remodelling activities in progress.
- In Q2 2016, DIA continued to invest in the improvement of its commercial proposition, with a total of 125 remodellings in the period. In the first half of 2016, a total of 231 stores were upgraded or converted to a new model, of which 136 DIA Maxi stores.
- In H1 2016, a total of 83 El Arbol stores were converted into La Plaza de DIA stores, with a significant improvement in sales.
  DIA expects to end 2016 with 140 El Arbol stores converted into La Plaza instead of the 95 initially expected.
- After a good start to the year, in Q2 2016 Portugal continued on a strong note.
- In H1 2016, Clarel's gross sales increased by 7.3% to EUR167.1m, with almost the same average store selling area as in 2015.
- In Clarel, private label already contributes more than 20% of sales, almost 1% higher than a year ago.

Emerging Markets

- Gross sales under banner (in local currency) were up 28.6% in Q2 2016, significantly higher than the 24.8% of Q1 2016.
  Comparable sales growth was 20.1% in the second quarter (ex +0.4% calendar), better than the 15.6% of Q1 2016.
- Currency effect on gross sales growth declined from 38.7% in Q1 2016 to 34.5% in Q2 2016. Current scenario of currencies points out to a significantly lower FX effect in the second half of 2016.
- Improvement in sales was due to the better performance of the activities both in Argentina and Brazil, although the spike seen in food inflation also explains part of the improvement in the period.

Gross Sales under Banner

(€m)	H1 2016	%	INC (w/o FX)	FX effect	INC
Spain	2,939.8	58.4%	3.7%	0.0%	3.7%
Portugal	402.5	8.0%	0.7%	0.0%	0.7%
IBERIA	3,342.3	66.3%	3.4%	0.0%	3.4%
Argentina	760.7	15.1%	37.6%	-53.3%	-15.7%
Brazil	821.9	16.3%	18.2%	-23.2%	-5.0%
China (Shanghai)	113.2	2.2%	5.3%	-5.1%	0.3%
EMERGING MARKETS	1,695.8	33.7%	26.7%	-36.5%	-9.8%
TOTAL DIA	5,038.1	100.0%	12.0%	-13.4%	-1.5%

Net sales

(€m)	H1 2016	%	INC (w/o FX)	FX effect	INC
Spain	2,503.1	59.0%	2.6%	0.0%	2.6%
Portugal	324.2	7.6%	-1.7%	0.0%	-1.7%
IBERIA	2,827.3	66.6%	2.1%	0.0%	2.1%
Argentina	606.5	14.3%	37.6%	-53.3%	-15.7%
Brazil	714.2	16.8%	17.3%	-23.1%	-5.8%
China (Shanghai)	95.1	2.2%	4.9%	-5.1%	-0.2%
EMERGING MARKETS	1,415.9	33.4%	25.8%	-35.8%	-10.0%
TOTAL DIA	4,243.1	100.0%	10.7%	-13.0%	-2.3%

Q2 2016 Results

Sales

- All the DIA countries posted positive growth in gross sales in local currency.
- Net sales in Q2 2016 amounted to EUR2.22bn, up 12.4% in local currency. The currency depreciation in Brazil and Argentina had a negative impact of 12.1% on net sales growth.

Operating Results

- In Q2 2016, adjusted EBITDA increased by 7.6% (ex-currency), with positive growth in both segments (+2.3% in Iberia and +38.0% in Emerging Markets). In Euros, adjusted EBITDA amounted to EUR150.4m, up by 1.7% versus the same period last year.
- The adjusted EBITDA margin rose by 10bps in the quarter to 6.8%, fully attributable to the good progress of Emerging Markets and the mix effect of the depreciation of currencies on Group's margins.
- Adjusted EBIT slid by 0.8% at constant currency and decreased by 5.7% in Euros to EUR91m. Adjusted EBIT was hit by the increased depreciation in Iberia due to acquisitions and La Plaza remodelling capex.
- Non-recurring items fell by 2.2% to EUR32.9m in Q2 2016. This amount of non-recurring items is due to the restructuring charges and efficiency projects subsequent to the acquisitions and COCO to COFO transfers.
- Non-recurring cash items fell sharply by 18.4% in the period, to EUR22.1m.
- The accrued expenses related to the Long-Term Incentive Plans represented EUR7.8m in Q2 2016. This item includes the 2016-18 incentive plan approved at the AGM on 22 April, and an update on the likelihood of achieving the 2014-16 plan.

Net Profit

- Net profit declined by 5.5% in Q2 2016 to EUR34.2m.
- Underlying net profit in Q2 2016 fell by 7.8% to EUR57.5m, due to the higher volume of depreciation and financial costs incurred in Emerging Markets.

Q2 2016 Results Summary

(€m)	Q2 2016	%	INC	FX effect	INC w/o FX
Net sales	2,221.8	100.0%	0.3%	-12.1%	12.4%
Adjusted EBITDA (1)	150.4	6.8%	1.7%	-5.8%	7.6%
D&A	-59.4	-2.7%	15.8%	-7.7%	23.4%
Adjusted EBIT (1)	91.0	4.1%	-5.7%	-4.9%	-0.8%
Non-recurring items	-32.9	-1.5%	-2.2%	-4.9%	2.8%
Non-recurring cash items	-22.1	-1.0%	-18.4%		
Long-Term Incentive Plans	-7.8	-0.3%	473.2%		
Other non-recurring items	-3.0	-0.1%	-41.8%		
EBIT	58.1	2.6%	-7.6%	-4.9%	-2.7%
Net attributable profit	34.2	1.5%	-5.5%	6.4%	-11.9%
Underlying net profit	57.5	2.6%	-7.8%	2.1%	-10.0%

(1) Adjusted by non-recurring items

H1 2016 Results

Sales

- Net sales in H1 2016 decreased by 2.3% to EUR4.24bn, but grew by 10.7% in local currency. The depreciation of the Brazilian Real and Argentinean Peso were reflected in a forex effect of 13% on net sales growth.

Operating Results

- Adjusted EBITDA climbed by 6.8% (ex-currency) in H1 2016, with respective hikes of 1.4% and 37.5% in Iberia and Emerging Markets (-5.1% in Euros). Adjusted EBITDA reached EUR267.3m, 0.4% higher than the figure released in the same period last year.
- The adjusted EBITDA margin rose by 17bps in the first half of the year to 6.3%, supported by the good progress in emerging markets and reflecting the positive mix effect of currency depreciation.
- Adjusted EBIT slid by 1.5% at constant currency and 6.6% in Euros to EUR153.2m, with a 17bps decline in the margin over net sales to 3.6%. Adjusted EBIT was affected by the increased depreciation in Iberia mainly due to acquisitions.
- Non-recurring items slid by 1.1% to EUR48.8m in H1 2016. The non-recurring items of the period corresponded to the company's restructuring activity. As restructuring plans are concentrated into the start of the year, the volume of non-recurring items is expected to be lower in the second half of the year.
- Non-recurring cash items decreased by 16.2% in H1 2016 to EUR32.8m.
- The accrued expenses related to the Long-Term Incentive Plans represented EUR10.2m in the first half of 2016.

Net Profit

- Net profit decreased by 5.6% to EUR59.8m in H1 2016, with an effective tax rate of 22.1%.
- Underlying net profit amounted to EUR96.2m in H1 2016, 5.0% down.

H1 2016 Results Summary

(€m)	H1 2016	%	INC	FX effect	INC w/o FX
Net sales	**4,243.1**	**100.0%**	**-2.3%**	**-13.0%**	**10.7%**
Adjusted EBITDA [(1)]	**267.3**	**6.3%**	**0.4%**	**-6.3%**	**6.8%**
D&A	-114.1	-2.7%	11.8%	-8.2%	20.0%
Adjusted EBIT [(1)]	**153.2**	**3.6%**	**-6.6%**	**-5.1%**	**-1.5%**
Non-recurring items	-48.8	-1.2%	-1.1%	-5.0%	3.9%
Non-recurring cash items	-32.8	-0.8%	-16.2%		
Long-Term Incentive Plans	-10.2	-0.2%	146.9%		
Other non-recurring items	-5.9	-0.1%	-4.5%		
EBIT	104.4	2.5%	-9.0%	-5.2%	-3.8%
Net attributable profit	**59.8**	**1.4%**	**-5.6%**	**7.0%**	**-12.6%**
Underlying net profit	**96.2**	**2.3%**	**-5.0%**	**2.3%**	**-7.3%**

(1) Adjusted by non-recurring items

H1 2016 Underlying Net Profit

(€m)	H1 2015	H1 2016	INC	FX effect	INC w/o FX
Net attributable profit	63.4	59.8	-5.6%	7.0%	-12.6%
Non-recurring items	49.4	48.8	-1.1%	-5.0%	3.9%
Other financials	1.4	1.1	-18.2%		
Taxes	-12.9	-13.6	5.8%	106.3%	-100.4%
UNDERLYING NET PROFIT	101.3	96.2	-5.0%	2.3%	-7.3%

Treasury Stock & EPS

(€)	H1 2015	H1 2016	INC
Number of shares outstanding	651,070,558	622,456,513	-4.4%
Average number of treasury shares	12,975,706	7,802,400	-39.9%
End of period number of treasury shares	22,737,743	8,222,043	-63.8%
Weighted average number of shares	638,094,852	614,654,113	-3.7%
EPS	€0.099	€0.097	-2.0%
Underlying EPS	€0.159	€0.156	-1.4%

- At constant currencies, underlying EPS would have decreased by 3.8% in H1 2016 to EUR0.153.

Review by segment

Iberia

- Net sales climbed by 2.1% in H1 2016 to EUR2.83bn, due to the new consolidation of Eroski and positive comparable sales in the period. However, organic sales were hit by closures and the busy store restructuring and remodelling timetable during the first half of the year (231 stores remodelled) and the ongoing transfer of stores to the franchised model.
- Adjusted EBITDA grew by 1.4% in H1 2016 to EUR229.9m, with a margin over net sales of 8.1%, broadly unchanged versus H1 2015 despite the dilutive effect of the contribution of Eroski stores.
- Depreciation increased by 15.7% in Iberia due to recent acquisitions. As stated in the previous earnings release, D&A growth is set to return to lower figures in the second half of 2016.
- Adjusted EBIT declined by 6.0% in the first half of 2016 to EUR140.2m, reflecting a 43bps decrease in margin over net sales to 5.0%.

(€m)	Q2 2016	INC
Net sales	1,471.7	3.5%
Adjusted EBITDA	128.7	2.3%
Adjusted EBITDA margin	8.7%	-11 bps
D&A	-46.3	19.0%
Adjusted EBIT	82.5	-5.2%
Adjusted EBIT margin	5.6%	-52 bps
(€m)	**H1 2016**	**INC**
Net sales	2,827.3	2.1%
Adjusted EBITDA	229.9	1.4%
Adjusted EBITDA margin	8.1%	-6 bps
D&A	-89.7	15.7%
Adjusted EBIT	140.2	-6.0%
Adjusted EBIT margin	5.0%	-43 bps

(1) Adjusted by non-recurring items

Emerging Markets

- In H1 2016, net sales in emerging markets increased by 25.8% in local currency, but declined by 10.0% in Euros due to the depreciation of the Brazilian Real and the Argentinean Peso in the period (-23.0% and -38.1% respectively).
- Top-line growth accelerated in all the countries in the second quarter, with very good progress in Brazil and Argentina.
- Adjusted EBITDA ex-currency increased by 37.5% in Q2 2016 but declined by 5.1% in Euros to EUR37.5m, with a 42.6% negative currency effect in the period.
- Adjusted EBIT rose by 43.8% ex-currency but slid by 12.5% in Euros to EUR13.1m.
- The adjusted EBITDA margin climbed by 14bps in H1 2016 to 2.7%, totally in line with the performance seen in the first quarter of the year. The adjusted EBIT margin was almost flat at 0.9%.
- DIA has reached an agreement with a leading FMCG local partner to develop the Dia banner in Paraguay.

(€m)	Q2 2016	INC w/o FX	INC
Net sales	750.1	28.3%	-5.5%
Adjusted EBITDA (1)	21.6	38.0%	-1.4%
Adjusted EBITDA margin	2.9%		12 bps
D&A	-13.1		5.6%
Adjusted EBIT (1)	8.5	38.9%	-10.5%
Adjusted EBIT margin	1.1%		-6 bps
(€m)	**H1 2016**	**INC w/o FX**	**INC**
Net sales	1,415.9	25.8%	-10.0%
Adjusted EBITDA (1)	37.5	37.5%	-5.1%
Adjusted EBITDA margin	2.7%		14 bps
D&A	-24.4		-0.6%
Adjusted EBIT (1)	13.1	43.8%	-12.5%
Adjusted EBIT margin	0.9%		-3 bps

(1) Adjusted by non-recurring items

Working Capital, Investment and Debt

Trade Working Capital

- The value of the group's trade working capital fell by 9.7% in Euros, but was almost flat at constant currency.
- The 13.9% increase (ex-currency) accumulated in the value of inventories was mainly related to the new integration of Eroski and the new openings.

(€m)	30 June 2016	INC	INC w/o FX
Inventories	624.1	3.8%	13.9%
Trade & other receivables	333.3	-8.7%	-3.2%
Trade & other payables	-1,681.9	-4.9%	4.0%
Trade Working Capital	-724.5	-9.7%	-0.2%

Capex

- DIA invested EUR180.1m in H1 2016, 2.3% less than in the same period last year when excluding the investment related to the Eroski asset deal. In Iberia, capital expenditure rose by 26.8% due to the remodelling efforts, which were concentrated into the first half of the year.
- In the Emerging Markets, investment declined by 51% in Euros due to the depreciation of the Argentinean Peso and Brazilian Real. However, DIA remains committed to its expansion plans in both countries, as reflected in the 11.8% increase in investment (in local currency) accumulated in Brazil in H1 2016.

(€m)	H1 2016	%	INC	INC w/o FX
Iberia	146.8	81.5%	26.8%	26.8%
Emerging markets	33.3	18.5%	-51.3%	-29.2%
TOTAL Capex	180.1	100.0%	-2.3%	6.0%

Net Debt

- Net debt at the end of the first half of 2016 was EUR1.12bn, which is slightly lower (EUR8.8m down) than the net debt held by the company at end-2015, which compares with a EUR109m normalised increase historically reported in the first half of the year.
- The EUR211.6m rise in net debt reflected in the last twelve months is mostly due to the acquisitions in 2015 (EUR106.1m of the EUR197m invested in the acquisition and remodelling of Eroski stores were accounted in H1 2015) and the partial execution of the share buy-back in H1 2015 (EUR103.6m out of EUR200m finally invested in 2015).
- The significant investment effort in Argentina and Brazil led to a total net debt position of EUR49.6m at the end of the June 2016, which is EUR51.7m higher than in the same period last year.
- The ratio of net debt over the last twelve months' adjusted EBITDA was 1.8x, starting to go down from the highest leverage rate of 1.9x published at the end of 2015.
- In the first half of 2016, the cash-flow generated from operations was on track to meet the ambitious cash-flow generation targets the company has set for the 2016-18 period.

(€m)	30 June 2015	31 Dec 2015	30 June 2016
Net debt	912.0	1,132.4	1,123.6
Net debt / Adj. EBITDA LTM	1.5x	1.9x	1.8x

Cash Flow Statement

(€m)	H1 2015	H1 2016
Adjusted EBITDA	266.2	267.3
Taxes paid	-27.5	27.2
Income taxes of the year	*-21.7*	*32.8*
Settlement of claims provisioned	*-5.8*	*-5.6*
Net change in trade working capital	-92.8	-10.7
Other payables & receivables	-93.1	-37.4
(A) CASH-FLOW FROM CONTINUOUS OPERATIONS	52.8	246.5
Financial investments/divestments	-10.9	-0.9
Acquisition and disposal of shares	*0.0*	*0.0*
Other financial investments/divestments	*-10.9*	*-0.9*
Capital expenditure	-290.4	-180.1
(B) CASH FLOW FROM INVESTING ACTIVITIES	-301.3	-181.0
(A+B) OPERATING FREE CASH FLOW	-248.5	65.5
Equity issued	0.0	0.0
Dividend paid	0.0	0.0
Shares buy-back	-103.6	-4.0
Change in FX and other	-26.5	-52.6
(C) CASH FLOW FROM FINANCIAL ACTIVITIES	-130.2	-56.7
Net debt at the beginning of the period	533.4	1,132.4
(A+B+C) CHANGE IN NET DEBT	-378.6	8.8
Net debt at the end of the period	912.0	1,123.6

(1) Adjusted by non-recurring items

H1 2016 Results

(€m)	H1 2016	%	INC	FX effect	INC w/o FX
Net sales	**4,243.1**	**100.0%**	**-2.3%**	**-13.0%**	**10.7%**
Cost of sales & other income	-3,280.7	-77.3%	-3.0%	-13.9%	10.8%
Gross profit	**962.5**	**22.7%**	**0.4%**	**-9.8%**	**10.3%**
Labour costs	-386.4	-9.1%	2.1%	-10.2%	12.3%
Other operating expenses	-158.3	-3.7%	-8.8%	-16.8%	8.0%
Real estate rents	-150.5	-3.5%	7.5%	-6.8%	14.3%
Adjusted EBITDA (1)	**267.3**	**6.3%**	**0.4%**	**-6.3%**	**6.8%**
D&A	-114.1	-2.7%	11.8%	-8.2%	20.0%
Adjusted EBIT (1)	**153.2**	**3.6%**	**-6.6%**	**-5.1%**	**-1.5%**
Non-recurring items	-48.8	-1.2%	-1.1%	-5.0%	3.9%
Non-recurring cash items	-32.8	-0.8%	-16.2%		
Long-Term Incentive Plans	-10.2	-0.2%	146.9%		
Other non-recurring items	-5.9	-0.1%	-4.5%		
EBIT	**104.4**	**2.5%**	**-9.0%**	**-5.2%**	**-3.8%**
Net financial income/expenses	-27.4	-0.6%	3.9%	-43.9%	47.8%
EBT	**76.7**	**1.8%**	**-13.1%**	**6.4%**	**-19.5%**
Income taxes	-16.9	-0.4%	-32.2%	4.9%	-37.1%
Consolidated profit	**59.8**	**1.4%**	**-5.6%**	**7.0%**	**-12.6%**
Minorities & discontinuing operations	0.0	0.0%		0.0%	
Net attributable profit	**59.8**	**1.4%**	**-5.6%**	**7.0%**	**-12.6%**
Underlying net profit	**96.2**	**2.3%**	**-5.0%**	**2.3%**	**-7.3%**

(1) Adjusted by non-recurring items

Balance Sheet

(€m)	30 June 2015	30 June 2016
Non-current assets	2,178.4	2,446.3
Inventories	601.0	624.1
Trade & Other receivables	365.1	333.3
Other current assets	158.5	98.7
Cash & Cash equivalents	181.5	219.2
TOTAL ASSETS	3,484.4	3,721.6
Total equity	207.6	279.7
Long-term debt	533.9	968.6
Short-term debt	559.5	374.1
Trade & Other payables	1,768.8	1,681.9
Provisions & Other current liabilities	414.7	417.2
TOTAL EQUITY & LIABILITIES	3,484.4	3,721.6

Store Count

- In Q2 2016, DIA converted 125 stores to the new versions in Iberia, reaching a total of 231 transformations in H1 2016. This process has affected sales volumes somewhat, as these stores have been closed for several weeks.
- According to the integration and restructuring process of El Arbol, in the first half of 2016 a total of 83 stores were upgraded to La Plaza and 40 stores were closed down during the period.
- During Q2 2016, Clarel added 12 new stores to the network, reaching a total of 37 net openings in the last twelve months, bringing the total to 1,209. A total of 26 Clarel stores were transferred to the COFO model in Iberia during the second quarter of 2016, bringing the total number of franchised stores of this format to 77, which is 46 higher than at the end of 2015.
- In H1 2016, the number of Dia banner stores operated under franchised models in Iberia increased by 75, totalling 2,258, which represents 57.1% of the banner.
- In Emerging Markets, 66.8% of the Dia banner stores are already operated by local entrepreneurs.
- Over the last twelve months, the DIA network increased by 355 net stores, of which 106 in Brazil and 111 in Argentina.

Stores by country and operational model as of 30 June 2016

	COCO	Franchise	Total DIA
Spain	2,865	2,078	4,943
Portugal	361	257	618
IBERIA	3,226	2,335	5,561
Dia	1,699	2,258	3,957
Clarel	1,132	77	1,209
El Arbol / La Plaza	395	0	395
Argentina	290	580	870
Brazil	350	594	944
China (Shanghai)	91	296	387
EMERGING MARKETS	731	1,470	2,201
TOTAL DIA	3,957	3,805	7,762

Number of Stores

IBERIA	30 June 2015 COCO	Franchise	Total	%	30 June 2016 COCO	Franchise	Total	%	INC
Dia Market	1,061	1,713	2,774	51.1%	1,017	1,868	2,885	51.9%	111
Cada Dia / Mais Perto	0	270	270	5.0%	0	299	299	5.4%	29
Dia Market	1,061	1,983	3,044	56.1%	1,017	2,167	3,184	57.3%	140
Dia Maxi	689	68	757	13.9%	682	91	773	13.9%	16
Dia banner stores	1,750	2,051	3,801	70.0%	1,699	2,258	3,957	71.2%	156
% of Dia banner	46.0%	54.0%	100.0%		42.9%	57.1%	100.0%		
El Arbol / La Plaza	455	0	455	8.4%	395	0	395	7.1%	-60
Clarel	1,148	24	1,172	21.6%	1,132	77	1,209	21.7%	37
Total IBERIA stores	3,353	2,075	5,428	100%	3,226	2,335	5,561	100%	133
% of IBERIA stores	61.8%	38.2%	100.0%		58.0%	42.0%	100.0%		

EMERGING	COCO	Franchise	Total	%	COCO	Franchise	Total	%	INC
Dia Market	515	1,013	1,528	77.2%	566	1,138	1,704	77.4%	176
Cada DIA / Mais Perto	0	206	206	10.4%	0	278	278	12.6%	72
Dia Market	515	1,219	1,734	87.6%	566	1,416	1,982	90.0%	248
Dia Maxi	151	94	245	12.4%	165	54	219	10.0%	-26
Total EM stores	666	1,313	1,979	100%	731	1,470	2,201	100%	222
% of stores	33.6%	66.4%	100.0%		33.2%	66.8%	100.0%		

TOTAL DIA	COCO	Franchise	Total	%	COCO	Franchise	Total	%	INC
Dia Market	1,576	2,726	4,302	58.1%	1,583	3,006	4,589	59.1%	287
Cada Dia / Mais Perto	0	476	476	6.4%	0	577	577	7.4%	101
Dia Market	1,576	3,202	4,778	64.5%	1,583	3,583	5,166	66.6%	388
Dia Maxi	840	162	1,002	13.5%	847	145	992	12.8%	-10
Dia banner stores	2,416	3,364	5,780	78.0%	2,430	3,728	6,158	79.3%	378
% of Dia banner	41.8%	58.2%	100.0%		39.5%	60.5%	100.0%		
El Arbol / La Plaza	455	0	455	6.1%	395	0	395	5.1%	-60
Clarel	1,148	24	1,172	15.8%	1,132	77	1,209	15.6%	37
TOTAL DIA stores	4,019	3,388	7,407	100%	3,957	3,805	7,762	100%	355
% DIA stores	54.3%	45.7%	100.0%		51.0%	49.0%	100.0%		

Outlook

- Focus on top line: around 10% gross sales under banner growth (at constant currency) in 2016.

- Stable adjusted EBITDA margin for full-year 2016.

- Strong cash generation expected in 2016.

Events Following the Close of the Period

- On 22 July, DIA paid EUR7.5m to bondholders in the second coupon related with the EUR500m Euro note issued in July 2014.
- On 14 July, in accordance with the resolution passed by the Annual General Shareholders' Meeting held on 22 April 2016, the Company paid out a gross dividend, with a charge to the Company's results in fiscal year 2015, of EUR0.20 per share.
- In July, DIA acquired 3,179,000 treasury shares to hedge the liabilities related to the 2016-18 Long-Term Incentive Plan approved by the Annual General Shareholders' Meeting held on 22 April 2016.

Corporate Calendar

Event	Date	Status
Q3 2016 earnings release	Tuesday, 25 October 2016	Confirmed

Change in Currency Rates

Period	€ / Argentinean Peso	€ / Brazilian Real	€ / Chinese Yuan
Q1 2015 average	0.1023	0.3109	0.1425
Q1 2016 average	0.0629	0.2329	0.1387
Q1 2016 change (1)	-38.5%	-25.1%	-2.7%
Q2 2015 average	0.1010	0.2945	0.1457
Q2 2016 average	0.0626	0.2431	0.1371
Q2 2016 change (1)	-38.1%	-17.4%	-5.9%
H1 2015 average	0.1016	0.3026	0.1441
H1 2016 average	0.0629	0.2329	0.1387
H1 2016 change (1)	-38.1%	-23.0%	-3.8%

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

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.
- **LFL sales growth under banner**: growth rate of gross sales under banner at constant currency of the stores that have been operating for more than thirteen months under the same business conditions.
- **Adjusted EBITDA**: operating profit after adding back non-recurring 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 non-recurring 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.
- **Cash from operations**: adjusted EBITDA less non-recurring cash items less recurrent Capex.

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This document contains some expressions (gross sales under banner, comparable growth of gross sales under banner, adjusted EBITDA, adjusted EBIT, etc.) which are not IFRS (International Financial Reporting Standards) measures.