



DIA 



Q3 2015 RESULTS

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- / Significant improvement in sales: positive organic growth in Iberia in Q3 2015
- / Progress on the improvement of the commercial proposition:
 - 88 Maxi stores in Spain*
 - 123 Minipreço Market in Portugal*
- / Integration of acquisitions
 - Successful opening of 143 Eroski stores in record time with sales above our expectations
 - Completion of El Arbol integration ahead of schedule
- / E-commerce update
 - Service available in Madrid, Barcelona and Malaga
 - First Iberian food retailer to open in Tmall store (Alibaba group)
- / Challenging market conditions in Brazil, but expansion opportunity remains

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/ Key figures 9M 2015

	DIA GROUP	
(EURm)	9M 2015	% change
Gross sales under banner	7,842.8	14.9%
Adjusted EBITDA <i>Adjusted EBITDA margin</i>	427.2 6.4%	6.9% -44 bps
D&A	(157.7)	16.2%
Adjusted EBIT <i>Adjusted EBIT margin</i>	269.5 4.1%	2.1% -48 bps
Net attributable profit	104.1	-53.2%
Underlying net profit <i>Underlying EPS*</i>	165.1 EURO.265	-4.6% -0.4%

* After 4.4% equity redemption
Source: DIA

/ Adjusted EBITDA: growth in both segments led by Emerging

(EURm)

Gross sales under banner

Adjusted EBITDA

Adjusted EBITDA margin

IBERIA

Q3 2015

%
change

1,768.4

16.7%

131.2

0.4%

8.7%

-141 bps

EMERGING MARKETS

Q3 2015

%
change

% change
ex-currency

960.6

9.4%

17.5%

29.8

26.7%

35.0%

3.7%

+57 bps

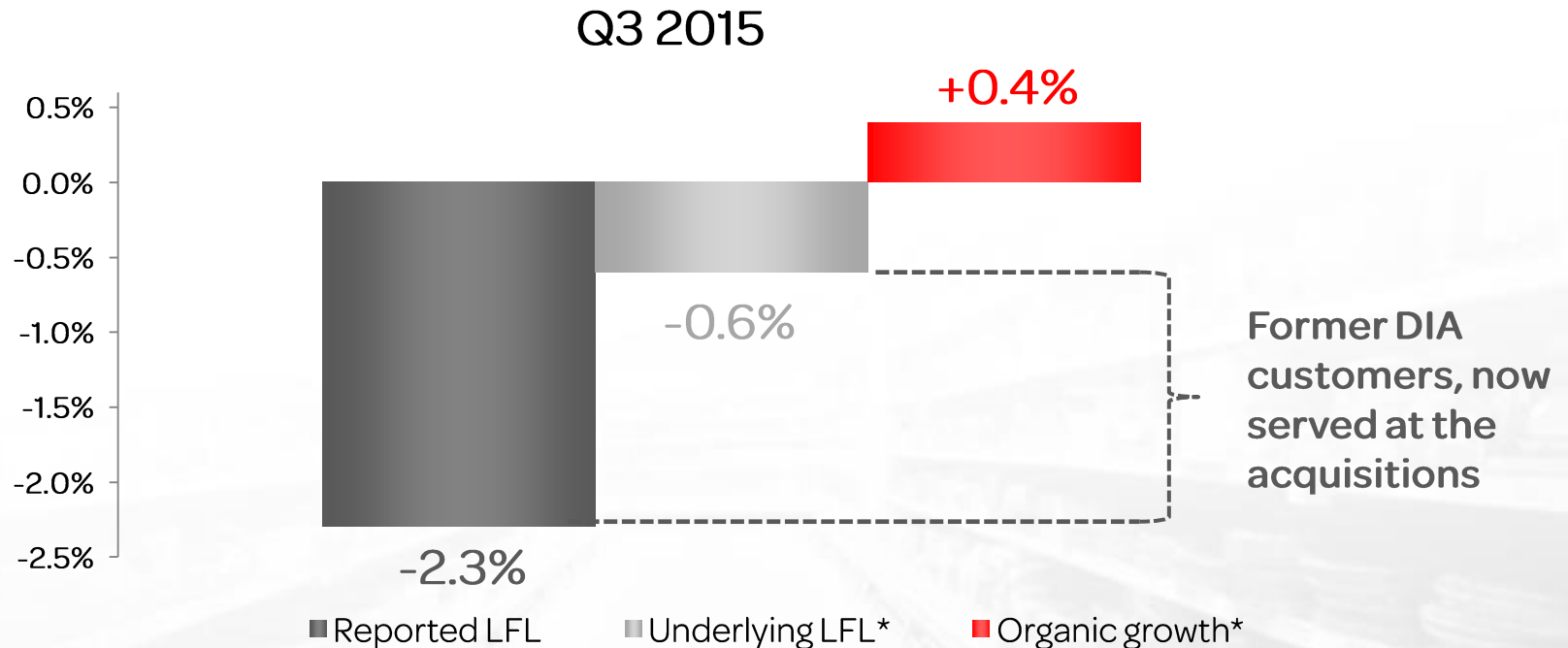
/ Margin decline due to acquisitions

/ Price investments in Portugal

/ Cost reduction focus and franchise transition

/ Positive trend thanks to strong focus on cost reduction

/ Iberia: strong improvement in sales

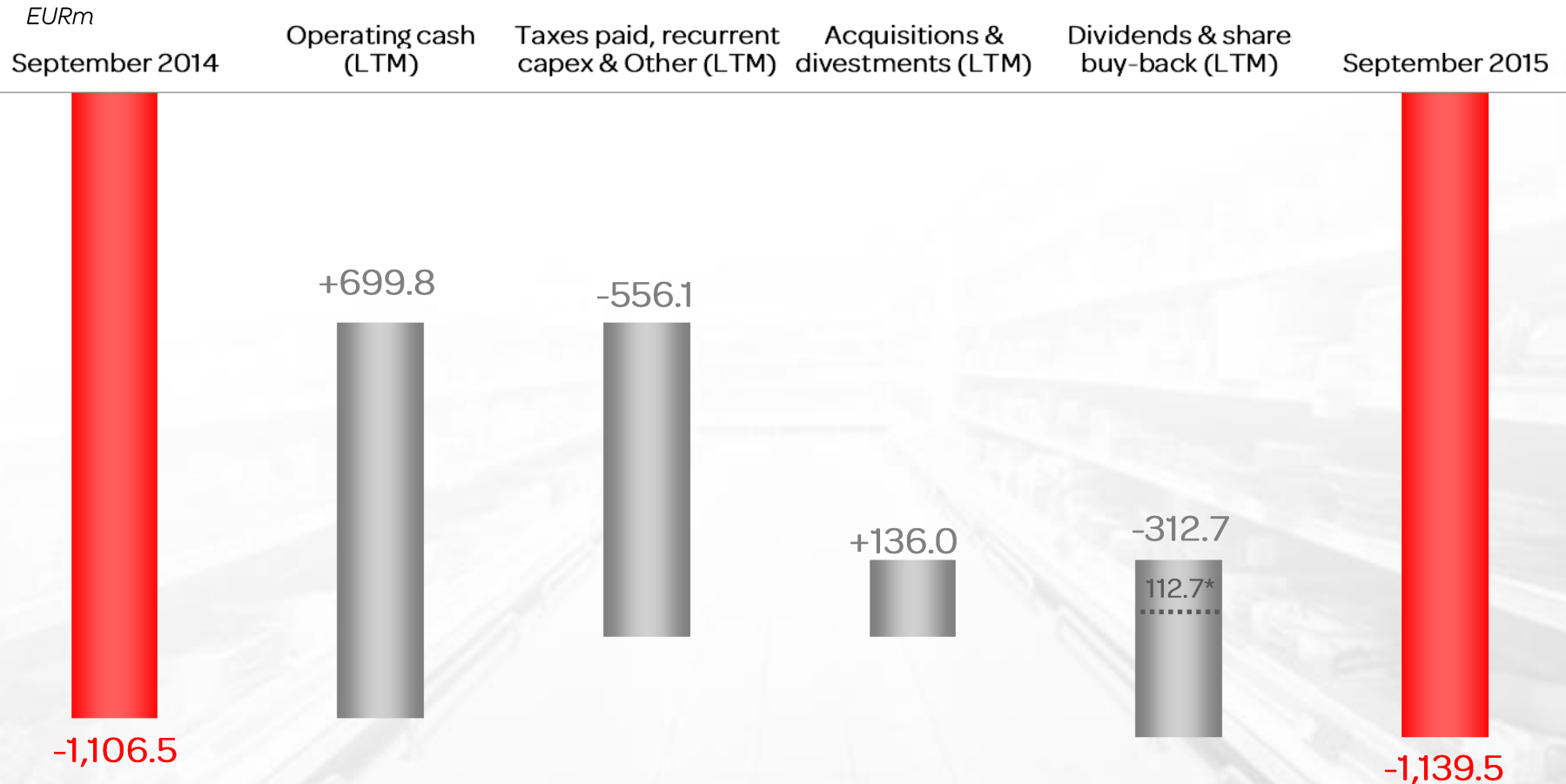


- / 20.4% sales growth in Spain in Q3 2015
- / 200 bps cannibalization impact in Spain (170 bps in Iberia)
- / Positive organic growth +0.4%
- / 290 bps of LFL improvement versus Q2 2015

* Adjusted by cannibalization effect from acquisitions and new openings

Source: DIA

/ Strong cash flow generation; EUR312.7m devoted to shareholder remuneration in LTM



/ Stable net debt/Adjusted EBITDA (LTM) ratio at 1.9x

* Ordinary dividends

Source: DIA

/ On the right track to meet our targets

/ DIA remains on track to meet its full-year 2015 targets

- Mid double-digit top-line growth
- Adjusted EBITDA growth with positive contribution from organic growth and acquisitions
- Double-digit CAGR 2012-15 underlying EPS target at constant currency

/ In Iberia, DIA expects to continue to improve its organic sales over the coming quarters

/ Market conditions remain challenging in Brazil, but DIA continues to deliver on its expansion plans

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DIA 

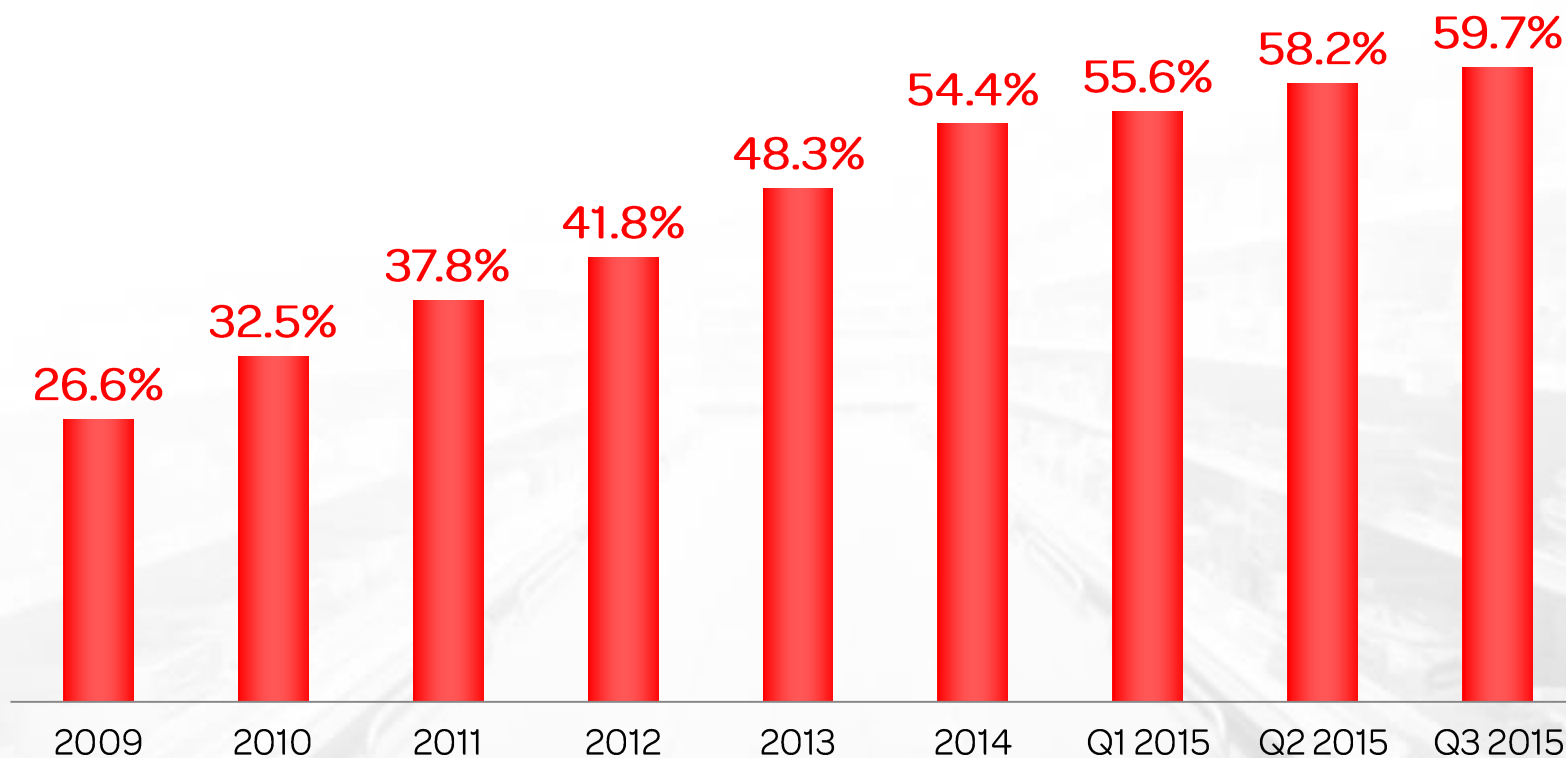


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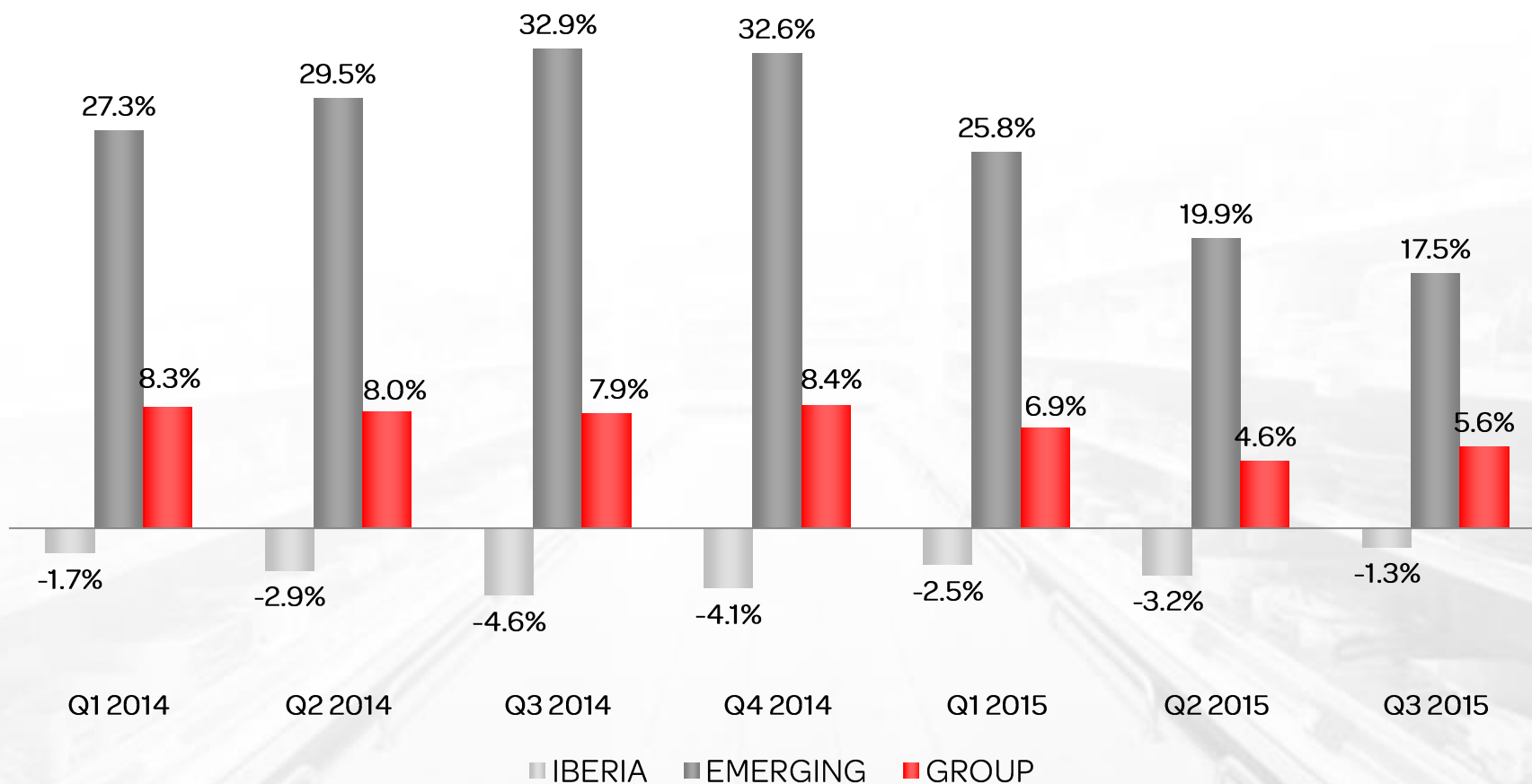
/ Growing contribution of DIA banner franchised stores



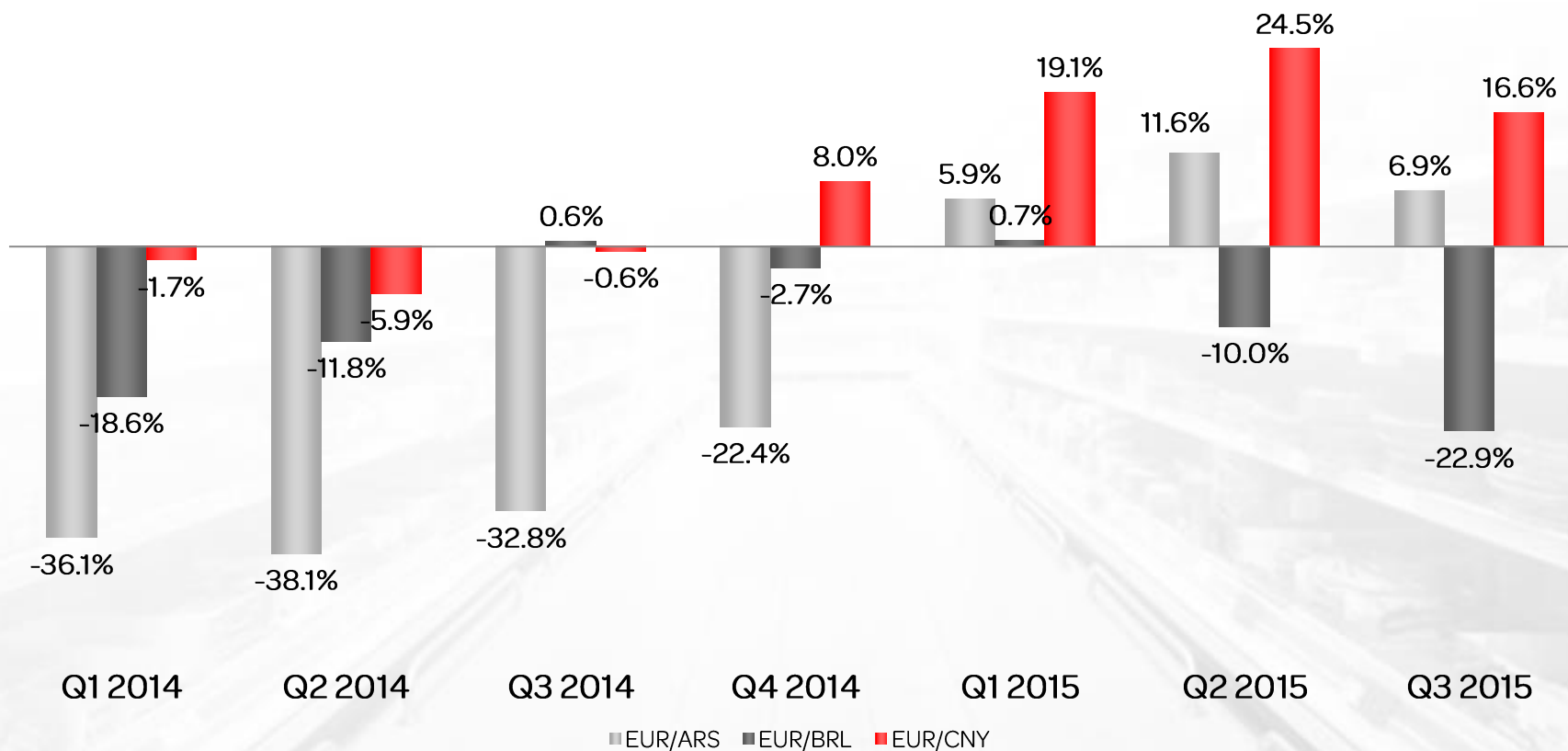
DIA Group data without Schlecker/Clarelas reported

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

/ Flat underlying EPS after SBB cancellation

(EURm)	9M 2014	9M 2015	% change	% change ex-currency
Underlying net profit	173.0	165.1	-4.6%	-3.6%
# shares outstanding	651.1m	622.5m	-4.4%	
Underlying EPS	EUR0.266	EUR0.265	-0.4%	0.8%