



DIA ends 2012 with adjusted net profit growth of 19.3%, reaching EUR190m

- / Turnover reached EUR11.679bn, up 6.7%**
- / Iberia and Brazil are the main growth drivers**
- / At the next Annual General Meeting, DIA's Board of Directors will propose an 18% dividend increase to EUR0.13 gross per share, as well as the amortization of 4.16% of the shares held as treasury stock.**
- / DIA estimates that adjusted EPS could continue to post double-digit growth**

Madrid, 21 February 2013. DIA ended fiscal 2012 having achieved the targets it set itself at the start of the year. Gross sales under banner grew by 6.7% at constant rates to EUR11.679bn, thanks to the solid business performance in Iberia and in emerging countries such as Brazil and Argentina. In Spain, turnover reached EUR4.920bn, which represents a 5.4% improvement thanks to the good performance of all its formats.

"Although we are facing challenges in 2013, we believe that we will be able to resolve any difficulties, focusing our investment efforts on regions where we are seeing the most growth. DIA's priorities over the coming fiscal year will be to speed up the rate of openings in Brazil and strengthen the proximity profile in Spain, with new complementary formats", declared Ricardo Currás, CEO of DIA.

Adjusted net profit reached EUR190m, up 19.3% versus 2011 thanks to the good business performance. Adjusted EBITDA grew by 9.4% at constant rates, to EUR609.5m, while adjusted EBIT reached EUR330.5m, rising by 14.3%. At the end of the last fiscal year, the store network included 6,914 stores. Including the stores related to the acquisition of Schlecker, this brings the total number to around 8,000 stores.

In the next Annual General Meeting, DIA's board of directors will propose a dividend distribution of EUR0.13 gross per share, which represents an 18% increase. Moreover, the company will also propose the amortization of 4.16% of the shares held as treasury stock.

Over the 2013-2015 period, the company expects to maintain double-digit adjusted EPS growth.



DIA GROUP: 2012 RESULTS

(EURm)	2011 ⁽¹⁾	%	2012	%	INC	INC w/o FX
Gross sales under banner	11,062.3		11,678.9		5.6%	6.7%
Net sales	9,728.5	100.0%	10,124.3	100.0%	4.1%	5.2%
Cost of sales & other income	(7,637.6)	-78.5%	(7,967.9)	-78.7%	4.3%	5.6%
Gross profit	2,091.0	21.5%	2,156.5	21.3%	3.1%	3.9%
Labour costs	(803.7)	-8.3%	(813.6)	-8.0%	1.2%	2.0%
Other operating expenses	(420.7)	-4.3%	(411.4)	-4.1%	-2.2%	-0.9%
Real estate rents	(305.4)	-3.1%	(322.0)	-3.2%	5.4%	5.6%
OPEX	(1,529.9)	-15.7%	(1,547.0)	-15.3%	1.1%	1.9%
Adjusted EBITDA	561.1	5.8%	609.5	6.0%	8.6%	9.4%
D&A	(269.4)	-2.8%	(279.0)	-2.8%	3.6%	4.1%
Adjusted EBIT	291.7	3.0%	330.5	3.3%	13.3%	14.3%
Non-recurring items	(74.9)	-0.8%	(42.9)	-0.4%	-42.7%	-42.7%
EBIT	216.8	2.2%	287.6	2.8%	32.6%	34.0%
Net financial income/expenses	(35.4)	-0.4%	(33.0)	-0.3%	-6.9%	-6.4%
Associate companies	0.9	0.0%	1.1	0.0%	23.0%	34.2%
EBT	182.3	1.9%	255.7	2.5%	40.3%	41.8%
Income taxes	(83.4)	-0.9%	(101.8)	-1.0%	22.0%	22.6%
Consolidated profit	98.8	1.0%	153.8	1.5%	55.7%	58.0%
Discontinued operations	(4.5)	-0.0%	(7.5)	-0.1%	67.4%	50.9%
Minority interests	4.1	0.0%	11.5	0.1%	181.3%	177.9%
Net attributable profit	98.5	1.0%	157.9	1.6%	60.4%	63.4%
Underlying net profit	159.3	1.6%	190.1	1.9%	19.3%	

(1) Pro-forma figures with Beijing activities discontinued

(1) Pro-forma data excluding Beijing. During fiscal 2012, DIA decided to dispose of the business in Peking (China) with the aim of concentrating its expansion efforts on Shanghai, where it has 316 stores. Accordingly, DIA has classified the different accounts as the net income of activities interrupted in 2012, and has re-expressed the 2011 figures.

STORES BY COUNTRY

(M sqm)	2011 ⁽¹⁾			2012			INC
	Own	Franchises	TOTAL	Own	Franchises	TOTAL	
Spain	1,640	1,187	2,827	1,615	1,310	2,925	98
Portugal	345	208	553	333	239	572	19
IBERIA	1,985	1,395	3,380	1,948	1,549	3,497	117
Argentina	376	119	495	403	156	559	64
Brazil	249	231	480	249	312	561	81
Turkey	703	412	1,115	614	479	1,093	-22
China	187	97	284	177	139	316	32
EMERGING MARKETS	1,515	859	2,374	1,443	1,086	2,529	155
FRANCE	671	245	916	633	255	888	-28
TOTAL DIA	4,171	2,499	6,670	4,024	2,890	6,914	244

(1) Pro-forma figures with Beijing activities discontinued



▪ GLOSSARY

Gross Sales Under Banner: total turnover value obtained in stores, including indirect taxes (sales receipt value) and in all the company's stores, both owned and franchised.

Net Sales: sum of the revenues generated in our integrated stores and the sales to franchises.

LFL Sales Growth Under Banner: growth rate of gross sales under banner of all DIA stores which have been operating for more than a year.

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

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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.

Adjusted Earnings Per Share (adjusted EPS): adjusted net profit divided by the average number of weighted shares in the fiscal year.

DIA (Distribuidora Internacional de Alimentación) is an international food distribution company with a presence in seven countries (Spain, Portugal, France, Turkey, China, Argentina and Brazil). In 2012, gross sales under banner reached EUR11.679bn and the company had 8,000 stores in the countries in which it operates. DIA is traded on the Madrid Stock Exchange and is part of the Ibex 35, the reference index of the Spanish market.

▪ EXTERNAL RELATIONS

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