



DIA Group increases gross sales under banner by 11% in first nine months, reaching EUR7.8bn

/ The company's priority remains to improve its turnover, setting a gross sales under banner target, in local currency, of around 10% for 2016.

Madrid, 25 October 2016. In the first nine months of the year, the DIA Group generated gross sales under banner of EUR7.8bn, up 11% in local currency compared to the same period in the previous year. This increase is due to the good business momentum in all regions in which the company operates. In Iberia, gross sales rose by 2% to EUR5.103bn, while in emerging countries the increase was 27.2% in local currency, reaching EUR2.697bn.

In Spain, between January and September, gross sales under banner rose by 2% to EUR4.468bn. In this period, a total of 141 El Árbol stores were transformed into La Plaza de DIA stores, versus the 95 stores initially expected for the full year.

Comparable sales rose by 10% in the third quarter, representing the highest increase for the second consecutive quarter since the company was listed on the stock exchange.

"Sales growth patterns were strong again in every DIA market during Q3 2016, with positive comparable sales growth in all DIA countries despite the challenging business conditions. Sustained price investments combined with improved service for our customers are paying off all over the DIA universe, pushing up LFL growth above their respective markets. Our priorities for 2016 remain clear: top-line growth and cash flow generation. We are confident that we can achieve our targets for the full-year 2016", stated Ricardo Currás, CEO of DIA Group.

In the first nine months of the year, underlying net profit amounted to EUR157m, 4.7% less in local currency than in the same period in 2015 due to the increase in amortisations for acquisitions and net financial income in emerging countries. Adjusted EBITDA reached EUR429m, up 6.4% in local currency.

At the end of September 2016, the DIA Group had a total of 7,824 stores.



9M 2016 Results Summary

(€m)	9M 2016	%	INC	FX effect	INC w/o FX
Net sales	6,563.6	100.0%	-1.2%	-11.2%	10.0%
Adjusted EBITDA ⁽¹⁾	429.1	6.54%	0.4%	-6.0%	6.4%
D&A	-174.6	-2.7%	10.7%	-6.7%	17.4%
Adjusted EBIT ⁽¹⁾	254.4	3.88%	-5.6%	-5.5%	-0.1%
Non-recurring items	-66.1	-1.0%	-17.7%	-4.5%	-13.2%
EBIT	188.3	2.9%	-0.5%	-6.0%	5.5%
Net attributable profit	107.5	1.6%	3.3%	3.0%	0.3%
Underlying net profit	157.2	2.4%	-4.8%	-0.1%	-4.7%

(1) Adjusted by non-recurring items

Q3 2016 Results Summary

(€m)	Q3 2016	%	INC	FX effect	INC w/o FX
Net sales	2,320.5	100.0%	0.8%	-8.0%	8.7%
Adjusted EBITDA ⁽¹⁾	161.7	7.0%	0.4%	-5.4%	5.8%
D&A	-60.5	-2.6%	8.8%	-3.9%	12.7%
Adjusted EBIT ⁽¹⁾	101.2	4.4%	-4.0%	-6.2%	2.2%
Non-recurring items	-17.3	-0.7%	-44.2%	-3.6%	-40.6%
EBIT	83.9	3.6%	12.7%	-7.3%	20.0%
Net attributable profit	47.7	2.1%	17.2%	-3.2%	20.3%
Underlying net profit	61.1	2.6%	-4.4%	-3.8%	-0.6%

(2) Adjusted by non-recurring items



Gross Sales under Banner					
(€m)	9M 2016	%	INC (w/o FX)	FX effect	INC
Spain	4,467.7	57.3%	2.0%	0.0%	2.0%
Portugal	635.2	8.1%	2.1%	0.0%	2.1%
IBERIA	5,102.9	65.4%	2.0%	0.0%	2.0%
Argentina	1,181.5	15.1%	36.7%	-52.8%	-16.1%
Brazil	1,337.2	17.1%	19.8%	-13.1%	6.8%
China (Shanghai)	178.3	2.3%	4.2%	-5.4%	-1.2%
EMERGING MARKETS	2,697.0	34.6%	27.2%	-32.3%	-5.1%
TOTAL DIA	7,799.9	100.0%	11.1%	-11.7%	-0.5%

/ 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 franchisees.

/ 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.

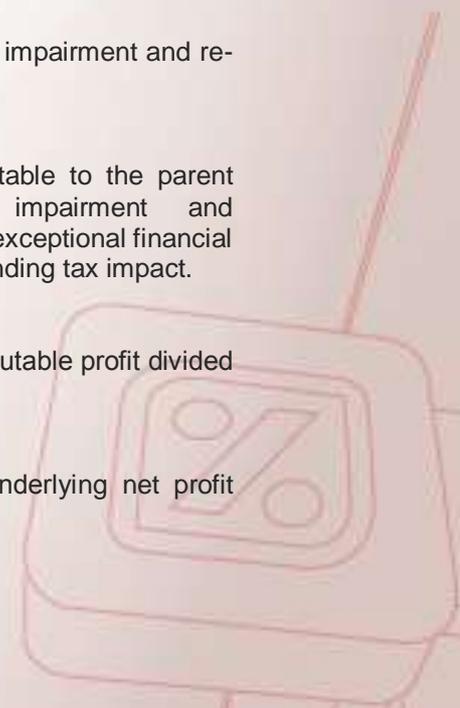
/ Adjusted EBITDA: operating profit after adding back non-recurring costs, impairments, re-estimation of useful life and gains/losses arisen on the disposal of assets and depreciation and amortization of fixed assets

/ Adjusted EBIT: operating profit after adding back 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.



/ Cash from Operations: adjusted EBITDA less non-recurring cash items less recurrent Capex.

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 2015, gross sales under banner reached EUR10.5bn and the company had 7,718 stores in the countries in which it operates: Spain, Portugal, Brazil, Argentina and China.

▪ **EXTERNAL RELATIONS**

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