



In the first half of the year, DIA posts sales of EUR5.663bn, up 7.1% versus H1 2012

- / Brazil, Argentina and Spain contributed to DIA's solid growth.**
- / Adjusted net profit grew by 15.3% in local currency.**

Madrid, 29 July 2013. Between January and June, DIA posted gross sales under banner of EUR5.663bn, which represents 7.1% local currency growth versus the same period last year. Brazil and Argentina, continued to post a dynamic performance, with a 29.5% increase in turnover in local currency, reaching EUR1.552bn.

In Spain, while business conditions in the first half of this year were tough, gross sales under banner reached EUR2.537bn, up 5.1% versus the first half of 2012.

"In Iberia, in a difficult consumer context, we continue to gain market share, reinforcing our competitive position and accelerating openings. Our plans with Schlecker are well on track, with significant operational synergies and promising initial results both in terms of sales and returns on investment.

Our performance in Brazil, Argentina and China is remarkable, with outstanding like-for-like sales growth. Consequently, we strongly believe DIA's growth plan is firmly based. The faster expansion in emerging markets and the deployment of the new complementary proximity formats are being successfully executed. We remain very optimistic about our ability to continue growing the business based on these pillars". Declared Ricardo Currás, CEO of DIA.

Adjusted net financial income reached EUR83.6m, 15.3% more than in H1 2012. In H1 2013, DIA invested a total of EUR154m (excluding Schlecker's acquisition). As of the end of June, DIA was operating 7,070 stores.



(EURm)	H1 2012 ⁽¹⁾	%	H1 2013	%	INC	INC w/o FX
Gross sales under banner	5,475.6		5,663.4		3.4%	7.1%
Net sales	4,767.2	100.0%	4,863.8	100.0%	2.0%	5.5%
Cost of sales & other income	(3,765.8)	-79.0%	(3,811.5)	-78.4%	1.2%	4.9%
Gross profit	1,001.4	21.0%	1,052.3	21.6%	5.1%	7.7%
Labour costs	(389.9)	-8.2%	(412.8)	-8.5%	5.9%	8.7%
Other operating expenses	(202.1)	-4.2%	(205.2)	-4.2%	1.6%	5.6%
Real estate rents	(146.7)	-3.1%	(159.7)	-3.3%	8.8%	10.4%
OPEX	(738.7)	-15.5%	(777.7)	-16.0%	5.3%	8.2%
Adjusted EBITDA ⁽²⁾	262.7	5.5%	274.6	5.6%	4.5%	6.3%
D&A	(132.8)	-2.8%	(128.4)	-2.6%	-3.3%	-1.7%
Adjusted EBIT ⁽²⁾	129.9	2.7%	146.2	3.0%	12.5%	14.4%
Non-recurring items	(15.5)	-0.3%	(16.5)	-0.3%	6.3%	8.3%
EBIT	114.4	2.4%	129.7	2.7%	13.4%	15.2%
Net financial income/expenses	(23.4)	-0.5%	(16.3)	-0.3%	-30.3%	-25.1%
Associate companies	0.7	0.0%	0.2	0.0%	-66.2%	-66.2%
EBT	91.7	1.9%	113.6	2.3%	23.9%	24.9%
Income taxes	(34.3)	-0.7%	(39.7)	-0.8%	15.7%	16.7%
Consolidated profit	57.4	1.2%	73.9	1.5%	28.8%	29.9%
Discontinued operations ⁽³⁾	(12.4)	-0.3%	(38.2)	-0.8%	207.2%	211.9%
Minority interests	(4.3)	-0.1%	(13.2)	-0.3%	203.9%	209.5%
Net attributable profit	49.3	1.0%	49.0	1.0%	-0.7%	-0.2%
Underlying net profit	72.5	1.5%	83.6	1.7%	15.3%	

(1) Figures with Turkey and Beijing activities re-expressed as discontinued (2) Adjusted by non-recurring items (3) Turkey's disinvestment

Q2 2013 RESULTS

(EURm)	Q2 2012 ⁽¹⁾	%	Q2 2013	%	INC	INC w/o FX
Gross sales under banner	2,790.3		2,930.9		5.0%	8.5%
Net sales	2,425.4	100.0%	2,513.2	100.0%	3.6%	6.9%
Cost of sales & other income	(1,906.8)	-78.6%	(1,965.2)	-78.2%	3.1%	6.5%
Gross profit	518.6	21.4%	548.0	21.8%	5.7%	8.1%
Labour costs	(199.0)	-8.2%	(210.9)	-8.4%	6.0%	8.6%
Other operating expenses	(98.5)	-4.1%	(101.4)	-4.0%	3.0%	7.0%
Real estate rents	(73.0)	-3.0%	(80.5)	-3.2%	10.3%	11.7%
OPEX	(370.4)	-15.3%	(392.8)	-15.6%	6.0%	8.8%
Adjusted EBITDA ⁽²⁾	148.2	6.1%	155.2	6.2%	4.7%	6.5%
D&A	(66.6)	-2.7%	(65.2)	-2.6%	-2.1%	-0.6%
Adjusted EBIT ⁽²⁾	81.7	3.4%	90.1	3.6%	10.3%	12.2%
Non-recurring items	(8.1)	-0.3%	(7.9)	-0.3%	-2.7%	-0.3%
EBIT	73.6	3.0%	82.2	3.3%	11.7%	13.6%
Net financial income/expenses	(14.1)	-0.6%	(11.1)	-0.4%	-21.1%	-15.9%
Associate companies	0.4	0.0%	0.1	0.0%	-85.4%	-85.4%
EBT	59.9	2.5%	71.1	2.8%	18.8%	19.9%
Income taxes	(20.6)	-0.8%	(21.2)	-0.8%	3.1%	3.9%
Consolidated profit	39.3	1.6%	49.9	2.0%	27.0%	28.2%
Discontinued operations ⁽³⁾	(6.2)	-0.3%	(25.4)	-1.0%	309.7%	319.0%
Minority interests	(2.1)	-0.1%	(8.9)	-0.4%	326.4%	337.9%
Net attributable profit	35.2	1.4%	33.4	1.3%	-5.1%	-4.7%
Underlying net profit	49.0	2.0%	55.6	2.2%	13.5%	

(1) Figures with Turkey and Beijing activities re-expressed as discontinued (2) Adjusted for non-recurring items (3) Turkey's disinvestment

/ 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 all DIA stores that have been operating for more than twelve months.

/ **Adjusted EBITDA:** operating profit after adding back restructuring 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.

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 2012, gross sales under banner reached EUR11.7bn. At present, the company has close to 7,000 stores in the countries in which it operates

▪ EXTERNAL RELATIONS

Nieves Álvarez – Lara Vadillo

Tel: +34 91 398 54 00 Ext. 33340 / 33886

+34 650.64.16.36 / 619.22.65.87

comunicacion@diagroup.com

