### **OTHER RELEVANT INFORMATION**

### TO THE NATIONAL SECURITIES MARKET COMMISSION

Pursuant to article 227 of the consolidated text of the Securities Market Act and development regulation, **Distribuidora Internacional de Alimentación, S.A**. ("**DIA**" or the "**Company**") hereby makes public its Trading Update corresponding to the third quarter and for the nine-month period of the year 2022.

The Trading Update includes key data at Group and country level (Net Sales & Like-for-Like) as well as some background on the key drivers.

Las Rozas de Madrid (Madrid), 20th October 2022.

Distribuidora Internacional de Alimentación, S.A.

Jesús Soto Cantero

**Chief Financial Officer** 



# DIA Trading Update Q3 2022

Like-for-Like Sales grew 9.9% in the third quarter of the year leading to net sales of 5,500 million euros in the first nine-month of the year

- The 12.6% Net Sales growth in the first nine-months of 2022 shows a turning point for Grupo Dia and the start of the growth acceleration announced in August of this year. Gross Sales Under Banner increased 2.4% in the nine-month period of the year.
- Growth relies on our new customer value proposition widely implemented in Spain and Argentina. Since the beginning of the transformation process, Spain has remodeled 1,452 stores and opened 44 new stores, which account for 78% of our proximity stores, of which 69% are franchised. Argentina has remodeled 375 stores and opened 85 new stores, accounting for 48% of the network under the new model and 73% managed by franchisees.
- First nine months of the year showed positive Like-for-Like sales across all markets, with an increase in Spain and Argentina (5.9% and 3.7%, respectively, highlighting the 12.8% growth of Spain in the third quarter of the year) and progressing in Brazil and Portugal (7.1% and 2.3%, respectively).
- Spain delivered in the first nine months 4.1% Net Sales growth, despite a 3.3% reduction in the number of stores compared to the same period of 2021. Portugal recorded a 1.1% decrease in its net sales and a 6.2% reduction in its store network.
- Net Sales in Argentina continued to perform exceptionally well (between January and September the inflation effect on sales was 20.7%) with a 5.9% uplift in the number of stores. It is also important to highlight the evolution in the number of units with an increase of 3.7%. Brazil had a Net Sales growth of 11.7% despite an 18.0% reduction in the number of stores, having benefited from the 17.2% revaluation of the Brazilian real over this period.

	GSUB <sup>1</sup>			Net Sales <sup>2</sup>			Like-for-Like <sup>3</sup> Sales	
€mn	9M22	9M21	Var. (%)	9M22	9M21	Var.(%)	Q322 vs. Q321 (%)	9M22 vs. 9M21 (%)
Spain	3,913.0	3,735.2	4.8%	3,269.6	3,140.7	4.1%	12.8%	5.9%
ex. Stores sale⁵	3,494.8	3,314.6	5.4%	2,894.4	2,765.4	4.7%	13.5%	6.7%
Portugal	609.9	609.0	0.2%	442.4	447.3	- 1.1%	10.2%	2.3%
Brazil	743.3	665.3	11.7%	669.2	598.9	11.7%	7.4%	7.1%
Argentina	1,269.2	1,374.7	-7.7%	1,125.3	705.3	59.6%	4.0%	3.7%
Total Grupo	6,535.3	6,384.2	2.4%	5,506.6	4,892.2	12.6%	9.9%	5.2%
ex. Stores sale <sup>5</sup>	6,117.2	5,963.5	2.6%	5,131.4	4,516.9	<b>13.6</b> %	10.1%	<b>5.6</b> %
Total Tiendas ⁴	5,720	5,958	-4.0%					
ex. Stores sale <sup>5</sup>	5,485	5,723	-4.2%					

### Trading Update Q3 2022 and accumulated for the first 9 months of 2022



At the close of the third quarter of the year, the company had **5,720 stores operating under the new store model**, 53.5% of our proximity network<sup>(6)</sup> at Group level. By country, 1,496 stores were operating under the new model in Spain, 460 in Argentina, and 112 in Portugal, with positive and sustainable performance seen in all the countries in a challenging context.

The number of tickets continues to increase, with a growth of 6.6% in the first nine months of the year at Group level, compared to the reduction of 1.3% in the size of the average basket. In the third quarter of the year, the number of tickets grew by 8.4%, confirming the good performance of our proximity model that is the focus of the Group's strategy. Between January and September, the weight of private label (under the Dia brand) increased to 51.8% share of the basket in Spain, compared to 47.7% in the same period of the previous year, a fact that supports the good acceptance of the New Dia Quality and the perception of Dia as a modern, high quality brand at affordable prices.

# Commentary on the first nine months of the year 2022 by Martin Tolcachir, DIA Group CEO:

"The growth of Grupo Dia's Net Sales in the third quarter of the year has confirmed the turning point that we advanced in August. This shows the benefits of the business strategy that began in 2019 and marks the start of a new phase in the acceleration towards growth. This has been achieved in the challenging context taking place nowadays thanks to the clear guidance, dedication and commitment of the team.

In the last quarter of the year we will continue to make progress along our strategic roadmap. We are confident in the robustness of our business model. The increase in the number of tickets and the weight of the Dia brand proves that proximity, our core, is the right strategic lever, especially in an environment like the current one.

We work every day to progress towards our business objectives, paying close attention to the environment in which we operate. This allows us to respond with agility to the changes that occur. Our focus in this new phase is on accelerating the growth of the company that will be reflected in the results. The teams are already working to consolidate the progress made in this process of business redirection with a renewed strategy that does not lose sight of our essence, proximity, and our purpose: to be closer every day so that we all have the quality we deserve within our reach".

- END-



#### Notes:

- Gross Sales Under Banner as defined in the Consolidated Management Report for the first half of 2022. Total
  value of the turnover obtained in the stores at current exchange rate, including all indirect taxes (cash ticket
  value) and in all the Company's stores, both owned and franchised. In the case of Argentina, Gross Sales
  Under Banner are adjusted using domestic price inflation, thus isolating the hyperinflationary effect although
  it does reflect the devaluation effect.
- 2. Net sales expressed at current exchange rates and applying IAS 29 "Financial Information in Hyperinflationary Economies" in Argentina.
- 3. Represents the growth rate of Gross Sales Under Banner at constant exchange rate of those stores that have operated for a period of more than twelve months and one day under similar business conditions. Sales figure Like-for-Like in Argentina has been adjusted using internal inflation to reflect the variation in volume (units), avoiding erroneous calculations due to the effect of hyper-inflation.
- 4. At the end of the period.
- 5. Excluding 235 stores included in the initial perimeter of the asset sale transaction signed with Alcampo and announced by the company on 2<sup>nd</sup> August 2022.
- 6. Excluding Maxi stores (Spain and Portugal), La Plaza and Clarel.

### **MEDIA**

## Email: ainhoa.murga@diagroup.com

### **INVESTOR RELATIONS**

Email: <a href="mailto:investor.relations@diagroup.com">investor.relations@diagroup.com</a>