



In the first quarter of the year, DIA posts a turnover of EUR2.73bn, up 5.6%

- / Iberia, Brazil and Argentina remain the growth drivers.
- / Underlying net profit up by 19% to EUR28m.

Madrid, 7 May 2013. Between January and March, DIA generated gross sales under banner of EUR2.73bn, 5.6% more at constant rates than in the first quarter of 2012. Of note, emerging countries posted sales growth of 28.2%.

In Spain, gross sales were up by 3% to EUR1.20bn. In February, DIA integrated the Schlecker chain, specialising in household, beauty and health products.

“The first quarter has been a challenging quarter for DIA, but once again we have been able to deliver a very solid performance. The Schlecker integration has been successfully completed in record time, while at the same time we pursue the plan to reinforce our competitive position and improve sales. In Spain, in a very challenging and difficult consumer context, we have been able to gain market share. Thus, in 2013, despite challenging conditions in Europe, we remain optimistic about our ability to continue to grow the business, while we concentrate our investment and efforts on our key regions.”, declared Ricardo Currás, CEO of DIA.

Underlying net profit reached EUR28m, 19% more than in the same period in 2012. In the first quarter of the year, DIA invested EUR70.3m (ex-acquisitions), and close to 61% of this investment was in Iberia, up 14% versus the previous year, while emerging countries saw a 42.7% rise in investments. At the end of March, DIA operated 6,997 stores, with 47 net openings in the quarter.

Note: In April 2013, DIA agreed to sell its business in Turkey. The first quarter accounts are presented with the activities of this country discontinued.



Q1 2013 RESULTS

(EURm)	Q1 2012 ⁽¹⁾	%	Q1 2013	%	INC	INC w/o FX
Gross sales under banner	2,685.3		2,732.5		1.8%	5.6%
Net sales	2,341.7	100.0%	2,350.6	100.0%	0.4%	4.1%
Cost of sales & other income	(1,859.0)	-79.4%	(1,846.3)	-78.5%	-0.7%	3.3%
Gross profit	482.7	20.6%	504.3	21.5%	4.5%	7.2%
Labour costs	(190.9)	-8.2%	(202.0)	-8.6%	5.8%	8.8%
Other operating expenses	(103.6)	-4.4%	(103.8)	-4.4%	0.2%	4.2%
Real estate rents	(73.7)	-3.1%	(79.2)	-3.4%	7.4%	9.2%
OPEX	(368.3)	-15.7%	(385.0)	-16.4%	4.5%	7.6%
Adjusted EBITDA ⁽²⁾	114.5	4.9%	119.4	5.1%	4.3%	6.0%
D&A	(66.2)	-2.8%	(63.2)	-2.7%	-4.5%	-2.7%
Adjusted EBIT ⁽²⁾	48.3	2.1%	56.1	2.4%	16.3%	18.1%
Non-recurring items	(7.4)	-0.3%	(8.6)	-0.4%	16.2%	17.7%
EBIT	40.9	1.7%	47.5	2.0%	16.3%	18.2%
Net financial income/expenses	(9.3)	-0.4%	(5.2)	-0.2%	-44.2%	-39.0%
Associate companies	0.3	0.0%	0.2	0.0%	-35.4%	-35.4%
EBT	31.8	1.4%	42.5	1.8%	33.7%	34.5%
Income taxes	(13.7)	-0.6%	(18.4)	-0.8%	34.7%	35.9%
Consolidated profit	18.1	0.8%	24.1	1.0%	32.9%	33.5%
Discontinued operations	(6.2)	-0.3%	(12.8)	-0.5%	105.1%	105.1%
Minority interests	(2.3)	-0.1%	(4.3)	-0.2%	90.3%	90.4%
Net attributable profit	14.2	0.6%	15.6	0.7%	10.2%	11.0%
Underlying net profit	23.5	1.0%	28.0	1.2%	19.0%	

(1) Figures with Turkey activities discontinued, (2) Adjusted by non-recurring items.

▪ 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 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

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