

Dia Spain accelerates its sales growth up to 8.2% in Q3 2025 and continues gaining market share

- **Dia Spain achieved a total sales growth of 8.2% in Q3 2025, fuelled by robust like-for-like growth of 6.8% and accelerated store openings.**
- **Dia Argentina's like-for-like sales volume is stabilizing amid adverse currency effects, resulting in a 24% decline in euro sales.**

Gross Sales Under the Dia Banner ⁽¹⁾	Q3 2025				9M 2025			
	€m	YoY change (%)			€m	YoY change (%)		
		LfL ⁽²⁾	At constant FX	At current ⁽³⁾ FX		LfL ⁽²⁾	At constant FX	At current ⁽³⁾ FX
Dia Spain	1,445.4	6.8%		8.2%	4,091.2	7.3%		8.1%
Dia Argentina	337.3	(5.1%)	14.5%	(23.7%)	1,162.3	(12.4%)	20.5%	(10.9%)
Dia Group	1,782.7	-	9.8%	0.3%	5,253.5	-	11.3%	3.2%
Net Sales ⁽⁴⁾								
Dia Spain	1,203.6			8.2%	3,405.2			7.7%
Dia Argentina Pre-IAS 29	268.4		14.7%	(23.5%)	923.3		20.3%	(10.8%)
Dia Group Pre-IAS 29	1,472.0		9.8%	0.6%	4,328.5		10.8%	3.2%
IAS-29 Adjustment ⁽⁵⁾	(49.4)		-	-	(118.2)		-	-
Dia Group Post-IAS 29	1,422.5		9.2%	(3.2%)	4,210.3		8.5%	(1.8%)

Dia Spain achieved 6.8% year-on-year like-for-like sales growth in Q3 2025. This robust performance was fundamentally driven by a 5.2% increase in sales volume, fuelled by an expanding customer base and higher frequency rates, which validates the success of our proximity model and customer-centric value proposition.

Strategic expansion amplified this core growth. Dia Spain is continuing to execute its expansion plan ahead of schedule. During the first nine months of the year, 58 new proximity stores were opened, more than offsetting the closure of 28 stores as part of the ongoing footprint optimisation. This expansion increased sales by 1.5%, accelerating total sales growth to 8.2% in Q3 2025 and bringing gross sales to €1,445 million. We project this trend to continue, with plans to open over 30 new proximity stores in Q4 2025.

Our customer-centric value proposition is paying off. Our offering of a wide range of high-quality, locally sourced fresh products continued to drive growth, with sales of these products increasing by 16% year-on-year in Q3 2025. Similarly, our commitment to providing high-quality private label products at affordable prices is fostering customer loyalty. Private label sales grew by 9% year-on-year and loyalty sales accounted for a 55% of the total, marking an 8% year-on-year increase, driven by a higher customer count and increased average spend.

Dia's robust sales growth has continued to outperform the market, enabling the company to increase its market share. According to Nielsen data, Dia Spain increased its market share by 10 basis points (bps) year-on-year in Q3 2025. This achievement consolidates our position as the fourth-largest player in the country and the undisputed leader in the attractive proximity segment.

Dia Argentina's like-for-like sales volume is stabilizing, showing a positive 1.2% quarter-on-quarter improvement compared to Q2 2025. This quarter-on-quarter improvement contrasts with a year-on-year decline of 5.1%, suggesting consumption trends are bottoming out following sharp declines recorded last year.

Loyalty sales volume increased by 7% year-on-year in Q3, demonstrating remarkable resilience with both frequency and volumes per ticket rising.

The company has taken decisive action to adapt its cost structure and store footprint, including the closure of 28 unprofitable stores this year. This strategic optimisation resulted in a planned 1.5% year-on-year volume loss in Q3, which had a positive impact on our operating margin.

While operational stability is improving, the financial metrics were severely impacted by adverse currency effects. A 33% year-on-year depreciation of the Argentine peso against the euro in Q3 2025 led to a 24% decline in gross sales in euros, totalling €337 million.

Dia Argentina's focus remains on maintaining financial discipline and positioning the business to capture the expected growth and increase profitability as the economy gradually recovers.

Martin Tolcachir (Group CEO): *"Dia's strong like-for-like performance in Spain reaffirms the strength of our proximity model and customer-centric value proposition. We continue to build momentum by accelerating our organic store expansion plan ahead of schedule."*

"Meanwhile, we continue to navigate a challenging macroeconomic context in Argentina with discipline, staying close to our customers and maintaining a rigorous focus on execution"

Notes:

1. Gross sales under the Dia banner shows the total value of sales, including all indirect taxes (i.e. VAT), encompassing both company-operated and franchise-operated stores.
2. The like-for-like (LfL) change is calculated for all stores that have been operating under similar business conditions for a period of more than twelve months and one day. Like-for-like change in Dia Argentina reflect changes in sales volumes (units).
3. The year-on-year change at the current exchange rate in Q3 2025 reflects a 33% depreciation of the Argentine peso against the euro, averaging at 1,551 ARS/EUR.
4. Net sales, exclude all indirect taxes (i.e. VAT) and the franchisee gross margin.
5. The International Accounting Standard (IAS) 29 requires accounting adjustments to be made in hyperinflationary economies (i.e. Argentina) to reflect the loss of purchasing power over time.

Number of stores at the end of the period:

	Sept. 2025	Dec. 2024	Var.	Var. (%)
Dia Spain	2,332	2,302	30	1.3%
Dia Argentina	1,013	1,041	(28)	(2.7%)
Dia Group	3,345	3,343	2	0.1%

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Dia Investor Relations:

investor.relations@diagroup.com

T: +34 913985400

www.diacorporate.com