# Half-year Results





### Highlights



#### France

- Return to organic growth<sup>(1)</sup> in Q2 2015 (+0.4%)
- The two banners which significantly repositioned their prices confirmed their recovery:
  - Géant same-store sales up +2%<sup>(2)</sup> in Q2
  - Market share gains for Leader Price (+0.2pt<sup>(3)</sup>) and same-store sales close to break-even

#### International

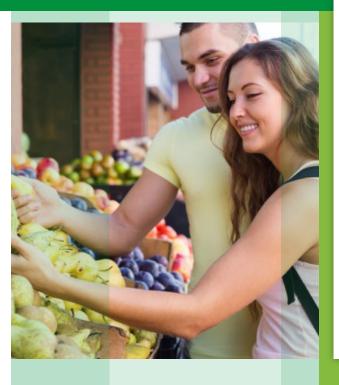
- · Strong performance in the food retail business, particularly in Latin America
- Against a backdrop of macroeconomic slowdown and base effect, Via Varejo reported significantly lower sales, but continued to gain market shares (+0.7pt<sup>(3)</sup>)
- **E-commerce**: Cnova's gross merchandise volume (GMV) continued to grow (+26.8% at constant exchange rates in H1) driven by the development of marketplaces
- First half results affected by prices cut effects in France and the slowdown in Brazil

<sup>(1)</sup> Excluding fuel and calendar effect

<sup>(2)</sup> Excluding activities, primarily Codim's (4 hypermarkets), in Corsica

<sup>(3)</sup> Independent panelists and institutes





# Q2 2015 SALES

Half-Year activities

Results

H2 2015

Appendices

Jean-Charles Naouri
Chairman and Chief Executive Officer

## Group total sales €11.8 billion in Q2 2015



#### CHANGE IN CONSOLIDATED SALES BY SEGMENT

In €m

	Q2 2015	Variation Q2 2015/Q2 2014		
		Total growth	Organic growth*	Same-store growth*
France Retail	4,710	-0.4%	+0.4%	+0.1%
Latam Retail	3,933	+3.7%	+6.1%	+2.4%
Latam Electronics	1,258	-30.0%	-21.8%	-23.6%
Asia	1,032	+20.0%	-1.6%	-2.9%
E-commerce	824	+9.0%	+15.7%	+15.7%
Total Group	11,757	-1.5%	-0.4%	-2.2%

- In France, growth in organic and same-store sales
- Internationally:
  - Latin America: good performance from **GPA Food** sales and declining sales at **Via Varejo** due to the local context
  - · Asia: volumes up and traffic steady in Thailand
- Strong growth at Cnova with gross merchandise volumes up 25.8%\*\* at constant exchange rates
- Group reports 3.6% organic growth\* excluding electronics retail activities in Brazil

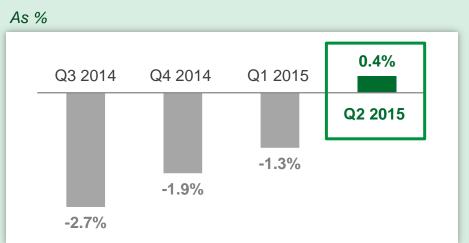
Excluding fuel and calendar effect
 Data published by the subsidiary

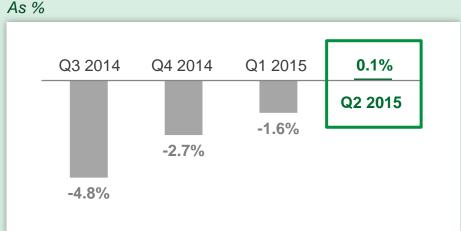
# In France, return to growth thanks to recovery in Géant and Leader Price



#### **IMPROVEMENT IN ORGANIC SALES\***

#### **IMPROVEMENT IN SAME-STORE SALES\***





- **Géant** same-store sales up +2.0%\*\* driven by higher traffic (+4.0%) and volumes (+5.0%)
- Sequential improvement of same-store sales at **Leader Price**, down -0.9% in Q2 with higher traffic (+7.0%) and volumes (+1.3%)
- **Convenience** stores continued to improve their performance in same-store (+7.5%), traffic (+13.0%) and volume (+25.1%) terms.
- **Monoprix** reported robust same-store sales at +0.7% with increasing traffic and volumes (+0.4% and +0.8% respectively)

5

- Franprix reported improved same-store sales at -3.0% due to recovery in traffic and volumes
- Traffic up (-0.6%) at Supermarchés Casino with same-store sales at -2.3% still impacted by the residual effects of price cuts

Excluding fuel and calendar effect

<sup>\*\*</sup> Excluding activities, primarily Codim's (4 hypermarkets), in Corsica

## Excellent current trading in July – 4-week ending July 26<sup>th</sup>



	Same-store sales*		
	Q1 2015	Q2 2015	4W
Hypermarkets (excluding Codim)	-1.5%	+2.0%	+6.3%
Supermarkets	-1.4%	-2.3%	+2.9%
Convenience	+5.4%	+7.5%	+8.6%
Monoprix	+0.3%	+0.7%	+2.4%
Franprix	-3.2%	-3.0%	+1.1%
Leader Price	-7.1%	-0.9%	+0.7%
France	-1.6%	+0.1%	+3.6%**

On the latest Kantar period (P07, from June 15 to July 12, 2015), market share gain in volume of **+0.2pt** 

Excluding fuel and calendar effect

Data VAT: excluding Codim, Vindémia and cafetarias

# In Latin America, strong food sales and fall in electronics linked to macroeconomic conditions



#### **CHANGE IN SALES**

As %

	Organic growth*	Same-store growth*
Latam Retail	+6.1%	+2.4%
Latam Electronics	-21.8%	-23.6%

- Food sales in **Latin America** remained at a good level (+6.1% organic growth and +2.4% same-store growth), thanks to all subsidiaries:
  - **GPA Food**: good performance in Q2 2015 with steady organic growth (+7.3%) and increased traffic and volumes (+4.8% and +6.9% respectively) despite a high base effect and the macroeconomic context
  - Exito: Exito continued to post satisfactory sales, with an increase in traffic in Colombia and good performance in Uruguay
- Sharp decline in Via Varejo sales due to the recession in the durable goods sector and the base effect linked to the World Cup; Via Varejo continued to gain market shares

## Strong growth in E-commerce



#### **CNOVA**

In €m

	Q2 2014	Q2 2015	Total growth
GMV* (gross merchandise volume) incl tax	968	1,154	+25.8% at constant exchange rates
Traffic (visits in millions)	285	396	+38.9%
Active customers** (in millions)	12.3	15.0	+22.8%
Orders*** (in millions)	6.9	8.8	+27.3%
Units sold (in millions)	11.6	14.7	+26.3%

- The increase in marketplaces remains very high in France and Brazil
- Traffic increased by +38.9% with 396 million visits in Q2

GMV (Gross Merchandise Volume): gross merchandise volume incl tax, data disclosed by the subsidiary

Active customers at 30 June who made at least one purchase on our websites in the last 12 months

<sup>\*\*\*</sup> Total orders placed before cancellation due to fraud or customer payment default





Q2 2015 sales

## HALF-YEAR ACTIVITIES

Results

H2 2015

Appendices

Jean-Charles Naouri
Chairman and Chief Executive Officer

#### Return to growth at Géant





In Q2 2015\*\*

Traffic up **+4.0%** and volumes up **+5.0%** 

Latest Kantar data - P07

+0.1pt



- Same-store\* sales up +2%\*\* in Q2 despite the carry-over effect of price cuts in 2014
- Traffic and volumes continued to rise during the semester
- Recovery across all categories:
   Q2 sales volumes up +5.1% in food and +4.2% in non-food
- Numerous commercial initiatives to bolster assortments and improve in-store shopping experience
- The banner launched in Q2 a store renovations programme



Excluding fuel and calendar effect

#### A new identity to support the commercial renewal



- A return to business fundamentals: continuous in-store offers, fast checkouts, new concepts and private-label brand
- Development of synergies with other Group subsidiaries







- Renovation of store fronts and transformation of interior design
- New visual identity: improved visibility for customers with a simpler and trendier presentation

#### Zoom on key concepts



#### "Les prix ronds" (ROUNDED PRICES)



- Low prices
- Easily identifiable
- Textile, home, perfume and leisure products

#### "Tous les jours" (EVERYDAY)





CHEZ **Casimo** 

- Quality products
- Lowest prices in an aisle with just private-label products

#### "En gros c'est moins cher" (CHEAPER BY BULK)



 Hundreds of references available in bundles

#### "LA CRIÉE"



Fish of the day

#### "Quoi de neuf" (WHAT'S NEW)



 Area dedicated to innovative products

#### **OTHER**



- "Produits Bio"(Organic Products)
- "Casino avec les bébés" (Casino with babies)
- Drugstore

### Development of synergies with the Group



 Development of private-label textiles and household products in synergy with Exito and joint initiatives with Cdiscount

#### **COLLABORATION WITH EXITO ON TEXTILES**













- **Bronzini** (men): ready-to-wear, sport, underwear and homewear
- Arkitect (women): ready-to-wear and accessories
- Epop (kids): baby outfits and clothes for kids and teens
- Finlandek (home): decoration, linen, tableware

#### JOINT INITIATIVES WITH CDISCOUNT

Cdiscount.com





- Corner Cdiscount: 30 non-food products at Cdiscount prices directly in stores
- Cdiscount pick-up points: free in-store delivery

### Market share gains for Leader Price





In Q2 2015

Traffic up +7.0% and volumes up +1.3%

Latest Kantar data – P07

+0.2pt (on 2 consecutive periods)



- Same-store sales\* close to break-even (-0.9%), sustained by growth in traffic and volumes
- Commercial excellence plan which enabled a traffic growth more than +10% in July
- Market share gains year-on-year
- Sharp increase in store network: 1,225 in total including Leader Price Express and affiliates at end of June 2015





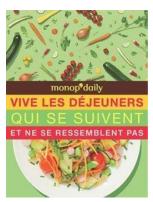
## Continuing strong performance by Monoprix



## MONOPRIX

In Q2 2015

Traffic up **+0.4%** and volumes up **+0.8%** 





- Same-store sales\* up during the semester
- Volumes and traffic up in Q2
- Organic growth driven by very strong expansion:
   27 store openings in H1 2015
- Accelerated development of booming formats:
   Monop' and Naturalia, which opened its 100<sup>th</sup> at the end of May







## Enhanced appeal of Casino supermarkets













- Traffic improves in Q2
- Continued work on making stores more attractive:
  - Development of in-store offers
  - Reinforcement of loyalty programme
- Sales still impacted by a residual effect from price cuts
- Positive trends in the last 4 weeks: same-store sales up +2.9% and customer traffic up +4.4%







## Renewal of Franprix concept



# franprix 🍎

In Q2 2015

Traffic down **-1.6%** (vs. -4.3% in Q1)

And volumes down **-4.2%** (vs. -5.5% in Q1)



- Same-store sales improve as brand traffic increases
- Launch of new Mandarine ("Tangerine") concept which should boost sales over the next quarters
- The store disposals program requested by the French Competition Authority will finish on June 30, 2015





## Zoom on the Mandarine concept

## franprix •



### Strong dynamism of Convenience stores





In Q2 2015

Traffic up +13.0% and volumes up +25.1%



- Same-store sales\* continue to grow over the semester at +7.5% in Q2 versus +5.4% in Q1, driven by growth in traffic and volumes
- Continuing rollout of new concepts:
  - Casino Shop
  - Leader Price Express
- Continuous renovation of integrated stores
- Dynamic expansion of affiliates thanks to banner attractiveness





## In Brazil, satisfactory activity at GPA Food Via Varejo affected by macroeconomic conditions





Au S1 2015\*

Sales: **€8.3bn** 

EBITDA: **€536m** 

EBITDA margin: 6.4%



- Slowdown in household consumption
- In this context, brand food sales are increasing
- Continuing expansion of booming food formats (convenience stores and Assaí)
- Via Varejo's activity impacted by economic conditions.

  The brand continues to gain market shares





#### Good performance of food banners in Brazil









In H1 2015

Sales: €5.4bn

EBITDA: **€310m** 

EBITDA margin: **5.7%** 



- Organic growth still high in H1 at +7.2%
- Traffic up and volumes stable in Q2
- Hypermarket and supermarket renovation programme launched in Q2
- Good expansion in booming formats in H1
- Very good improvement in sales and profitability at Assaí; market share gains (+2.7pts\*)





# Via Varejo impacted since Q2 by the decline in consumption of durable goods







In H1 2015

Sales: **€2.9bn** 

EBITDA: €226m

EBITDA margin: 7.7%

Group's economic interest in Via Varejo: 17.9%



- Q2 sales strongly impacted (TV/video and audio in particular) by the recession in Brazil and by the base effect of the World Cup in 2014 (finishing in July)
- The banner is adapting its offer to environmental changes and is continuing its efforts to improve operational efficiency
- In this context, **market share gains** of +0.7pt year-to-date at the end of May 2015\*
- Casas Bahia aknowledged as the most prestigious retail brand in the country (as rated by Interbrand Consulting) and Top of Mind Data Folha for the last eight consecutive years in the "furniture and appliances" category





## Good commercial performance at Exito





In H1 2015

Sales: €2.2bn

EBITDA: €140m

EBITDA margin: **6.4%** 



- Good organic sales growth\* in H1 at +1.4% sustained by premium and discount formats
- Increase in traffic in Colombia in Q2
- Good performance in Uruguay
- Continuing expansion and real estate development





## Continuing commercial dynamic at Big C





In H1 2015

Sales: €1.8bn

EBITDA: €173m

EBITDA margin: 9.8%





- Maintains position as co-leader in hypermarkets
   and supermarkets: 32.5%\* market share at end of May
- Volumes up and traffic steady in Q2
- Dynamic sales policy: reinforcement of loyalty and of sales initiatives
- For the 4<sup>th</sup> consecutive year, Big C has been voted the most popular hypermarket brand in Thailand\*\*
- Excellent performance of Pure stores which continue to expand



<sup>\*</sup> Independent panelists and instituts

## Group accelerated development in Vietnam





In H1 2015

Sales: **€312m (+26.4%)** 



- Numerous in-store sales initiatives
- Continuing expansion in stores and shopping malls:
  - 1 store opening in H1
  - 4 store openings expected in H2





## Strong E-commerce growth









- Cnova operates 25 sites in 12 countries
- €2.4bn GMV\*, up +26.8% at constant exchange rates in H1 2015
- Traffic up +38.9% with 396 million visits in Q2
- 15 million active customers\*\* worldwide at end June 2015
- Development of pick-up points worldwide:
   20,493 in total
  - 19,252 in France vs. 17,500 at end 2014
  - 516 in Brazil vs. 100 at end 2014
  - 725 in Thailand, Colombia and Vietnam
- Impact of development investments (logistics, new sites) on profitability in H1

<sup>\*</sup> GMV: Gross Merchandise Volume

<sup>\*\*</sup> Active customers at June 30 who made at least one purchase on our websites in the last 12 months





Q2 2015 sales

Half-Year activities

## **RESULTS**

H2 2015

Appendices

Antoine Giscard D'Estaing Chief Financial Officer

#### Preliminary notes



- H1 2015 financial statements were impacted by the following effects:
  - Changes in IFRS standards: application of IFRIC 21 interpretation;
     2014 financial statements were adjusted accordingly
  - The increase in **Tascom** (the tax on commercial premises) adversely impacted France's trading profit by -€9m
  - Changes in scope: full consolidation of Disco in Uruguay since January 1, 2015, and Super Inter since October 16, 2014
  - Changes in exchange rates: depreciation of Brazilian and Colombian currencies and appreciation of South-East Asian currencies

Average exchange rate	H1 2014	H1 2015	Chg.%
Colombia (COP/EUR) (x 1,000)	2.6856	2.7720	-3.1%
Brazil (BRL/EUR)	3.1499	3.3102	-4.8%
Thailand (THB/EUR)	44.6170	36.7826	+21.3%

28

## Activity and trading profit



In €m	H1 2014 restated	H1 2015
Sales	23,248	23,668
EBITDA*	1,289	994
EBITDA margin	5.5%	4.2%
Trading profit	817	521
Trading margin	3.5%	2.2%
Share of profit of associates	30	37
Trading profit and share of profit of associates	847	558

## Distribution of Group trading profit



In €m	H1 2014 restated	H1 2015
France Retail	106	(53)
Latam Retail	337	299
Latam Electronics	276	191
Asia Retail	107	138
E-commerce	(10)	(55)
Total	817	521

- Declining trading profit as a result of:
  - Price cuts in France
  - Economic downturn in **Brazil** due to comparison base related to the World Cup
  - Development investments at Cnova

#### France Retail



In €m	H1 2014 restated	H1 2015
Sales	9,248	9,136
EBITDA	326	146
Trading profit	106	(53)
Trading margin	1.2%	-0.6%

- Price cuts made in 2013 and 2014, mainly at Géant and Leader Price still having a significant impact on commercial margins of these banners.
   The impact should wane in H2
- The other banners achieved a performance level similar to that of the previous year

#### Latam Retail



In €m	H1 2014 restated	H1 2015
Sales	7,305	7,803
EBITDA	495	459
EBITDA margin	6.8%	5.9%
Trading profit	337	299
Trading margin	4.6%	3.8%

- -7.8% drop in trading profit at constant exchange rate:
  - In **Brazil**, rapid inflation of costs (energy, wages) weighed on H1 margin, operating efficiency plans were launched to offset this impact in the second half of the year
  - Other Latin American subsidiaries (Colombia, Uruguay and Argentina) maintained satisfactory margins

#### Latam Electronics



In €m	H1 2014 restated	H1 2015
Sales	3,477	2,924
EBITDA	304	226
EBITDA margin	8.7%	7.7%
Trading profit	276	191
Trading margin	7.9%	6.5%

- -27% drop in Trading profit at constant exchange rate, impacted by the sharp contraction in activity from Q2
- Via Varejo implemented significant action plans:
  - To improve its store network and favour the most buoyant categories
  - To cut in-store and structural costs

#### Asia



In €m	H1 2014 restated	H1 2015
Sales	1,692	2,076
EBITDA	159	198
EBITDA margin	9.4%	9.5%
Trading profit	107	138
Trading margin	6.3%	6.7%

- Good performance of subsidiaries in South-East Asia:
  - +6.4% growth in Trading profit at constant exchange rate
  - In **Thailand**, good operational control and solid performance of shopping malls
  - Continuing profitable growth in Vietnam

#### E-commerce



In €m	H1 2014 restated	H1 2015
GMV (Gross Merchandise Volume)	1,941	2,400
Sales margin*	135	157
Operating expenses*	(139)	(199)
EBITDA*	11	(23)
Trading profit*	(4)	(42)

- Very strong growth in volumes driven by the development of sites and increase in marketplaces
- Growth in commercial margin between Q1 and Q2
- Operating expenses (logistics, marketing, IT, etc.) up versus H1 2014 due to development investments
- Sequential improvement in EBITDA and Trading profit in the half-year

## Net published profit, Group share



In €m	H1 2014 restated	H1 2015
Trading profit	817	521
Other operating income and expenses	(174)	74
Résultat Opérationnel	643	595
Net finance costs	(311)	(255)
Financial expenses	32	(148)
Income tax expense	(127)	27
Share of profit of associates	30	37
Profit from continuing operations	266	257
Of which minority interests	231	182
Of which Group share	35	75

# Other operating income and expenses



In €m	H1 2014	H1 2015
Capital gain on asset disposals	(1)	23
Net income related to scope operations	(52)	215
Net impairment of assets	(11)	(12)
Provisions and charges for restructuring	(72)	(138)
Of which Brazil	(18)	(39)
Tax, legal and risk provisions and charges	(36)	9
Of which Brazil	(20)	11
Other	(2)	(22)
Total	(174)	74

37

# Underlying net profit Group share



In €m	H1 2014 restated	H1 2015
Trading profit and share of profit of associates	847	558
Financial expenses	(296)	(223)
Income tax expense	(157)	(83)
Underlying net profit* from continuing operations	394	252
Of which minority interests	258	189
Group share	136	63

Underlying profit corresponds to net profit from continuing operations, adjusted for the impact of other operating income and expenses (as defined in the "Significant Accounting Policies" section of the notes to the annual consolidated financial statements), non-recurring financial items and non-recurring income tax expenses/benefits

## Underlying financial results\*



In €m	H1 2014	H1 2015
France Retail	(106)	(49)
Latam Retail	(54)	(73)
Latam Electronics	(94)	(74)
Asia	(10)	(9)
E-commerce	(32)	(19)
Total	(296)	(223)

- Tight control of the financial costs in France as a result of refinancing operations and lower rates
- In Brazil (GPA and Via Varejo), offset of the very sharp increase in local rates through:
  - · Optimised management of trade receivables discounting
  - Foreign exchange effect
- Decrease of financial expenses at Cnova thanks to a stronger balance sheet

Underlying financial results corresponds to financial results adjusted for the impact of non-recurring financial items. Non-recurring financial items include fair value adjustments to certain financial instruments at fair value whose market value may be highly volatile. For example, fair value adjustments to financial instruments that do not qualify for hedge accounting and embedded derivatives indexed to the Casino share price are restrated from underlying profit

## **Earnings Per Share**

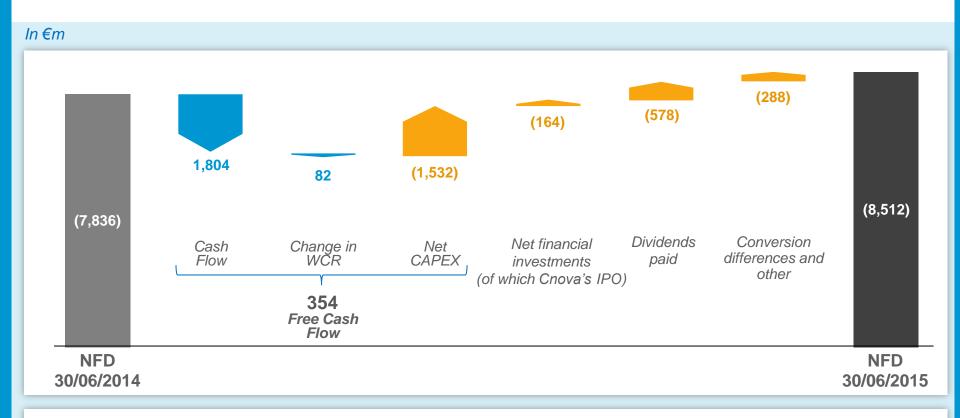


In €m	H1 2014 restated	H1 2015
Total number of shares	113,029,842	113,006,036
Underlying EPS (€)	0.968	0.163
Published EPS (€)	0.080	0.269

- Half-yearly EPS calculated after accounting for the annual coupon paid to bearers of TSSDI or undated deeply subordinated notes (€26m in 2014 and €45m in 2015)
- Due to the calculation method and seasonal nature of Earnings, the half-yearly changes do not reflect annual performance
- They are presented before potential dilution related to Monoprix convertible bonds, for which Casino has call options

## Change in Group net financial debt





- The increase in debt year on year can be explained by:
  - €264m translation differences (related to the depreciation of BRL and COP and the appreciation of THB) in cash assets in Brazil and Colombia and liabilities in Thailand
  - €205m in acquisitions made by Exito (mainly Super Inter)
  - €247m in change in WCR for Via Varejo
- Due to seasonality of Cash-flow, NFD at the end of 2015 should be below that of end 2014

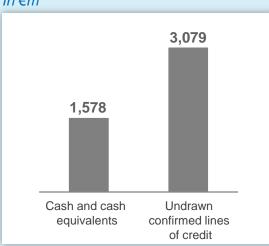
## Very good liquidity maintained

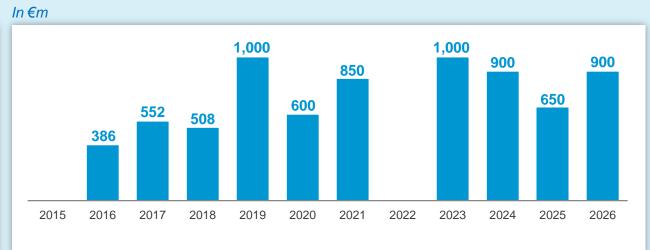


#### €4,657m OF LIQUIDITY\* At 06/30/2015

# BOND MATURITIES\*\* SPREAD OVER THE TIME

In €m





- Strengthened liquidity position with the confirmed
   1-year extension of €1.6bn lines of credit
- Steady improvement of the average maturity of debt: 6.3 years at 30/06/2015 vs. 6.2 years at 31/12/2014 and 4.8 years at 31/12/2013
- Casino has been rated BBB- with a stable outlook by Standard & Poor's and Fitch Ratings

# OF DEBT In years 6,.2 6.3 Dec-12 Dec-13 Dec-14 June-15

**AVERAGE MATURITY** 

French scope: Casino Guichard Perrachon, Monoprix, FPLP and others (including Vindemia and holdings at 100%)

<sup>\*\*</sup> Casino Guichard Perrachon bond maturities as of 30/06/2015





Q2 2015 sales

Half-Year activities

Results

H2 2015

Appendices

Jean-Charles Naouri
Chairman and Chief Executive Officer

## Perspectives for second-half



In France, return to growth and profitability improvement

In Brazil, action plans reinforcement

Maintain the good performance at Exito and Big C

**Continue strong growth at Cnova** 

Casino takes a major step in further integrating its Latin American operations

# In France, return to growth and profitability improvement



Significant improvement in current trading

End of the effect of price cuts in the second half of 2015

Operational efficiency gains

## In Brazil, action plans reinforcement



#### At GPA Food

- Continuation of store renovations started in Q2 2015
- Expansion of the most buoyant store formats: cash & carry and convenience
- Continuation of in-store operational action plans

#### At Via Varejo

- Adaptation of cost structure to the macro-economic context
- Improvement of the offer (furniture, phones, etc.) and shopping experience

# Maintain the good performance at Exito and Big C



#### Very good business momentum at banners

- Store and price excellence
- Expansion of buoyant formats:
  - Discount
  - Convenience

#### Maintenance of high margin level

- Gradual increase in the share of complementary activities to retail
- Continuation of operational efficiency plans

## Continue strong growth at Cnova



#### Growth of GMV

- Development of marketplaces
- Operations to grow traffic and merchandise volume
- Continuing roll-out of Click & Collect
- Optimisation of sites and mobile interfaces

#### Improved margin

- Continuing growth of marketplaces and assortment
- The bulk of growth investments were made in H1
- Continuous work on cost and operational efficiency

#### Generation of Free Cash Flow





Q1 2015 Net sales

H1 2015 Highlights

Results

H2 2015

# **APPENDICES**

# Change in same store sales excluding petrol



France	Q1	Q2	H1 2015
HM Géant	-1.2%	+1.9%	+0.4%
Casino SM	-1.5%	-2.2%	-1.9%
Franprix – Leader Price	-5.8%	-2.5%	-4.1%
Monoprix	0.0%	+0.5%	+0.3%

International	Q1	Q2	H1 2015
Latam Retail	+4.1%	+0.2%	+2.1%
Latam Electronics	-2.7%	-23.6%	-13.3%
Asia	0.0%	-2.2%	-1.1%

# Calendar effects



	H1 2015
HM Géant	+0.2%
Casino SM	0.0%
Convenience	-0.2%
Monoprix	-0.3%
FPLP	-0.5%
France Retail	-0.1%
Latam Retail	-0.4%
Asia	+0.2%
International	-0.2%
Group	-0.1%

# Definition of underlying net profit



- Underlying net profit corresponds to net profit from continuing operations, adjusted for the impact of other operating income and expenses (as defined in the "Significant Accounting Policies" section of the notes to the annual consolidated financial statements), non-recurring financial items and non-recurring income tax expenses/benefits
- Non-recurring financial items include fair value adjustments to certain financial instruments at fair value whose market value may be highly volatile. For example, fair value adjustments to financial instruments that do not qualify for hedge accounting and embedded derivatives indexed to the Casino share price are excluded from underlying net profit
- Non-recurring income tax expense/benefits correspond to tax effects related directly
  to the above adjustments and to direct non-recurring tax effects. In other words, the tax
  on underlying profit before tax is calculated at the standard average tax rate paid
  by the Group

# Reconciliation of reported net profit to underlying net profit



In €m	H1 2014 restated	Adjustments	H1 2014 underlying	H1 2015	Adjustments	H1 2015 underlying
Trading profit	817	0	817	521		521
Other operating income and expenses	(174)	174	0	74	(74)	
Operating profit	643	174	817	595	(74)	521
Finance costs, net	(311)	0	(311)	(255)		(255)
Other financial income and expenses	32	(17)	15	(148)	179	31
Income tax expense	(127)	(30)	(157)	27	(110)	(83)
Share of profit of associates	30	0	30	37		37
Net profit from continuing operations	266	128	394	257	(5)	252
Of which minority interests	231	27	258	182	7	189
Of which Group share	35	100	136	75	(12)	63

# Share of profit of associates



In €m	H1 2014 restated	H1 2015
France Retail	(9)	(0)
Latam Retail	19	14
Latam Electronics	5	5
Mercialys	15	19
Total	30	37

# Underlying minority interests\*



In €m	H1 2014	H1 2015
France Retail	(1)	0
Latam Retail	128	99
Of which Brazil	95	59
Of which Colombia	26	25
Latam Electronics	109	73
Asia	32	41
Of which Thailand	30	39
E-commerce	(10)	(26)
Others and Holdings International	1	1
Total	258	189

Underlying minority interests correspond to profit which are attributable to minority interests, adjusted of these minority insterests' shares in other operating income and expense, as defined in the Accounting Principles section of consolidated financial statements appendices, in non-recurring financial items as well as in non-recurring income tax expense/benefits

## Cash flow statement



In €m	H1 2014 restated	H1 2015
Net financial debt at beginning of period	(5,502)	(5,822)
Cash flow	824	613
Change in working capital requirement	(1,575)	(1,836)
Other*	201	127
Net cash flow from operating activities, after tax	(550)	(1,096)
Capital expenditure	(693)	(721)
Acquisitions	(8)	(18)
Proceeds from disposals	19	30
Change in scope and other transactions with minority interests	(405)	(159)
Changes in loans and advances	22	4
Equity instruments	0	5
Increase and reduction of the parent company's capital	4	1
Changes in treasury shares	(4)	(5)
Dividends paid	(433)	(486)
Dividends paid to holders of TSSDI	(19)	(42)
Interest paid, net	(387)	(309)
Change in non-cash debt	83	192
Conversion differences	38	(88)
Net financial debt at 30/06	(7,836)	(8,512)
Of which net financial debt of discontinued operations	0	0
Net financial debt at 30/06	(7,836)	(8,512)

 $<sup>^{\</sup>star}$  Neutralisation of finance costs and of income tax expense, replaced by income tax paid  $\,\,$  56

# Simplified consolidated balance sheet



In €m	06/30/2014 restated	06/30/2015
Goodwill	11,177	11,303
Intangibles and property, plant and equipment	14,745	14,475
Investments in associates	908	743
Non-current assets	1,912	2,148
Other non-current assets	582	544
Inventories	5,001	5,333
Trade and other receivables	3,279	3,484
Cash and cash equivalents	3,972	4,176
Assets held for sale	42	32
Total assets	41,617	42,239
Equity	15,812	14,813
Long-term provisions	1,098	927
Non-current, financial liabilities	8,051	8,921
Other non-current liabilities	2,127	2,247
Short-term provisions	194	161
Trade payables	6,230	6,902
Other current liabilities	4,030	3,987
Current financial liabilities	4,076	4,281
Liabilities associated with assets held for sale	0	0
Total liabilities	41,617	42,239

## Puts included in financial liabilities



In €m	% capital	Value On 30/06/2014	Value on 30/06/2015	Exercise period
Franprix - Leader Price	Majority owned franchise stores	48	44	Various dates
Monoprix		1	3	Various dates → 2017
Uruguay		14	85	At any time  → 2021
Total		63	132	

# Off-balance sheet puts



In €m	% capital	Value On 30/06/2014	Value on 30/06/2015	Exercise period
Franprix - Leader Price	Minority owned franchise stores	73	37	Various dates → 2017
Uruguay (Disco)		82	0	At any time  → 2021
Total (off-balance sheet)		155	37	

# Average exchange rates



	H1 2014	H1 2015	Chg.%
Argentina (ARS/EUR)	10.7101	9.8208	9.1%
Uruguay (UYP/EUR)	30.9096	28.6148	8.0%
Thailand (THB/EUR)	44.6170	36.7826	21.3%
Vietnam (VND/EUR) (x 1,000)	28.8474	24.0136	20.1%
Colombia (COP/EUR) (x 1,000)	2.6856	2.7720	-3.1%
Brazil (BRL/EUR)	3.1499	3.3102	-4.8%

# Closing exchange rates



	H1 2014	H1 2015	Chg.%
Argentina (ARS/EUR)	11.1041	10.1626	9.3%
Uruguay (UYP/EUR)	31.2540	30.2405	3.4%
Thailand (THB/EUR)	44.3230	37.7960	17.3%
Vietnam (VND/EUR) (x 1,000)	29.0178	24.2499	19.7%
Colombia (COP/EUR) (x 1,000)	2.5720	2.9001	-11.3%
Brazil (BRL/EUR)	3.0002	3.4699	-13.5%



# DISCLAIMER

This presentation contains forward-looking information and statements about Casino. Forward-looking statements are statements that are not historical facts. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements are generally identified by the words "expects," "anticipates," "believes," "intends," "estimates" and similar expressions. Although the management of Casino believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Casino securities are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Casino, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in Casino's public filings with the Autorité des marchés financiers ("AMF"), including those listed under "Risk Factors and Insurance" in the Registration Document filed by Casino on 16 April 2015. Except as required by applicable law, Casino undertakes no obligation to update any forward-looking information or statements.

This material was prepared solely for informational purposes and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments. Likewise it does not give and should not be treated as giving investment advice. It has no regard to the specific investment objectives, financial situation or particular needs of any recipient. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein. It should not be regarded by recipients as a substitute for the exercise of their own judgement. All opinions expressed in this material are subject to change without notice.

This presentation and its contents are proprietary information and may not be reproduced or otherwise disseminated in whole or in part without the prior written consent of Casino Group.