

**Auchan** | RETAIL



**3 April 2018**

## **Casino Group: Auchan Retail and Casino Group enter into exclusive talks to build a global strategic partnership for their food and non-food purchases**

**Auchan Retail and Casino Group announce that they have entered into exclusive talks to build, in compliance with competition rules, a strategic partnership enabling them to jointly negotiate their purchases in France and abroad with their main multi-national food and non-food suppliers.**

This ambitious partnership will give precedence to subsidiary contracts (suppliers/producers/distributors), while fuelling the development of certain French suppliers in countries covered by both retailers (Western Europe, Eastern Europe, Latin America, Asia).

This partnership will be in perfect harmony with the commitments undertaken by both Groups in the context of the recent France's Estates General of Food (les États Généraux de l'Alimentation). It will not extend to traditional fresh products from farming or fishing or French-brand products developed by SMEs or ISEs.

Thus, in today's environment, with central purchasing divisions being restructured and new players emerging on the retail market, this strategic partnership would exclusively cover major national or international manufacturers in the food and non-food industries.

Furthermore, Auchan Retail and Casino Group will offer their current partners in procurement to join this new dynamic, it being stipulated that Casino Group and Intermarché have now terminated their procurement cooperation agreements in France, by mutual agreement.

Auchan Retail and Casino Group remind that they share the same vision and culture of supplier relations and that, on this basis, this new alliance would value the interests of all stakeholders: consumers, farmers and manufacturers alike.

### **About Auchan Retail**

Among the 5 most internationalized food banners in the world and located in 17 countries, Auchan Retail (with net sales of €52bn in 2017) combines all the food retail formats with 3 778 outlets under banners (hypermarkets, supermarkets and ultra-proximity), extended by the e-commerce and drive in certain countries. To build a conquering and modern business, Auchan Retail focuses on clients by offering them discount prices, variety and diversity of offering, quality of service, adaptation to local markets, consideration of their multi-channel purchasing behaviors. 35<sup>th</sup> employer in the world, the firm has 351 107 employees. [www.auchan-retail.com](http://www.auchan-retail.com)

### **About Casino Group**

Casino Group is a well-established and key player in the French retail industry as well as a leader in the global food retail market, with more than 12,000 stores worldwide – in France, Latin America and in the Indian Ocean region. The Group has built up a portfolio of strong, dynamic and complementary banners, thanks to its workforce of over 220,000 people driven by a passion for retail and customer service, generating consolidated net sales of €38bn in 2017. In France, the Group successfully implemented its multi-format, multi-brand and multi-channel model by leveraging its large network of hypermarkets (Géant), supermarkets (Casino), urban supermarkets (Monoprix, Franprix, Leader Price), convenience stores (Casino Shop, Vival, Spar, Leader Price Express) and the French e-commerce leader Cdiscount. The Group is notably present in Latin America: N°1 in Brazil with GPA and Via Varejo and in Colombia with Grupo Exito. In all of its host countries, the Casino Group focuses its development on the formats with the highest potential and ability to adapt in order to meet customer needs, both today and in the future. [www.groupe-casino.fr](http://www.groupe-casino.fr)

## **AUCHAN RETAIL**

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*In accordance with European Commission Implementing Regulation (EU) 2016/1055 of 29 June 2016 with regard to the technical means for appropriate public disclosure of inside information and for delaying the public disclosure of inside information, this press release was communicated to Casino's primary information provider on 3 April 2018 at 8.00am Paris time.*

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