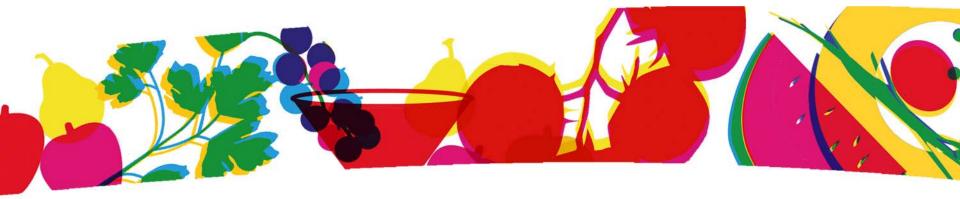
### **2005 Interim Results**

(Provisional, unaudited figures – IFRS)

#### Thursday, 8 September 2005





### First Half 2005 Highlights - France

In an environment of sluggish consumer spending and price cuts on national brands (brought about by the Sarkozy agreements of June 2004) to prepare for the future, Casino has put in place :

• An assertive investment policy ...

- …in national brand prices, with price repositioning above the 2% called for in the Sarkozy agreements
- ...in private label prices and strengthening of their weighting in the product mix

These actions have an initial impact on the average basket size and on margins but drive an increase in private label/low price volumes and favourable development of store traffic

…in expansion of its store networks, with the opening of 76,100 m<sup>2</sup> in H1 2005

A programme to control costs notably including improvement in store productivity, supply chain optimisation and reduction of working capital

### First Half 2005 Highlights - International Markets

#### Two transactions with a major impact on the Group's profile

- > Acquisition of a co-controlling interest in CBD, the Brazilian market leader
  - Stake raised to 34.3% (proportionally consolidated as of 1<sup>st</sup> July 2005)
  - Estimated full year impact
    - Sales: + 7%
    - Current operating income: + 7%
- > Increased stake in Vindémia, the leading retailer in the Indian Ocean
  - Stake raised to 70% (fully consolidated as of 1<sup>st</sup> October 2005)
  - Estimated full year impact
    - Sales: + 3%
    - Current operating income: + 3%

#### Putting new sources of international growth in place

- These two transactions, which had no impact on the first half 2005, will begin to deliver benefits in the second half 2005
- > They strengthen the Group's presence in fast-growing regions
- In full year 2006, current operating income generated by international operations will account for more than 20% of the total for the Group (versus 9% in 2004)



### Revenue up 1.5%, current operating margin down 57 bps

	1		l	At constant
in € millions	H1 2004	H1 2005	% change	exchange rates
Total business volume excl. VAT	16,442.2	16,901.8	+ 2.8%	+ 1.6%
Consolidated net sales	10,207.6	10,363.4	+ 1.5%	+ 1.8%
of which France	8,145.6	8,202.0	+ 0.7%	
International	2,062.0	2,161.4	+ 4.8%	+ 6.0%
EBITDA*	704.7	657.7	- 6.7%	- 6.6%
of which France	585.0	547.4	- 6.4%	
International	119.7	110.3	- 7.8%	- 7.3%
Current operating income	474.9	422.7	- 11.0%	- 10.6%
of which France	421.7	378.5	- 10.2%	
International	53.2	44.2	- 16.9%	- 13.7%
Current operating margin	4.7%	4.1%	- 57 bps	
of which France	5.2%	4.6%	- 57 bps	
International	2.6%	2.0%	- 54 bps	

\* EBITDA = EBIT + depreciation and amortisation expense

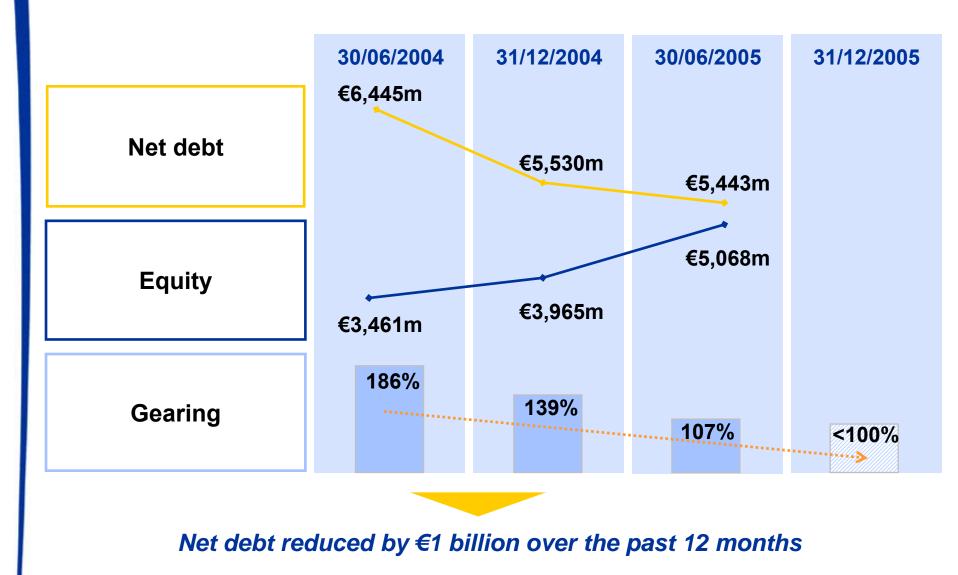
## Attributable current net income declined by 7.9%, while cash flow was unchanged

	I			At constant
in € millions	H1 2004	H1 2005	% change	exchange rates
Current operating income	474.9	422.7	- 11.0%	- 10.6%
Other operating income(expense)	29.1	(6.1)		
Net financial expense, of which:	(152.7)	(94.1)		
Finance cost - net	(87.8)	(96.1)		
Other financial	(64.9)	2.0		
Profit before tax	351.3	322.5	- 8.2%	
Income tax	(99.3)	(110.7)		
Share of profit of equity associates	15.3	24.8		
Net income	267.3	236.6	- 11.5%	
Minority interests	(51.7)	(44.8)		
Attributable net income	215.6	191.8	- 11.1%	
Attributable current net income *	203.8	187.8	- 7.9%	
Cash flow	522.8	521.9	- 0.2%	

\* Attributable current net income = Attributable net income less other operating income and expense, other financial income and expense and non-recurring taxes, after minority interests



#### Casino's continued commitment to improving its financial structure





### **Summary**

#### ➡ France

International

⇒ Financial Situation

Outlook and Strategy

Appendices



### *Firm sales performance and an assertive pricing policy* BUSINESS IN FRANCE

#### **Firm sales (+ 0.7%)**

- > ... in an environment shaped by sluggish consumer spending
- Method with the second seco
  - 1. Reducing prices on national brands beyond what was called for in the Sarkozy agreements
  - 2. Reducing prices on private label products
  - 3. Strengthening private label/low price products in the sales mix
- Current operating income impacted by:
  - > The impact of sales and marketing strategies on margin
  - A €15 million increase in pre-opening expenses due to the accelerated expansion programme, which accounted for 35% of the decline in current operating income

in € millions	H1 2004	H1 2005	% change
Consolidated net sales	8,145.6	8,202.0	+ 0.7%
EBITDA	585.0	547.4	- 6.4%
Current operating income	421.7	378.5	- 10.2%
Current operating margin	5.2%	4.6%	- 57 bps



### Sales and marketing strategies are tailored to each banner KEY FIRST HALF INITIATIVES

Sustained implementation of strategy in "differentiating" formats

- FP/LP has confirmed the growth potential of its discount and centre-city concepts with the opening of 24 LP and 12 FP outlets over the past year
- Superettes strengthened their leadership thanks to an active store opening strategy, with a total of 5,000 stores now operating under four complementary banners
- Monoprix enhanced its unique marketing identity and tested new concepts (Daily Monop', Monop', etc.)

An assertive sales and marketing strategy in the "traditional" formats (hypermarkets and supermarkets)

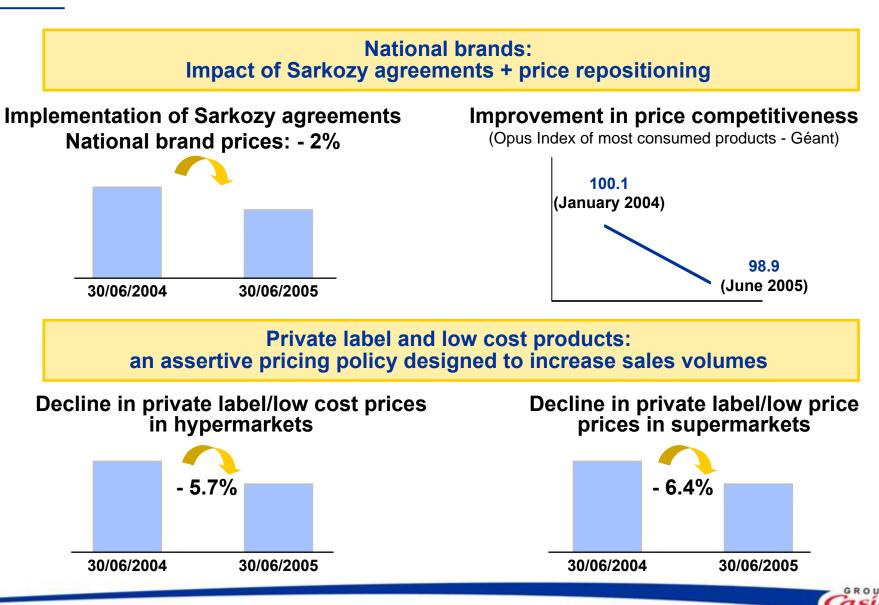
- Improved price positioning in:
  - National brands
  - Private label and low price products
- Increased weighting of private label/low price items in the product mix

Increased checkout flow-throughs in H1 2005

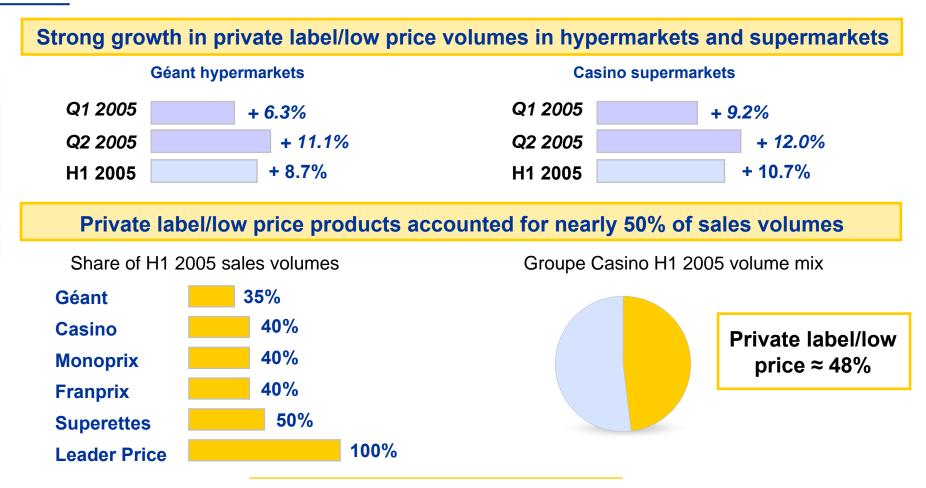
Géant hypermarkets: + 0.3% in Q2 after a slight decline in Q1 Casino supermarkets: + 3.5% in Q2 after a modest increase in Q1 Sharp growth in private label/low price volumes Improvement in attractiveness of Group's banners to customers



### An assertive pricing policy in hypermarkets and supermarkets LOWER PRICES



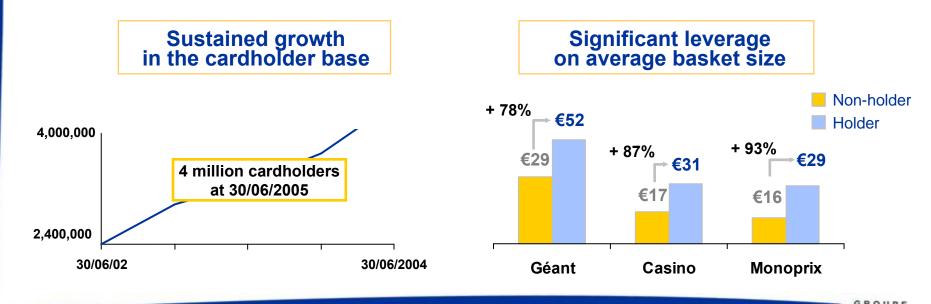
#### *Increased proportion of private label/low price products* PRIVATE LABEL AND LOW PRICE PRODUCTS



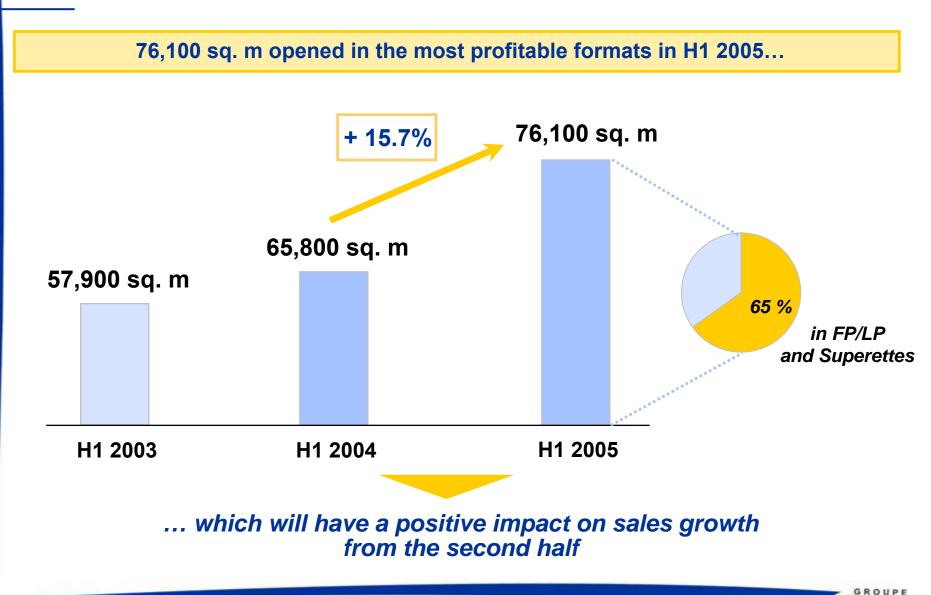
The strategy of increasing the proportion of private label/low price products initially weighs on revenue (lower prices + mix effect), but will drive profitable sales growth over the medium term

### **Casino is strengthening its customer loyalty programme** LOYALTY

- Caisse d'Épargne joins the S'miles<sup>®</sup> programme
  - Third largest retail bank in France
  - 4,500 branches and more than 5,000 cashpoints
- S'miles<sup>®</sup> now has more than 15 million active clients
  - > The leading multi-banner loyalty programme in France
  - Strategic partnerships: Galeries Lafayette, Nouvelles Galeries, BHV, SNCF, Shell, Feu Vert, Avis, Interflora, etc.
- Géant, Casino and Monoprix alone had four million active cardholders at 30 June 2005



### **Continued expansion of the store base** EXPANSION



### Other French businesses saw satisfactory growth OTHER BUSINESSES



Continued expansion in the promising corporate food services market with 28 restaurants at 30/06/05 (versus 25 at 30/06/04)



Casino Cafétéria

- ➡ H1 2005 sales = €172m, up 80% on H1 2004
- Cdiscount.com is France's leading e-tailer



- **Sample 2005** 887,000 clients at 30 June 2005
- €625m outstanding at 30/06/2005 (+ 14.5%)



### SUMMARY

**C** France

#### International

Financial Situation

Outlook and Strategy

Appendices



#### Good business performance in international markets, with margins affected by the base of comparison from US strikes in Q1 2004 CONSOLIDATED INTERNATIONAL BUSINESS

in € millions	H1 2004	H1 2005	% change	At constant exchange rates
Net sales	2,062.0	2,161.4	+ 4.8%	+ 6.0%
EBITDA	119.7	110.3	- 7.8%	- 7.3%
Current operating income	53.2	44.2	- 16.9%	- 13.7%
Current operating margin	2.6%	2.0%		

Pro-forma (consolidating CBD at 34.3% and Vindémia at 100%) current operating income for international activities would have been almost €100 million, up 1.6%

in € millions	Pro forma H1 2004	Pro forma H1 2005	% change	At constant exchange rates
Net sales	2,938.5	3,091.9	+ 5.2%	+ 4.1%
EBITDA	185.5	186.1	+ 0.3%	- 1.8%
Current operating income	97.3	98.9	+ 1.6%	- 3.0%
Current operating margin	3.3%	3.2%		



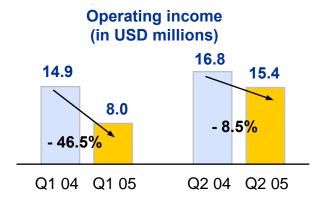
# Strong sales for Smart & Final, which is implementing its expansion programme UNITED STATES

#### Good sales momentum

 + 2.0% on a same-store basis in H1 2005 after increasing 17.5% in H1 2004 (which benefited from strikes at competing supermarket chains)

#### Profitability temporarily affected by:

Sharp decrease in Q1 results because of strike impact, with lesser effect in Q2



Higher operating expenses, especially distribution costs, related to very strong growth in SFI sales since end 2003

#### Resumed expansion, with 4 stores opened in H1 2005

in € millions	H1 2004	H1 2005	% change	At constant exchange rates
Net sales	717.9	709.2	- 1.2%	+ 3.5%
EBITDA	39.4	31.4	- 20.3%	- 16.5%
Current operating income	25.5	19.2	- 24.6%	- 20.8%
Current operating margin	3.6%	2.7%		



### Poland continued its development

#### POLAND

- **Call Revenue up 11.6% thanks to:** 
  - > Openings in the last 12 months (1 hypermarket + 30 Leader Price stores)
  - The zloty's gain against the euro
- Leader Price is continuing to expand
  - > 30 store openings in the last 12 months
  - > Target: 300 stores at end 2007 (versus 170 at 30/06/2005)
  - Franchise contract signed with Lithuania's IKI to open Leader Price stores in Lithuania and Latvia
- Satisfactory EBITDA growth: + 6.8%
- Current operating income down slightly because of higher, expansion-related depreciation (€20.0m versus €17.8m in H1 2004)
- Confirmed target of positive current operating income for the full year

		114 2005		At constant
in € millions	H1 2004	H1 2005	% change	exchange rates
Net sales	337.8	376.9	+ 11.6%	- 3.9%
EBITDA	16.5	17.6	+ 6.8%	- 8.0%
Current operating income	(1.3)	(2.4)	n/a	n/a
Current operating margin	n/a	n/a		



### Good sales performance in Latin America CONSOLIDATED LATIN AMERICA

#### Sales up sharply







#### Continued expansion of Q' precios in Venezuela

8 stores opened in H1 2005 (16 stores at 30/06/2005)

#### Profitability down slightly due to:

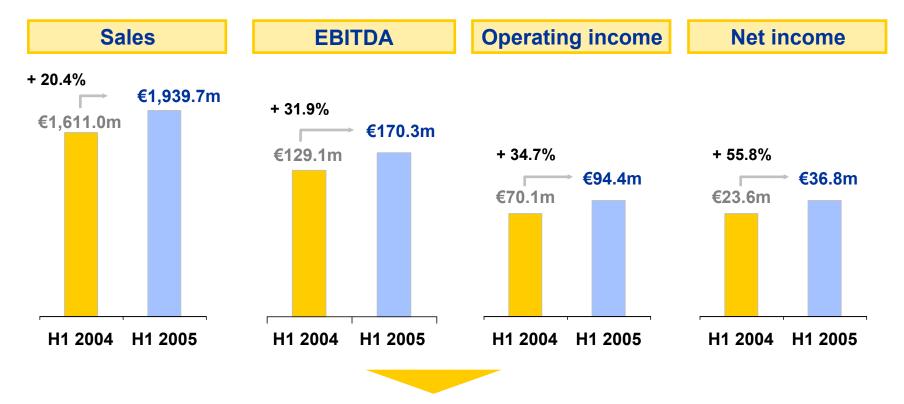
- Price controls in Venezuela
- Inventory drawdowns as merchandise assortments were revamped in Argentina

in € millions	H1 2004	H1 2005	% change	At constant exchange rates
Net sales	294.7	331.6	+ 12.5%	+ 20.2%
EBITDA	10.9	6.7	- 38.8%	- 40.7%
Current operating income	2.0	(1.3)	n/a	n/a
Current operating margin	0.7%	n/a		



### **Excellent performance from CBD in H1** BRAZIL

- **Good same-store sales growth: + 6.6% in H1**
- Steady expansion with 4 Extra hypermarkets and 7 CompreBem discount stores opened in H1



CBD will begin making a solid contribution to international results from H2 2005

#### **Big C performed well, but performance remains weak in Taiwan** ASIA

#### Sig C continued to enjoy excellent performance

- Organic sales growth > 10%
- > 4 hypermarkets opened in the last 12 months
- Current operating margin > 5%

#### Performance remains weak in Taiwan

- > New management appointed
- Drastic measures implemented (inventory drawdowns, no sales to wholesalers) ...
- ... which adversely affected profitability in the first half

in € millions	H1 2004	H1 2005	% change	At constant exchange rates
Net sales	577.8	611.5	+ 5.8%	+ 9.0%
EBITDA	42.7	43.7	+ 2.4%	+ 6.4%
Current operating income	22.0	21.7	- 0.9%	+ 3.9%
Current operating margin	3.8%	3.6%		



### **Excellent operating results for Vindémia** INDIAN OCEAN

#### Robust sales

- Good resilience in la Reunion
- Strong sales growth in other operating regions:
  - + 6.1% at constant exchange rates
    - + 22.1% in Vietnam
    - + 19.3% in Madagascar
- Sharply adverse currency effect in Madagascar and Mauritius
- Operating margin growth for la Reunion, Mayotte, Mauritius and Vietnam
- Vindémia will be fully consolidated as from 1<sup>st</sup> October 2005

in € millions	H1 2004	H1 2005	% change	At constant exchange rates
Net sales	133.8	132.2	- 1.2%	+ 0.6%
EBITDA	10.1	10.9	+ 7.3%	+ 8.9%
Current operating income	5.1	7.0	+ 38.9%	+ 39.7%
Current operating margin	3.8%	5.3%		



### SUMMARY

**C** France

International

#### Financial Situation

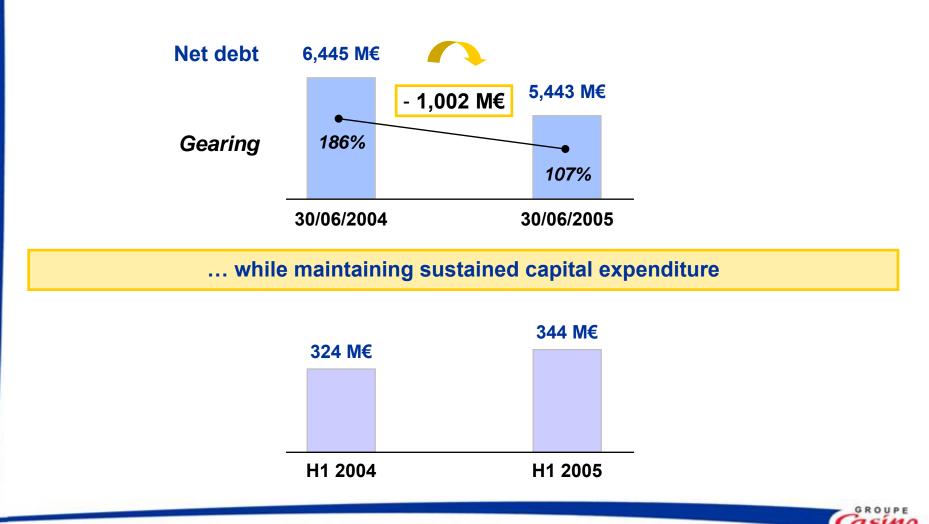
Outlook and Strategy

Appendices

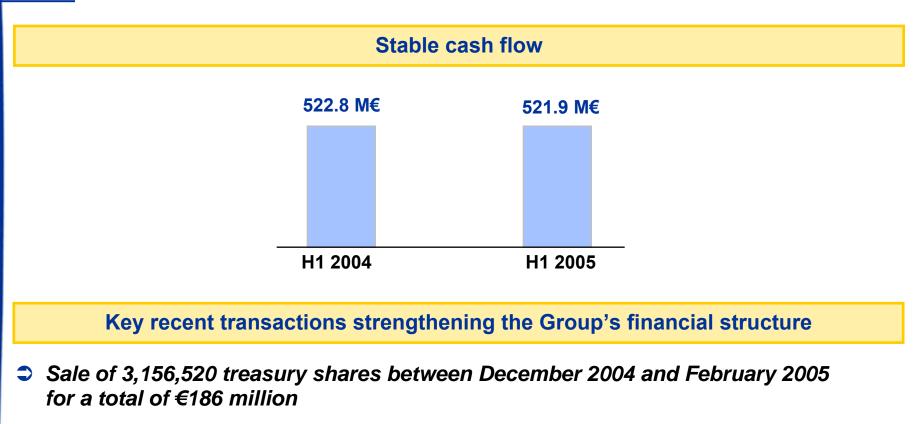


### **Casino is strengthening its financial structure...** FINANCIAL STRUCTURE(1)

Casino has sharply reduced net debt and improved gearing at 30/06/2005...

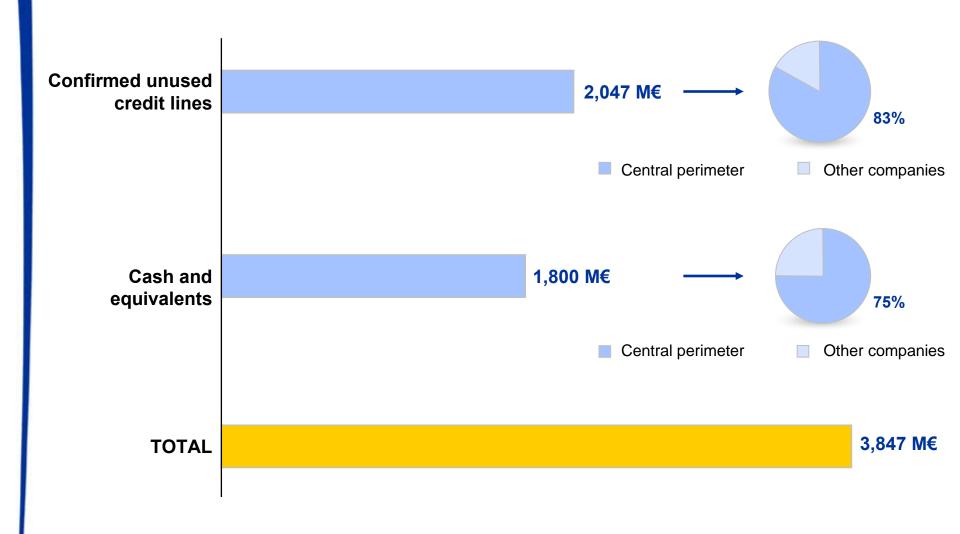


### *...through robust cash flow and recent transactions* FINANCIAL STRUCTURE(2)



- Issue of undated deeply subordinated notes (TSSDI) for a total of €600 million in January 2005
- €165 million of the 2004 dividend was paid in shares, increasing equity by an equivalent amount and limiting cash dividend payments to €56 million (July 2005)

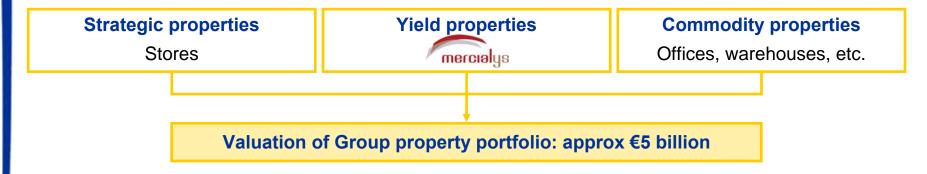
### Casino has significant financing capacity AVAILABLE LIQUIDITY AT END JUNE 2005



### Casino has an extensive property portfolio PROPERTY (1)

#### Property portfolio with a market value of €5 billion (book value: €2.3 billion)

- France: €3.5 billion
- International: €1.5 billion (fully and proportionally consolidated companies)



#### Casino is enhancing the value of its property portfolio with the creation of Mercialys

- Real estate subsidiary dedicated to shopping centres, usually adjacent to Group hypermarkets and supermarkets
- Target: to help develop and promote the business of creating, acquiring and enhancing the value of shopping centres



**Casino is pursuing its planned IPO of Mercialys** PROPERTY (2)



#### Mercialys key figures

- > 147 sites with surface area of approx 547,000 sq. m
- > Rental income: €66.9 million
- > Appraised value: €957.5 million (including rights)
- > Capital expenditure programme of €500 million over 5 years
- S Mercialys IPO planned for fourth quarter 2005
  - > Planned capital increase: €200m to €230m
- Solution State Control Control of the second state of the seco
  - > Exit tax payable in 2006
  - > Exempt from income tax
- AXA (Vendôme Commerces) is Casino's partner in Mercialys
  - > AXA is contributing retail assets worth €61 million
  - AXA has committed to raising its stake during the IPO by at least
    €25 million and has a seat on the Board of Directors
- Casino will retain majority control of Mercialys
- **The transaction will strengthen Casino's equity and reduce its debt**



### SUMMARY

➡ France

International

Financial Situation

Outlook and Strategy

Appendices



**Casino is consolidating its position in discount, superettes and Monoprix and enhancing the competitiveness of its traditional formats** STRATEGY IN FRANCE

Strong positions consolidated in "differentiating" formats: discount, superettes and Monoprix

- > These 3 formats enjoy:
  - The fastest organic growth
  - Good profitability, even in a deflationary environment
  - A sustained store opening programme
- LP accounts for more than 25% of the discount market in France, and FP/LP is the biggest contributor to Group current operating income
- Casino leads the superette segment (> 5,000 outlets)
- > Unique Monoprix concept: quality city-centre supermarkets
- Competitiveness of traditional formats enhanced (hypermarkets and supermarkets)
  - Increased proportion of private label/low cost products in sales
  - Revamped non-food offering
  - > Logistics excellence programme
  - Introduction of new concepts
  - Redeployment of banners
  - Accelerated expansion



### **Building on the Casino private label** STRATEGY IN FRANCE – ASSORTMENTS (1)

Cross-format advertising campaign to promote Casino brand products Billboards/Print/Radio Launch: 27 June 2005

#### New visual identity New packaging Aggressive merchandising High-profile promotional offers



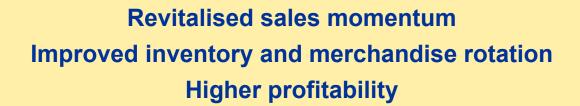
1 billion Casino brand products sold each year, generating €2 billion in sales



#### *New non-food strategy in hypermarkets* STRATEGY IN FRANCE – ASSORTMENTS (2)

Faced with tougher competition from specialised banners, Géant is revamping its non-food offering:

- > Selecting and professionalizing differentiating segments
- Streamlining product lines and families
- > Tailoring the store base more closely to catchment areas
- Improved offshore sourcing





### **Deployment of a logistics excellence programme** STRATEGY IN FRANCE - LOGISTICS

- Casino is enhancing its upstream and downstream supply chain by deploying new logistics management tools
- Optimisation of merchandise flow channels meant the Chambéry warehouse could be closed in H1 2005

Speed up and optimise flows across the supply chain (Supplier → Warehouses → Stores) Reduce inventories Reduce logistics costs

**7** STORE SALES

**WORKING CAPITAL** 

**L** COSTS



**7** ROCE

### **Casino is conducting successful tests of new concepts** STRATEGY IN FRANCE – BANNERS (1)



#### Géant Discount

- > 1 store opened in February 2005 (Basso-Cambo)
- > 6,000 sq. m self-service discount hypermarket
- 23,000 items (60% fewer than traditional hypermarket)
- Second outlet planned for Boissy-Saint-Léger in the Paris region in fourth quarter 2005

# Discount Casino

#### **Casino Discount**

- > 5 stores at 30/06/2005
- > 1,500 sq. m self-service discount supermarket
- > 5,000 items (50% private label/low cost)



#### **€COservice**

- 11 stores at 30/06/2005
- > Discount superette, 400 to 500 sq. m with car park
- > 3,000 items (60% private label/low cost)



### Casino is optimising the store base by redeploying banners STRATEGY IN FRANCE – BANNERS (2)

Constantly adapting to consumer trends and developments in catchment areas for each store by leveraging the diversified portfolio of banners



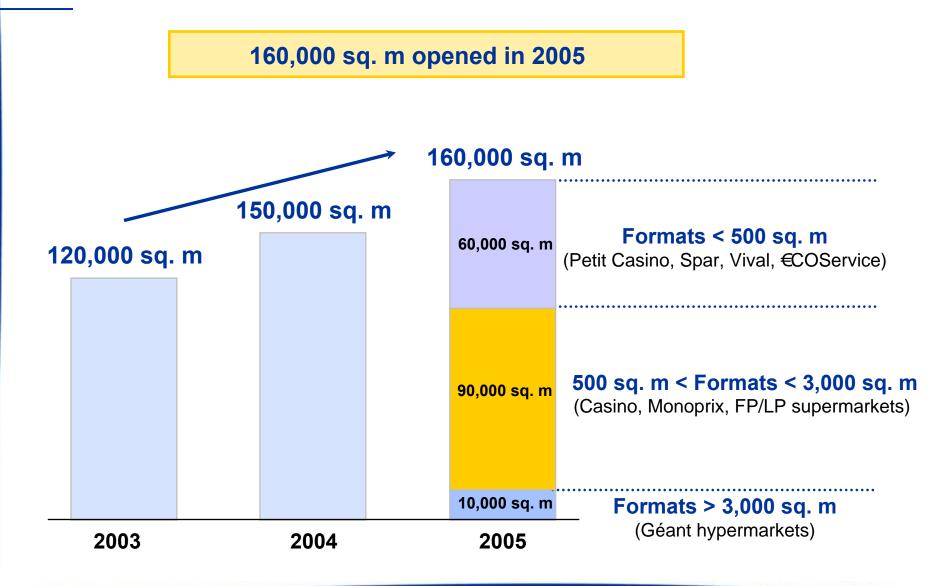
14 Casino supermarkets will be converted into Leader Price outlets in H2

**→** Targets:

Sales

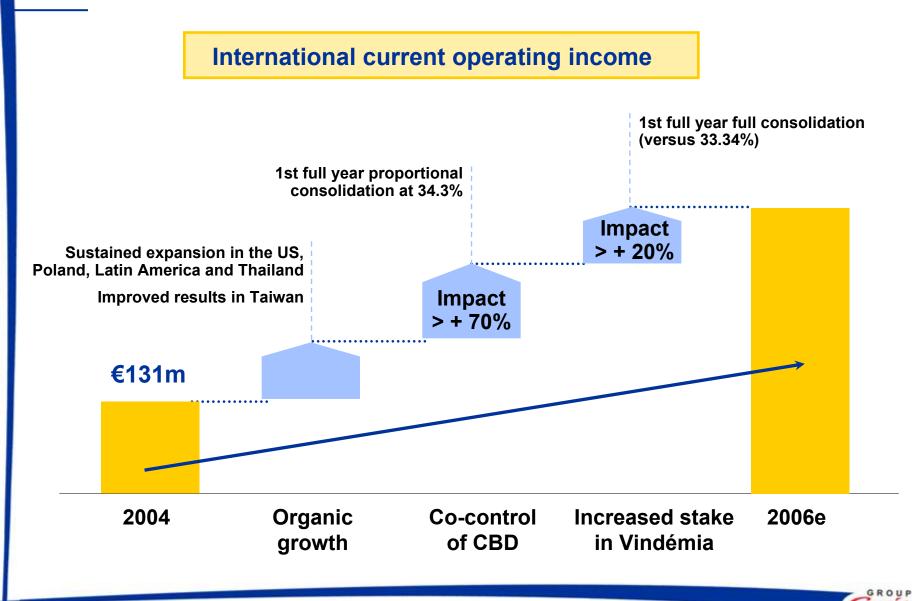
+ 50-100% Current operating margin significantly improved

### **Casino is pursuing sustained, targeted expansion** STRATEGY IN FRANCE - EXPANSION

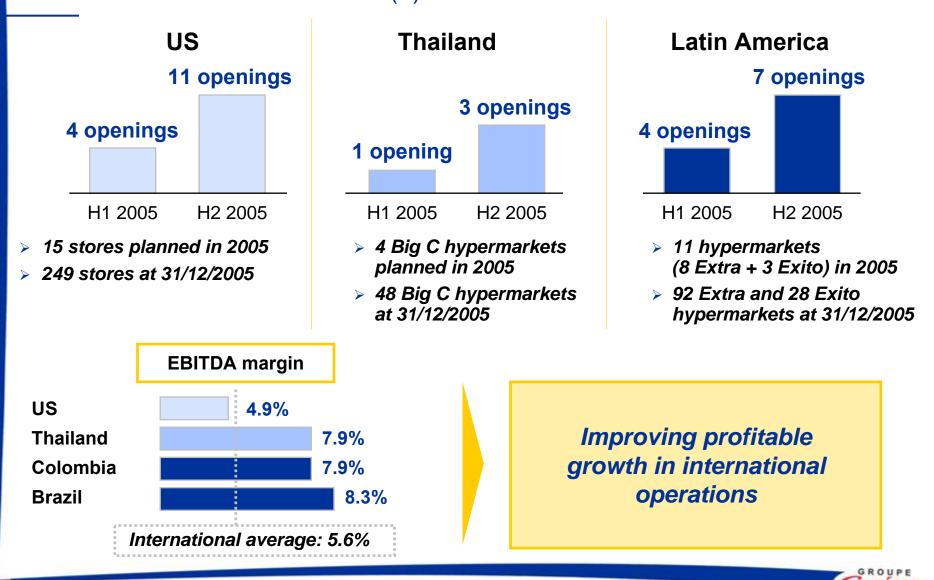




### International business confirms its role as a growth driver INTERNATIONAL STRATEGY (1)



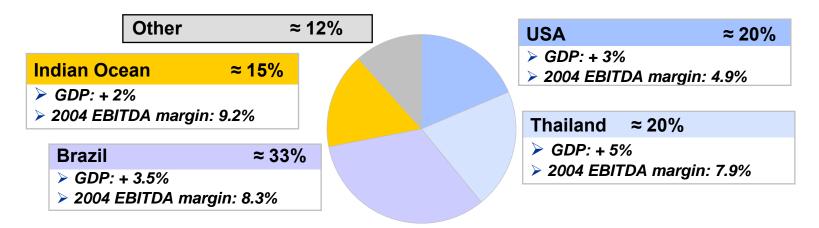
#### **Expansion will accelerate in regions with the highest operating profitability** INTERNATIONAL STRATEGY (2)



#### Strong growth in international business will profoundly reshape the Group's profile INTERNATIONAL STRATEGY (3)

#### Casino has strong positions in fast-growing regions

- Latin America: Brazil, Colombia, Uruguay, Venezuela
- South-east Asia: Thailand, Vietnam
- Indian Ocean
- US West Coast
- The 4 most dynamic, profitable countries will account for around 90% of international current operating income in 2006



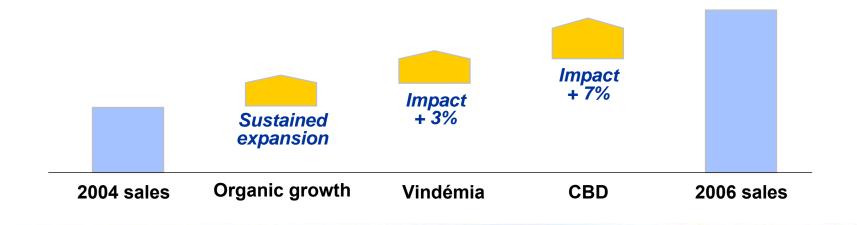
By 2006, Casino will enjoy a new growth profile, with around 30% of sales and 25% of EBITDA generated by international business



#### Casino's strategy has 3 priorities: Growth, financial strength and profitability CONCLUSION (1)

#### **REVIVE ORGANIC SALES GROWTH IN FRANCE AND INTERNATIONAL MARKETS**

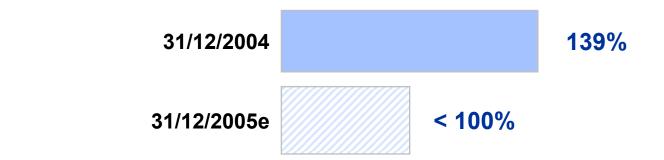
- Group organic growth will be bolstered:
  - In France, by the effects of sales and marketing strategies and the accelerated expansion programme
  - > Internationally, by faster growth in the Group's main operating regions
- Casino will also benefit from the recent strengthening of its stakes in CBD and Vindémia







#### Casino confirms gearing target of less than 100% at 31/12/2005



Beyond 2005, Casino will maintain gearing below 100%



#### **Casino's strategy has 3 priorities: Growth, financial strength and profitability** CONCLUSION (3)

#### STRENGTHEN THE GROUP'S PROFITABILITY PROFILE

#### France

- Good profitability of discount, superette and Monoprix formats
- Improved competitiveness of traditional formats (hypermarkets and supermarkets)
- Increasing proportion of private label/low price products in assortments
- Optimisation of supply chain
- Cross-banner adjustments

#### International

- Satisfactory profitability in the main regions
- Sustained expansion in high-profitability regions (USA, Thailand and Latin America)
- Additional contributions from CBD + Vindémia



### SUMMARY

**C** France

International

Financial Situation

Outlook and Strategy

#### Appendices



### SIMPLIFIED CONSOLIDATED BALANCE SHEET

In millions of euros	30/06/2004	30/06/2005	Change
Goodwill	4,294.5	4,400.5	+ 2.5%
Intangible assets	5,314.8	5,624.9	+ 5.8%
Investments accounted for by equity method	1,100.2	1,498.3	+ 36.2%
Other non-current assets	906.3	1,145.9	+ 26.4%
Inventories	1,758.5	1,754.3	- 0.2%
Trade and other receivables	1,914.5	1,727.7	- 9.8%
Other financial assets*	89.0	305.8	+ 243.6%
Cash and cash equivalents*	1,167.7	1,800.4	+ 54.2%
TOTAL ASSETS	16,545.5	18,257.8	+ 10.3%
Capital stock	3,461.1	5,067.8	+ 46.4%
Long-term provisions	113.3	118.5	+ 4.6%
Financial liabilities*	6,064.6	6,648.7	+ 9.6%
Other non-current liabilities	581.3	542.1	- 6.7%
Short-term provisions	160.3	140.6	- 12.3%
Trade payables	2,781.8	2,817.1	+ 1.3%
Other financial liabilities*	1,637.3	901.0	- 45.0%
Other payables	1,745.8	2,022.1	+ 15.8%
TOTAL LIABILITIES	16,545.5	18,257.8	+ 10.3%

\* Elements constituting net debt



### **Debt reduced by 1 billion euros over the past 12 months** SOURCES AND APPLICATIONS OF FUNDS

In millions of euros	12 months at 30/06/2005	6 months at 30/06/2005
Net debt at beginning of period	6,445.2	5,530.0
Sources	1,818.7	1,148.7
Free cashflow	1,134.7	521.9
Disposals	87.4	36.2
Undated deeply subordinated notes	589.5	589.5
Other	7.2	1.2
Applications	(765.4)	(446.3)
Capital expenditure	(733.0)	(343.5)
of which France	(542.3)	(270.0)
International	(190.8)	(73.5)
Acquisitions	(183.0)	(135.4)
Treasury shares (purchases and sales)	171.7	54.3
Dividends	(21.1)	(21.6)
Change in working capital	353.0	(311.3)
Change in fair value	23.3	(255.8)
Change in currency and perimeter	(427.7)	(48.6)
Net debt at end of period	5,443.5	5 443.5



### SHARE OF NET INCOME OF COMPANIES ACCOUNTED FOR BY EQUITY METHOD

In millions of euros	H1 2004	H1 2005
Franprix / Leader Price	8.0	7.3
CBD	8.1	11.6
Exito	2.4	3.2
Laurus	(3.9)	1.1
Other companies	0.7	1.5
TOTAL	15.3	24.8



### **AVERAGE EXCHANGE RATES**

	H1 2004	H1 2005	Change
USD / EUR	0.8146	0.7779	- 4.5%
PLN / EUR	0.2112	0.2452	+ 16.1%
ARS / EUR	0.2799	0.2671	- 4.6%
UYP / EUR	0.0276	0.0311	+ 12.8%
VEB / EUR (x1 000)	0.4379	0.3761	- 14.1%
THB / EUR	0.0205	0.0198	- 3.5%
NT\$ / EUR	0.0244	0.0247	+ 1.3%
COP / EUR (x1 000)	0.3015	0.3306	+ 9.7%
R\$ / EUR	0.2744	0.3020	+ 10.1%