

# 201 1 First-Half RESULTS



#### PRELIMINARY NOTES





The financial statements for the six months ended 30 June 2011 approved by the Board of Directors on 27 July 2011 have been reviewed by the auditors

All of the figures in this presentation concern continuing operations, unless otherwise specified

 Organic growth rates are based on comparable scope of consolidation and constant exchange rates, excluding the impact of disposals to OPCI property mutual funds

### FIRST-HALF 2011 KEY FIGURES (Continuing operations)





		% change vs H1 2010
Consolidated net sales	€16,144m	+18.8%
EBITDA	<b>€</b> 929m	+7.1%
EBITDA margin	5.8%	vs 6.4% in H1 2010
Trading profit	€571m	+5.6%
Trading margin	3.5%	vs 4.0% in H1 2010
Underlying attributable profit	€178m	vs <b>€208</b> m -14.3%
Net financial debt	€6,783m	vs €5,368m in H1 2010

### A SEMESTER DRIVEN BY FASTER ORGANIC GROWTH TWO SUCCESSFUL ACQUISITIONS AND INCREASED TRADING PROFIT



- Q
- Faster organic growth (excluding petrol) in France and in international markets
  - ► In France: 3.2% in Q2 (after 1.2% in Q1 and 0.6% in 2010)
  - ▶ In international markets: 15.1% in Q2 (after 10.5% in Q1 and in 2010)
- Market share gain in France: 0.2 points
- Two successful international acquisitions
  - Successful integration of Carrefour stores by Big C and Casas Bahia/Ponto Frio merger in Brazil
- Strong growth in Group sales (up 18.8%) and ongoing shift toward a more favourable country/format mix
  - International operations accounted for 44% of total sales versus 38% in 2010
- Consolidated trading profit up 5.6%
  - Significant contribution from international operations
  - In France, Q1 penalised by higher purchasing costs, sharp improvement in profitability in Q2



## SECOND-QUARTER PERFORMANCE

Results

Outlook & Conclusion

**Appendices** 

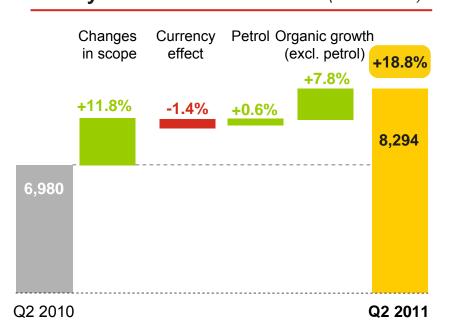


### SECOND QUARTER CONSOLIDATED SALES UP A VERY STRONG 18.8%

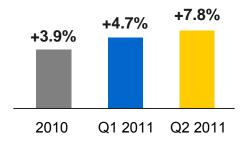




#### **Analysis of Growth in Sales** (in € millions)



#### **Organic Growth** (excluding petrol)



Sharp upturn in sales, led by faster organic growth of 7.8% (excluding petrol) and the effect of changes in scope corresponding to the integration of the recently-acquired businesses in international markets

### FRANCE: A VERY GOOD SECOND QUARTER

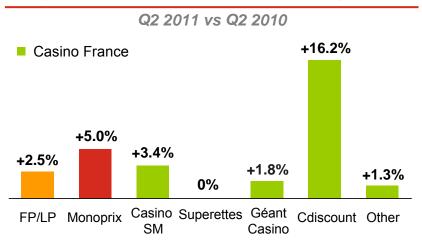




# **Sales Growth in France**

#### Organic (excl. petrol) +7.3% Reported +4.5% +3.2% +1.7% +1.2% +0.6% 2010 Q1 2011 Q2 2011

#### **Organic Growth by Format** (excluding petrol)

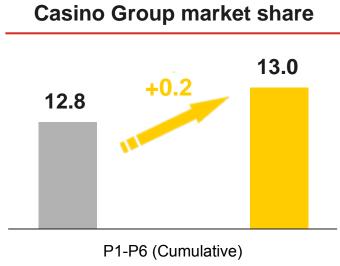


- Franprix-Leader Price sales up 2.5%
- Good all-store sales performance by Monoprix and Casino Supermarkets
- Higher sales at **Géant**, led by **improved food sales**
- Faster growth at Cdiscount

#### FRANCE: HIGHER GROUP MARKET SHARE IN FOOD







- The Group met its goal of increasing its market share, with a 0.2-point gain since the beginning of 2011
- Stable Géant Casino and Leader Price market shares, after carefully managed price investments
- Increased market share for Casino Supermarkets

### ROBUST PERFORMANCES BY MONOPRIX AND CASINO SUPERMARKETS





### Sustained sales growth at Monoprix: up 5%

- Increased footfall and average basket:+3.1% same-store growth
- Successful new "M" brand packaging in food
- Expansion in line with annual objectives: 1 Citymarché,
   6 Monop' and 1 Naturalia opened in H1 2011















- Faster sales growth at Casino Supermarkets:
   up 3.4% (excluding petrol)
  - ▶ Led by expansion: 5 openings in the first half
  - ► Same-store sales (excl. petrol) up 0.6%
  - Market share up 0.1 point since the beginning of 2011

### GROWTH OF CONVENIENCE FORMATS





#### • 0.8% organic sales growth at Franprix:

- Significant contribution from expansion to growth:23 openings in H1
- Same-store sales down 4.7%, due primarily to Sunday afternoon closing
- On-going deployment of the new concept: 31 stores renovated in the first half



### Stable superette sales

- Improved sales trend vs. Q1
- Implementation of initiatives aiming at increasing the banner's appeal:
  - New "Casino Shopping" concept successfully trialled at the first two stores, opened in Marseille and Saint-Etienne
  - Deployment of differentiated assortments according to stores from Q2
- On-going optimisation of the store base:
  - 159 stores opened and 156 closed in the first half





### LEADER PRICE: INCREASED PRICE COMPETITIVENESS





- Same-store sales up 1.6%, reflecting firm footfall in the second quarter
- Total sales up 4.1%, led by expansion (14 openings in the first half)
- Stable Market share in the first half.





- Selective price cuts and "Le Prix Gagnant" brand relaunched, paving the way for a return to competitive price indices
- New concept deployment in line with objectives:
  60 stores renovated in the first-half

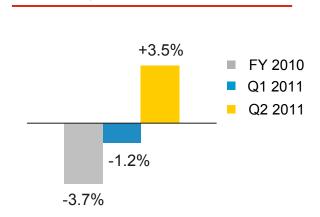
### GÉANT: IMPROVEMENT IN FOOD SALES CONFIRMED



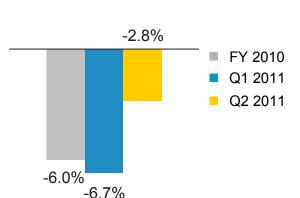


Food % change in same-store sales

- Food sales up 3.5%
  - Improved price positioning in H2 2010 maintained in H1 2011
- Stable Géant market share in H1







- Improved non-food sales trend, reflecting implementation of a strategy based on:
  - ▶ **Selectiveness:** choice on the priority product categories
  - ► Lower capitalisation: transferring space to more profitable activities
  - Multichannel: developing closer ties between Cdiscount and Géant

### E-COMMERCE: AN EXCELLENT Q2 FOR CDISCOUNT





#### Faster sales growth in Q2

- Good performances across all categories and faster growth in electronics and household goods
- Increased market share for technical goods (IT, high-tech and white goods)
- Very good sales period
- Success of the "Deal Géant" operation (10,000 coupons in 4 days)

### On-going deployment of the pick-up service

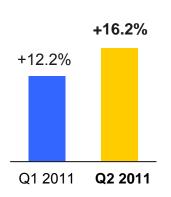
<30Kg pick-up service currently being rolled out to Franprix stores inside Paris





### **Cdiscount.com**

#### **Organic Growth**



### MERCIALYS: A UNIQUE TOOL TO ENERGISE OUR SHOPPING CENTRES





- Sustained growth in rental revenues, up 9.3%\*
- Fast pace of renovation and optimisation of Alcudia/Esprit Voisin sites:
  - ▶ 7 deliveries in the first half (46,000 sq.m.\*\*)
  - ▶ 14 deliveries scheduled over the year (vs. 7 in 2010)

#### **Marseille La Valentine**





- On-going asset rotation strategy
  - ▶ €84 million of asset sales completed or agreed

<sup>\*</sup> Data published by Mercialys

<sup>\*\*</sup> Centres that were extended, remodelled or refurbished

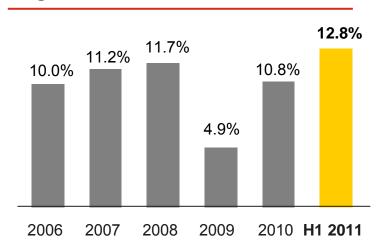
### INTERNATIONAL: CONTINUED STRONG GROWTH IN Q2

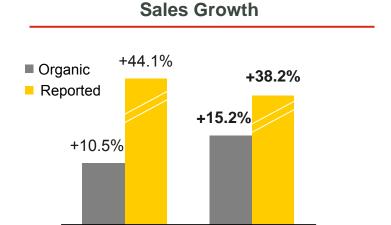




Q2 2011

#### **Organic Growth in International Sales**





Q1 2011

- Development at a sustained and regular place
- \* Faster organic growth in Q2: up 15.2% (vs. 10.5% in Q1)
- Sharp rise in reported sales: up 38.2%
  - Led by acquisitions
- International operations accounted for 44% of Group sales at end-June 2011 (vs. 38% in 2010)

### EXITO: A VERY DYNAMIC SECOND QUARTER







- Sharp rise in same-store sales, up +14.8%\*
  - Innovative marketing strategy around the "Exito" leading brand
  - Successful "Aniversario Exito" promotion campaign, postponed to Q2 in 2011
- Ramp-up of expansion
  - ▶ 24 stores opened in H1 including 1 hypermarket and 17 Exito Express
  - ▶ Positive effect from store conversion programme:
    - 28 stores converted in H1
    - Most of the CAFAM network converted at end June



Total sales up 21.0%\* in Q2

\* Data reported by Exito 2011 FIRST-HALF RESULTS

### GPA: CONTINUED SUSTAINED GROWTH ACROSS ALL THREE BUSINESSES





- Double-digit same-store growth: up 11.0%\*
- In food, same-store sales up 9.3%\*
- In electronics, Globex same-store sales up 17.6%\* despite high prior-period comparatives (World Cup)
  - Very strong sales dynamic
  - ▶ Very dynamic **e-commerce** business: sales up 39.4%\*
- Total sales in Brazil up 61.5%\*
  - ▶ Active network expansion strategy: 12 openings in Q2
  - Positive contribution from Casas Bahia







Data reported by GPA 2011 FIRST-HALF RESULTS

### BIG C THAILAND: VERY STRONG MOMENTUM





Sharp rise in total sales lifted by the consolidation of Carrefour Thailand

- Satisfying organic growth
  - Ongoing deployment of new formats (in particular opening of 10 Mini Big C stores in H1)

- **Carrefour** stores **integration** progressing according to Synergies plan:
  - ▶ 50% of initial objective (1.2% of combined sales) achieved as of 2011





### VERY STRONG GROWTH IN VIETNAM



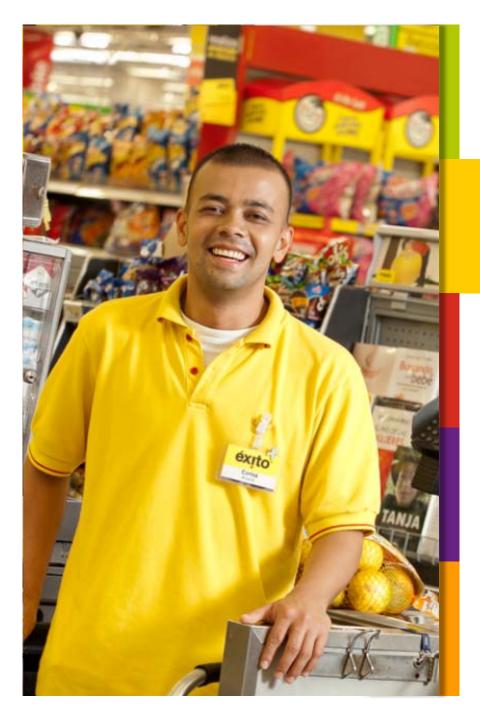




- Organic growth at a very high (52.2%) led by:
  - Very dynamic same-store sales
  - Significant contribution from expansion (impact of the 5 hypermarkets opened in 2010)
- Launch of a new convenience store concept: New Cho
  - ▶ 2 openings in the first half







## Second-Quarter Performance

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### PRELIMINARY NOTES



- Q\_
- The main changes in scope of consolidation are as follows:
  - Casas Bahia consolidated within GPA from 1 November 2010
  - Carrefour Thailand's operations consolidated within Big C from 7 January 2011
  - ► Three master franchisees fully consolidated within Franprix-Leader Price from 1 February 2011
  - ▶ Increase in the Group's interest in GPA to 37.1% at 30 June 2011 from 33.7% at 30 June 2010

### **GROWTH IN THE MAIN INDICATORS**

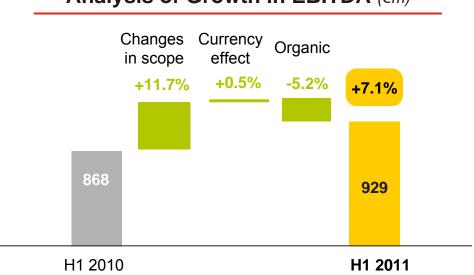


Continuing operations in € millions	H1 2010	H1 2011	Change (reported)	Change (organic)
Total business volume*	19,699	24,582	+24.8%	
Net sales	13,589	16,144	+18.8%	+7.1%
Sales margin	3,445	4,126	+19.8%	
As a % of net sales	25.3%	25.6%	+21 bp	
EBITDA	868	929	+7.1%	-5.2%
EBITDA margin	6.4%	5.8%	-63 bp	-73 bp
Depreciation and amortisation	327	358	+9.6%	
Trading profit	541	571	+5.6%	-9.6%
Trading margin	4.0%	3.5%	-44 bp	-62 bp

<sup>\*</sup> Includes all revenue from consolidated companies, associates and franchises on a 100% basis



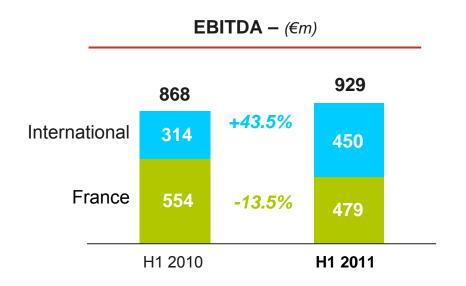


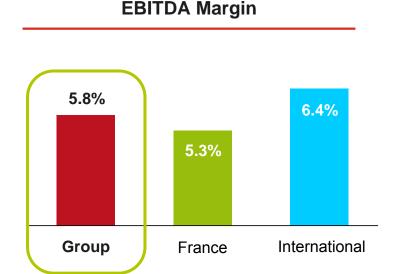


- Changes in scope correspond mainly to the consolidation of Casas Bahia within GPA and the consolidation of Carrefour Thailand operations by Big C
- The currency effect was almost neutral

### INCREASE IN EBITDA LED BY ACCELERATED DEVELOPMENT IN INTERNATIONAL MARKETS







#### Steep rise in EBITDA of international subsidiaries

- Sustained organic growth in both South America and Asia
- Positive contribution from external growth in South America and Asia

### In France, EBITDA impacted by:

- ▶ The effect in H1 2011 of price investments carried out in H2 2010
- Improved profitability in Q2, with the increase in purchasing costs at the beginning of the year passed on in sales prices
- Termination of the reduction in payroll taxes on low salaries ("Fillon Impact"), with an estimated impact of around €10m

### IN FRANCE, GRADUAL MARGIN IMPROVEMENT AFTER A START OF THE YEAR IMPACTED BY HIGHER PURCHASING COSTS



Trading profit (in € millions)	H1 2010	Margin	H1 2011	Margin	Change in margin (organic)
Casino France	163	2.9%	156	2.7%	-17 bp
Franprix-Leader Price	116	5.7%	58	2.6%	-339 bp
Monoprix	68	7.2%	57	5.8%	-141 bp
FRANCE	347	4.0%	271	3.0%	-105 bp

- Resilient margin at Casino France thanks to business mix
  - ▶ At Géant, Q1 purchase price increases passed on from Q2, driving gradual margin improvement
  - ▶ Firm margins at Casino Supermarkets and for the superettes
- Franprix-Leader Price margin in line with H2 2010
  - ▶ Significant price reductions at Leader Price in May-June 2010 to bring the banner's price positioning below that of its direct competitors
  - ▶ Launch in 2011 of action plans aiming at reducing costs and optimizing store profitability
- Margin at Monoprix affected by a temporary delay in passing on higher purchasing costs
  - Continuous price investment in food since January 2010
  - ▶ Price adjustment planned in Q3 in a context of firm footfall

### **IMPROVED MARGIN IN INTERNATIONAL MARKETS**



in € millions	H1 2010	Margin	H1 2011	Margin	Change in margin (organic)
South America	132	3.7%	197	3.8%	0 bp
Asia	55	5.7%	96	6.7%	+36 bp
Other regions	8	n/a	8	n/a	
INTERNATIONAL	194	3.9%	301	4.3%	+7 bp

### Favorable margin evolution in South America

- ▶ Tangible margin increase in Colombia, led by strong sales dynamic
- High margin at GPA food
- ▶ Satisfactory results at Globex, reflecting the successful Ponto Frio / Casas Bahia merger

### Significant margin growth in Asia

- ▶ Effects from the implementation of synergies in Thailand, particularly in purchasing
- Improved margin in Vietnam

### **CHANGE IN ATTRIBUTABLE PROFIT**



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Continuing operations In € millions	H1 2010	H1 2011	Change
Trading profit	541	571	+5.6%
Other operating income and expense	(56)	(125)	
Finance costs, net	(154)	(214)	
Other financial income and expense	(15)	(9)	
Profit before tax	316	222	
Income tax expense	(105)	(52)	
Share of profit of associates	10	(4)	
Net profit from continuing operations	222	166	
Attributable to equity holders	173	134	-22.9%
Underlying net profit (1)	261	252	
Attributable to equity holders	208	178	-14.3%

<sup>(1)</sup> Underlying net profit corresponds to net profit from continuing operations, adjusted for the impact of other operating income and expenses, non-recurring financial items and non-recurring income tax expenses and benefits (see Appendices pages 48 and 49)

### STABLE FINANCE COSTS EXCLUDING IMPACT OF BRAZIL AND THAILAND



(33)	(117) (83)
(33)	(83)
	` '
(0)	(11)
(8)	(3)
(154)	(214)
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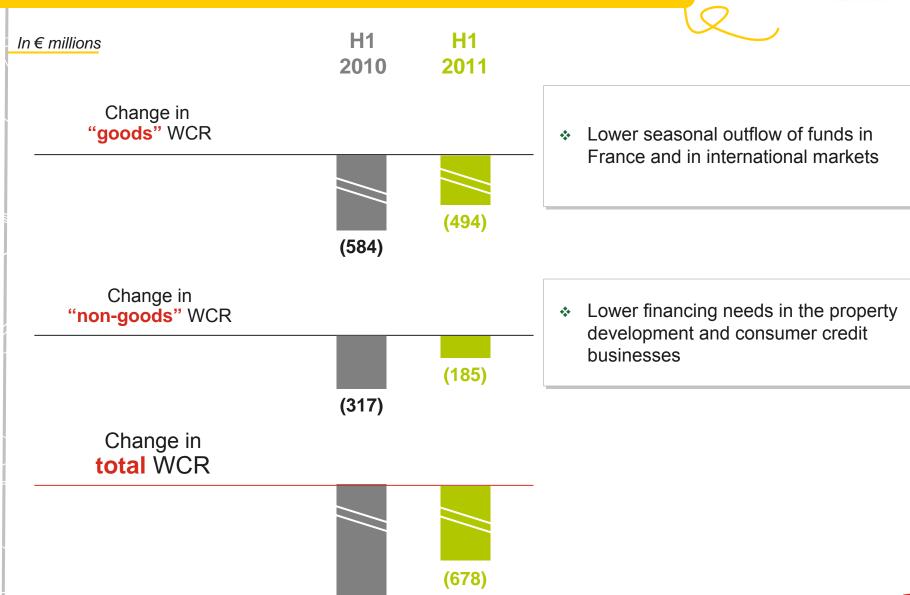
### H1 2011 OTHER OPERATING INCOME AND EXPENSES AFFECTED BY EXCEPTIONAL TAX CHARGE IN COLOMBIA



in € millions	H1 2010	H1 2011
Provisions for Restructuring	(36)	(42)
Provisions for litigation & contingencies	(25)	(5)
Tax on assets in Colombia		(72)
Other (disposal gains and losses, asset impairments, integration costs)	6	(7)
TOTAL	(56)	(125)

#### IMPROVEMENT IN WORKING CAPITAL REQUIREMENT

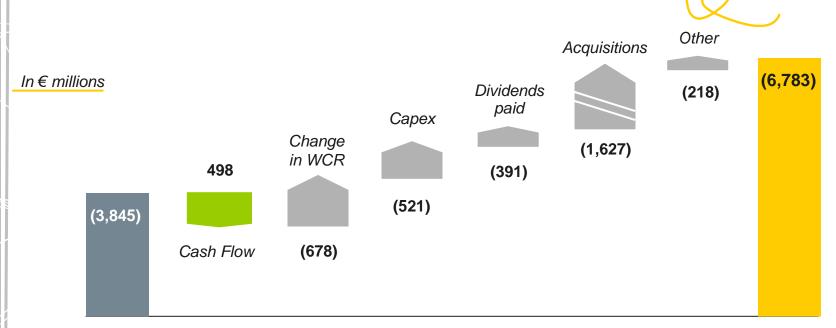




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### A FIRST-HALF SHAPED BY EXCEPTIONAL EXTERNAL GROWTH OPERATIONS





Net financial debt at 31 Dec. 2010

Net financial debt at 30 June 2011

- Net debt at 30 June was impacted by external growth in Thailand and Brazil:
  - Acquisition of Carrefour Thailand shares in January 2011 for €868m
  - In June 2011: acquisition of GPA preference shares for €293 million including assumed liabilities
  - ► The acquisition of additional GPA preference shares raising the Group's interest to 43.2% was settled in July 2011
  - Consolidation of Franprix-Leader Price master franchisees

### OBJECTIVES FOR ASSET DISPOSALS & CAPITAL INCREASES RAISED TO OVER €1 BILLION, OF WHICH €680 MILLION ALREADY AGREED

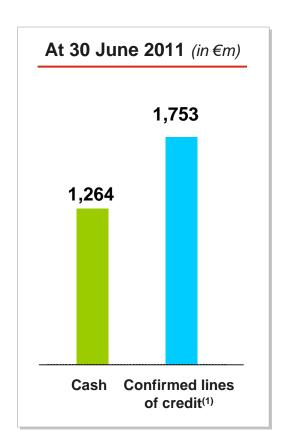




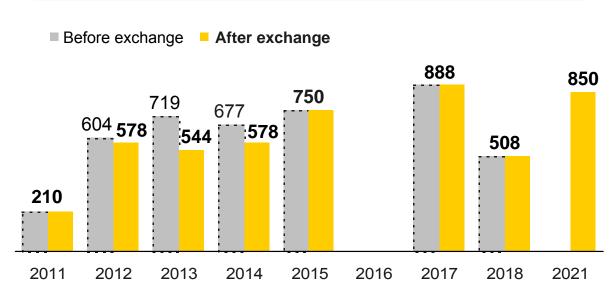
- Asset disposals & capital increases programme increased to over €1bn (vs €700m), of which €680m already agreed (mature property assets, Exito capital increase)
- ❖ In the second half, the Group intends to strengthen its financial flexibility with the objective of keeping its net debt/EBITDA ratio below 2.2x
  - As in prior years, the Group will benefit from the seasonality of its operating free cash flow (second-half free cash flow exceeds total free cash flow for the year due to the seasonality in sales and the working capital generated in the period)
- BBB- stable outlook rating reaffirmed by S&P on 11 July 2011 and by Fitch on 22 July
  - Investment grade rating as the Group's financial priority

#### IMPROVED DEBT PROFILE FOLLOWING MAY 2011 BOND ISSUE





### Bond Maturities<sup>(2)</sup> (in €m) Before and After May 2011 Bond Issue



Successful benchmark 10-year bond issue in May 2011, reducing the amount of debt instalments due between now and 2014 and extending the average maturity of bond debt to 4.6 years from 3.4

<sup>(1)</sup> Confirmed, undrawn and available lines of credit of Casino Guichard Perrachon and Monoprix (at 50%). An additional confirmed line of credit of €200m was set up on 1st July 2011

<sup>(2)</sup> Casino Guichard Perrachon bond maturities at 30 June 2011, not including €255m private placement notes due in 2011

### MARKET VALUES OF LISTED SUBSIDIARIES



Listed company	Share price at 26 July 2011	Market value (100%, €m)	% owned	Casino's share (€m)	Net financial debt* at 30 June 2011 <i>(€m)</i>	Contribution to Group EV (€m)
Mercialys	€ 29.5	2,714	51.1%	1,387	(11)	1,376
GPA (Brazil)	R\$ 65.1**	7,597	43.2%	3,282	394	3,676
Exito (Colombia)	COP 23,400	3,064	54.8%	1,678	(106)	1,572
Big C (Thailand)	THB 114	2,122	63.2%	1,340	754	2,094
TOTAL				7,687		8,718

<sup>\* 100%</sup> basis, except for GPA (43.2%)
\*\* Based on preferred non-voting share price



## Second-Quarter Performance

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**Appendices** 



### A FIRST-HALF CHARACTERISED BY THE GROUP FASTER PACE OF TRANSFORMATION



- Creation of a platform for growth around Exito in Hispanic Latin America
- Confirmation of Casino's long-term commitment to GPA in Brazil
- In Southeast Asia, consolidation of leadership in Thailand
   (acquisition of Carrefour stores) and Vietnam (accelerated expansion)
- In France, objectives confirmed:
  - ▶ Increase in the Group's market share thanks to the reinforcement of our banners competitiveness
  - ► Consolidation of our leadership in non-food e-commerce
  - Sustained expansion in the convenience and discount formats

# CREATION OF A PLATFORM FOR GROWTH AROUND EXITO IN HISPANIC LATIN AMERICA



#### Acquisition from Exito of Casino's stake in Disco and Devoto

Disco and Devoto are Uruguay's leading retailers with 53 stores and combined sales of over €500m in 2011, offering high growth potential (geographic expansion, shopping centres)

#### Project carried out in two steps

- ▶ USD 1.4bn capital increase by Exito underwritten by Casino proportionately to its equity stake, approved by Exito Shareholders' Meeting on 6 July
- Disposal of Disco and Devoto for USD 746m in Q3

#### A value creating project

- ► For Exito: additional growth driver outside Colombia, with attractive potential operating synergies (purchasing, private label, overheads, etc.)
- ► For Casino: simplified Group structure, with assets combined within a listed company amongst the leaders in Latin America

#### Ongoing organic growth at Exito

Opening of 50 Exito Express and around 20 Bodega Surtimax

# CONFIRMATION OF CASINO'S LONG-TERM COMMITMENT IN BRAZIL



- In 2011, change in dimension of GPA thanks to the Casas Bahia/Ponto Frio merger
  - ▶ The new entity (Globex) is the leader with its two banners in the fast-growing electronics market
  - Synergies implemented according to plan (purchasing, support functions, etc.)
  - ▶ GPA has confirmed the 2011 guidance for Globex
- Its mix of businesses (food, electronics and e-commerce) provides GPA with very significant growth potential
- Casino has been a shareholder of GPA since 1999, and has increased its interest to 43.2% from 33.7%
  - Outstanding potential offered by the Brazilian market
  - Provide strategic support to GPA and share expertise
  - Demonstrate confidence in GPA's management and the company's execution capabilities

# IN SOUTHEAST ASIA, CONSOLIDATION OF LEADERSHIP IN THAILAND AND VIETNAM





- 2011 represents a milestone in the building of Big C's leadership position in Thailand
  - Successful integration of Carrefour
    - At end-2011, the new entity will have 108 hypermarkets (around 883,600 square metres)
       and 115 shopping centres (around 614,000 square metres)
  - ▶ Big C is now poised to enter a new phase in its development
    - Expansion target by end-2011 : 3 hypermarkets, 3 supermarkets, 40-50 mini Big C,
       25 Pure
    - On-going development of dual model (shopping centres)
- By regularly opening new stores, Big C Vietnam is reinforcing its leadership
  - A unique ability to identify and transform expansion opportunities
    - Ongoing expansion of the store network, with 4 to 5 new hypermarkets and shopping centres a year over the next three years
    - Development of a new convenience format, "New Cho", with two stores opened in H1, 7 over the year
  - ▶ Objective by end-2013: 29 hypermarkets and 28 shopping centres
  - ► The hypermarkets' assortments and prices are closely aligned with the new needs of Vietnamese consumers

# IN FRANCE, THE GROUP AIMS TO INCREASE MARKET SHARE BY REINFORCING ITS BANNERS COMPETITIVENESS





- ▶ Géant's food business has been well oriented since the start of the year
- ▶ The banner's prices are now competitive compared with competitors
- ▶ The priorities in the second half are:
  - In food, quality of in-store execution
  - In non-food, to keep up the strategy based on selectiveness, lower capitalisation (by reducing selling areas) and multichannel

#### Leader Price: objective of increasing margins

- Prices are now below or in line with those of competitors
- ▶ The new management team's priority is to improve margins by:
  - Developing sales: expanding the assortment and reinforcing the "Prix Gagnant" range, revamping the marketing strategy (flyers, vouchers, etc.), stock out management
  - Tightly managing costs, in-store excellence, network management

# IN FRANCE, ONGOING DEVELOPMENT OF THE E-COMMERCE BUSINESS AND EXPANSION IN PROMISING FORMATS





- On-going development of the e-commerce business, a growth driver in the non-food segment
  - ▶ With sales up 16.2% in Q2, Cdiscount continues to outperform its main competitors
  - The second half will be characterised by:
    - The launch of the marketplace on the Cdiscount website in Q3
    - Stepped up the multi-channel, with an extension of the >30Kg pick-up network (from 157 to 182 pick-up points by end-October) and deployment of the <30Kg pick-up service to Franprix stores (target of around 80 stores by September) and franchisees superettes</li>
  - ▶ Leading to an overall increase in the Group's non-food sales
- Continued expansion in convenience and discount formats
  - Store opening objective for 2011
    - 390 superettes and 80 Franprix
    - 10 Casino Supermarkets and 30 stores (all formats) at Monoprix
    - Around 35 Leader Price stores

#### ONGOING OPERATING AND FINANCIAL EXCELLENCE PLANS



#### Cost reduction objectives confirmed

- Creation of a shared services centre for support functions (IT, logistics, etc.)
   of the business units in France
- ▶ Improved operating efficiency across all business units in France and in international markets (mark down, "non-goods" purchases)
- Objective of cost savings of €120m in 2011

#### Inventory reduction objective confirmed

- One-day reduction per year over the next three years
- ❖ Programme of asset disposals and capital increases increased to over €1bn in 2011
  - Versus initial objective of €700m
  - ▶ €680m in disposals already committed

#### CONFIRMATION OF GROUP OBJECTIVES



- The Group's first-half performance confirms the efficiency of its business model
  - ▶ A growth profile strengthened by expanded positions in emerging markets, with leading brands viewed as "local" by consumers
  - A favourable mix of activities in France
- The Group is confident in its ability to deliver annual sales growth of more than 10% in each of the next three years
- In the second half of 2011, the Group intends to accelerate its transformation, and confirms the 2011 objectives set at the beginning of the year:
  - ▶ Strengthen Group market share in France, led in particular by ongoing expansion in the convenience and discount formats
  - Drive up margin at Franprix-Leader Price
  - Continue to deliver strong profitable organic growth in International markets
  - Objective of asset disposals increased to over €1bn (of which €680m already committed) vs. €700m initially
- The Group's objective is to maintain its net debt/EBITDA ratio at a level below 2.2x at end-2011



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#### SIMPLIFIED CONSOLIDATED BALANCE SHEET



			UF DIVERSIT
In € million	30/06/2010(1)	31/12/2010	30/06/2011
Goodwill	6,720	6,654	7,679
Intangibles and property, plant & equipment	8,100	8,656	9,087
Investments in associates	200	161	102
Non-current financial assets**	492	648	840
Non-current derivative instruments*	231	150	69
Other non-current assets	144	113	165
Inventories	2,717	2,892	3,175
Trade and other receivables**	2,969	3,588	3,834
Current derivative instruments*	53	112	62
Cash and cash equivalents*	1,693	2,813	1,914
Assets held for sale	150	1	513
TOTAL ASSETS	23,468	25,788	27,440
Equity	8,326	9,064	8,559
Long-term provisions	250	306	312
Non-current financial liabilities*	6,106	5,549	5,783
Other non-current liabilities	630	680	773
Short-term provisions	261	279	272
Trade payables	3,852	4,822	4,521
Other current liabilities	2,795	3,335	3,654
Current financial liabilities*	1,239	1,754	3,312
Liabilities held for sale	10	0	254
TOTAL EQUITY AND LIABILITIES	23,468	25,788	27,440

<sup>(1)</sup> First-half 2010 data have been restated to reflect the adjustment of Globex's opening balance sheet \* Components of net debt

<sup>\*\*</sup> Including payments receivable deducted from net debt: €80m in non-current financial assets and €186m in trade & other receivables at 30/06/11

#### **CASH FLOW STATEMENT**



In € million	First-half 2010	First-half 2011
Net debt at beginning of period	(4,072)	(3,845)
Cash flow	583	498
Change in working capital requirement	(901)	(678)
Other*	122	127
Net cash flow from operating activities, after tax	(196)	(54)
Capital expenditure	(348)	(521)
Acquisitions	(43)	(48)
Proceeds from disposals	24	28
Change in scope of consolidation & other transaction with minority shareholders	(44)	(1,796)
Net increase in loans and advances	(3)	(1)
Proceeds from issue of share capital	(135)	3
(Purchases) sales of treasury shares, net	(3)	(119)
Dividends paid	(361)	(379)
Dividends paid to holders of TSSDI	(14)	(12)
Interest paid, net	(223)	(245)
Change in non-cash debt	86	(98)
Translation adjustment	(39)	102
Net debt at 31 December	(5,368)	(6,984)
Of which net debt related to assets and liabilities held for sale	0	201
Net debt of continuing operations at 30 June	(5,368)	(6,783)

<sup>\*</sup> Neutralisation of finance costs and of income tax expense, replaced by income tax paid

## **CONSOLIDATED NET PROFIT**



H1 2010	H1 2011
222	166
173	134
48	32
(7)	(1)
(7)	(1)
0	0
214	165
166	133
48	32
	222 173 48 (7) (7) 0 214 166

#### **DEFINITION OF UNDERLYING PROFIT**





- Underlying profit corresponds to net profit from continuing operations adjusted for the impact of other operating income and expense (as defined in the "Significant Accounting Policies" section of the notes to the annual consolidated financial statements), nonrecurring financial items and non-recurring income tax expense/benefits
- Non-recurring financial items include fair value adjustments to certain financial instruments 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 based on the Casino share price are excluded from underlying 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
- Underlying profit is a measure of the Group's recurring profitability

# RECONCILIATION OF REPORTED PROFIT TO UNDERLYING PROFIT



In € million	H1 2010	Adjust- ments	H1 2010 underlying	H1 2011	Adjust- ments	H1 2011 underlying
Trading profit	541	0	541	571	0	571
Other operating income and expense, net	(56)	56	0	(125)	125	0
Operating profit	485	56	541	446	125	571
Finance costs, net	(154)	0	(154)	(214)	0	(214)
Other financial income and expense, net <sup>(1)</sup>	(15)	11	(4)	(9)	11	2
Income tax expense <sup>2)</sup>	(105)	(28)	(133)	(52)	(50)	(102)
Share of profit of associates	10	0	10	(4)	0	(4)
Profit from continuing operations	222	39	261	166	86	252
Attributable to minority interests <sup>(3)</sup>	48	5	54	32	42	74
Attributable to equity holders	173	34	208	134	44	178

<sup>(1)</sup> Other financial income and expenses have been adjusted for the effect of discounting tax liabilities in Brazil, exchange losses on receivables and fair value adjustments.

<sup>(2)</sup> Income tax expense is stated before the tax effect of the above adjustments and non-recurring income tax expense/benefits

<sup>(3)</sup> Minority interests are stated before the above adjustments.

# TRADING PROFIT: FRANCE



In € million	H1 2010	H1 2011	Change (reported)	Change (organic)
Net sales	8,596	9,102	+5.9%	+3.7%
EBITDA	554	479	-13.5%	-14.9%
EBITDA margin	6.4%	5.3%	-118 bp	-115 bp
Trading profit	347	271	-21.9%	-23.4%
Trading margin	4.0%	3.0%	-106 bp	-105 bp

## TRADING PROFIT: INTERNATIONAL



In € million	H1 2010	H1 2011	Change (reported)	Change (organic)
Net sales	4,993	7,041	+41.0%	+12.8%
EBITDA	314	450	+43.5%	+11.8%
EBITDA margin	6.3%	6.4%	+11 bp	-5 bp
Trading profit	194	301	+54.6%	+14.9%
Trading margin	3.9%	4.3%	+37 bp	+7 bp

## **NET SALES BY SEGMENT**



In € million	Q2 2010	Q2 2011	% change	Organic change excl. petrol	H1 2010	H1 2011	% change	Organic change excl. petrol
Franprix-Leader Price	1,038	1,185	+14.1%	+2.5%	2,015	2,259	+12.1%	+2.8%
Monoprix	470	494	+5.1%	+5.0%	940	977	+4.0%	+3.9%
Casino France	2,863	3,010	+5.1%	+3.1%	5,641	5,867	+4.0%	+1.7%
Géant Casino	1,302	1,361	+4.6%	+1.8%	2,549	2,637	+3.5%	+0.1%
Casino SM	862	908	+5.4%	+3.4%	1,660	1,743	+5.0%	+2.0%
Superettes	370	370	0%	0%	721	715	-0.8%	-0.8%
Other businesses	329	370	+12.5%	+10.1%	712	771	+8.4%	+8.4%
FRANCE	4,371	4,688	+7.3%	+3.2%	8,596	9,102	+5.9%	+2.2%
South America	1,878	2,680	+42.7%	+17.9%	3,608	5,186	+43.7%	+14.6%
Asia	521	711	+36.4%	+10.3%	970	1,431	+47.5%	+10.9%
Other businesses	210	215	+2.4%	+2.4%	414	425	+2.6%	+2.4%
INTERNATIONAL	2,609	3,606	+38.2%	+15.1%	4,993	7,041	+41.0%	+12.9%
GROUP	6,980	8,294	+18.8%	+7.8%	13,589	16,144	+18.8%	+6.3%

## SAME-STORE SALES



FRANCE	<b>Q2</b>	2011	H1 :	2011
	Including petrol	Excluding petrol	Including petrol	Excluding petrol
Franprix	-4.7%	-4.7%	-4.5%	-4.5%
Leader Price	+1.6%	+1.6%	+2.7%	+2.7%
HM Géant	+3.6%	+1.0%	+2.6%	-0.8%
Casino SM	+1.8%	+0.6%	+1.8%	-0.6%
Monoprix	+3.1%	+3.1%	+1.7%	+1.6%

# SAME-STORE SALES



INTERNATIONAL	Q2 2011		H1 :	2011
	Including petrol	Excluding petrol	Including petrol	Excluding petrol
South America	+12.7%	+12.7%	+9.5%	+9.5%
Asia	+2.4%	+2.4%	+3.8%	+3.8%

## OTHER FINANCIAL INCOME AND EXPENSE



	H1 2011
(1)	25
(1)	(3)
(3)	2
(10)	(33)
(15)	(9)
	(1) (3) (10)

## AVERAGE EXCHANGE RATES



In € million	Q1 2010	Q1 2011	Var.%	H1 2010	H1 2011	Var. %
Argentina (ARS / EUR)	0.188	0.182	-3.1%	0.195	0.176	-9.5%
Uruguay (UYP / EUR)	0.037	0.037	+1.5%	0.038	0.037	-2.8%
Thailand (THB / EUR)	0.022	0.024	+9.1%	0.023	0.023	+1.7%
Vietnam (VND / EUR) (x 1,000)	0.040	0.037	-7.3%	0.041	0.035	-14.2%
Colombia (COP / EUR) (x 1,000)	0.370	0.390	+5.3%	0.386	0.388	+0.6%
Brazil (BRL / EUR)	0.401	0.439	+9.5%	0.419	0.437	+4.4%

#### MINORITY INTERESTS



In € million	H1 2010	H1 2011
Mercialys	25	27
FP/LP	1	2
Big C	13	18
Exito	10	(10)*
Other	(1)	(5)
TOTAL	48	32

<sup>\*</sup> Under the IFRS norms, Exito's net income includes the non-recurring fiscal charge of -72M€

## SHARE OF PROFIT OF ASSOCIATES



In € million	H1 2010	H1 2011
FRANCE	5	0
INTERNATIONAL	5	(4)
TOTAL	10	(4)

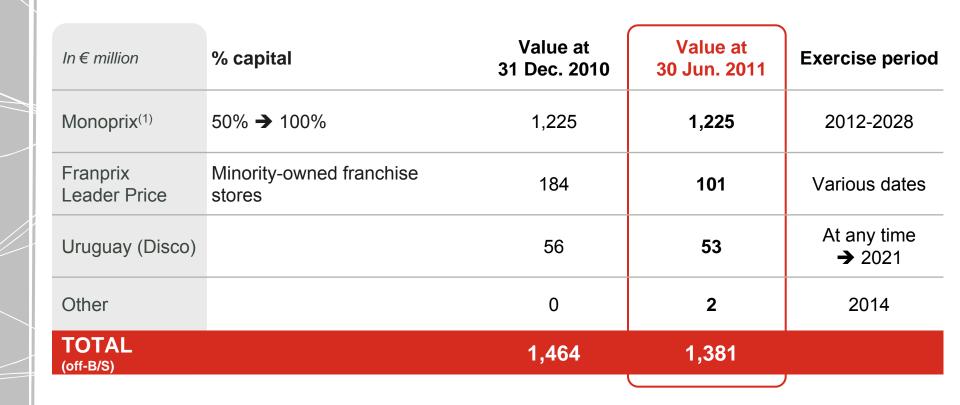
## PUTS INCLUDED IN NET DEBT



In € million	% capital	Value at 31 Dec. 2010	Value at 30 Jun. 2011	Exercise period
Franprix- Leader Price	Majority-owned franchise stores	44	95	Various dates
Other			2	2014
Uruguay (Devoto)		13	13	At any time → 2021
TOTAL		58	109	

#### OFF-BALANCE SHEET PUTS



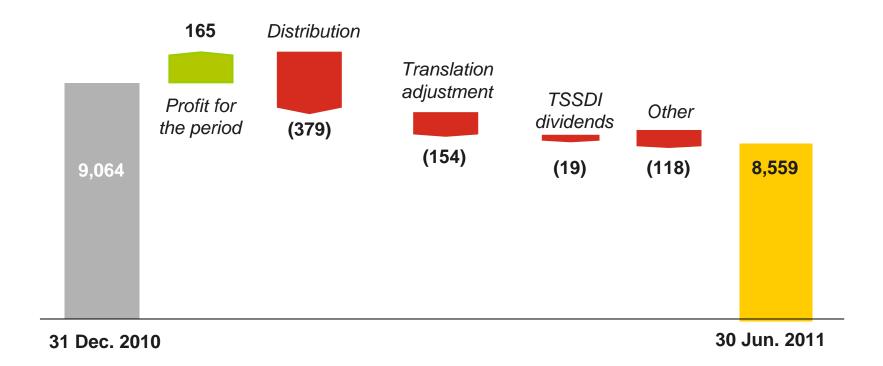


#### **CHANGES IN EQUITY**





in €m



## NUMBER OF STORES



France	31 Dec. 2010	30 Jun. 2011
Géant Casino	125	127
Casino Supermarkets	405	409
Franprix	870	875
Monoprix	494	497
Leader Price	585	598
Superettes	6,675	6,678
Other	307	303
TOTAL FRANCE	9,461	9,487
International		
Argentina	23	24
Uruguay	53	53
Brazil	1,647	1,604
Thailand	116	178
Vietnam	14	16
Indian Ocean	50	51
Colombia	299	313
TOTAL INTERNATIONAL	2,202	2,239