

PRESS RELEASE - Halle (Belgium) under embargo until 28 January 2013 17:45 CET - Regulated information - Trading update first nine months 2012/2013

## CONSOLIDATED REVENUE FIGURE

### SALES OF THE FIRST NINE MONTHS OF 2012/2013

#### **Sustainable sales growth thanks to strong sales performance at year end and a consistent strategy of lowest prices**

During the first nine months of financial year 2012/2013 (period from 01/04/2012 to 31/12/2012) Colruyt Group recorded a consolidated sales increase of 6,1% to EUR 6.260,8 million compared with EUR 5.898,9 million in the same period last year. Taking the divestment of Intrion into account, the comparable revenue increased by 6,4%. The revenue figures of the different group segments are detailed in the table below.

Sales from the group's retail business activities, mainly driven by our Colruyt banner stores, grew by 5,1% to EUR 4.752,4 million. By the end of December 2012, the food retail trade consisted of 227 Colruyt, 86 OKay and 8 Bio-Planet stores in Belgium and 61 owned stores (Colruyt) in France. The DreamLand activity comprises 48 non-food stores in Belgium and France.

Revenue from Colruyt Group's wholesale and food service activities grew by 7,0% to EUR 1.036,0 million. This increase can be attributed mainly to Spar Wholesale and the French Food service activity.

Revenue from the other activities grew by 12,5 % to EUR 567,2 million. This increase was realised mainly by the DATS 24 petrol stations, the revenue of which progressed as a result of price and volume increases as well as 11 new openings.

Important elements that had an impact on the revenue figures of the first nine months of 2012/2013:

- Strong year-end sales and the success of the additional discount campaigns on top of our lowest prices translated into further revenue growth, despite the unfavourable calendar effect. Combined with the consistent application of our lowest prices strategy these elements led to further market share gains.
- Due to the uncertain economic climate consumers remain very critical and cost-conscious, resulting in a shift in purchasing behaviour towards cheaper products.
- Although today the French consumer market is characterised by a highly competitive climate, putting purchasing power under severe pressure, the French retail activities recorded strong revenue growth led by store expansion and volume growth.
- Our independent Spar entrepreneurs, who invest firmly in service, quality and extended opening hours, were also able to post excellent sales results in the third quarter. The reference made in their campaigns to their very competitive prices achieved through the cooperation with Colruyt Group, is also starting to bear fruit.
- In a stagnating French Food service market, the French Food service activity managed to gain a competitive advantage through its customer-oriented approach, which led to strong sales results.

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**REVENUE BY OPERATIONAL SEGMENT**

(in EUR million)	01/04/2012 - 31/12/2012	01/04/2011 - 31/12/2011	Evolution
<b>Retail trade</b>	<b>4.752,4</b>	<b>4.522,6</b>	<b>5,1%</b>
<b>Wholesale and Food service</b>	<b>1.036,0</b>	<b>968,2</b>	<b>7,0%</b>
<b>Other activities</b>	<b>567,2</b>	<b>504,4</b>	<b>12,5%</b>
<b>Total operational segments</b>	<b>6.355,6</b>	<b>5.995,2</b>	<b>6,0%</b>
Transactions between operational segments	(94,8)	(96,4)	
<b>Consolidated</b>	<b>6.260,8</b>	<b>5.898,9</b>	<b>6,1%</b>

**Financial calendar**

- Publication of annual results of financial year 2012/13 25/06/2013 (17:45h)
- Publication of revenue figures for first quarter of 2013/14 31/07/2013 (17:45h)
- General meeting of shareholders 2012/13 25/09/2013 (16:00h)

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**Colruyt Group**

Colruyt Group operates in the food and non-food distribution sector in Belgium, France and Luxembourg with some 400 own stores and over 500 affiliated stores. In Belgium this involves Colruyt, OKay, Bio-Planet, DreamLand, DreamBaby, Spar and Erospar. In France, in addition to approximately 60 Colruyt stores, there are also affiliated, independent Coccinelle, Coccimarket and Panier Sympa stores. The Group is also actively involved in the food service market (supplying food products to hospitals, company canteen kitchens, catering businesses), the sale of fuels (DATS 24), printing and document management solutions (Symeta) and the production of green energy. The group employs over 25,000 people and has sales of over EUR 7.8 thousand billion. Colruyt is listed on NYSE Euronext Brussels (COLR) under ISIN code BE0974256852.

**Risks relating to forecasts**

Statements by Colruyt Group in this press release, along with references to this press release in other written or verbal statements of the group which refer to future expectations with regard to activities, events and strategic developments of Colruyt Group, are predictions and as such contain risks and uncertainties. The information communicated relates to information available at the present time, which can differ from the final results. Factors that can generate any variation between expectation and reality are: changes in the micro- or macroeconomic context, changing market situations, changing competitive climate, unfavourable decisions with regard to the building and/or extension of new or existing stores, procurement problems with suppliers, as well as all other factors that can impact the group's result. Colruyt Group does not make any commitments with respect to future reporting that might have an influence on the group's result or that could bring about a deviation from the forecasts included in the press release or in other communications of the group whether written or oral.