

# RALLYE

## 2010 third quarter consolidated net sales

### Rallye Group consolidated net sales by business segment

Consolidated net sales (in €m)	Q3 2010	Change QoQ	9 months 2010	Change 9Mo9M
Casino	7,185	6.5%	20,774	6.9%
Groupe GO Sport	191	1.1%	501	(4.9%)
Other (*)	2		12	
<b>Total Rallye Group</b>	<b>7,377</b>	<b>6.3%</b>	<b>21,287</b>	<b>6.6%</b>

(\*) Relative to holding activity and investment portfolio

Rallye consolidated net sales reached €7.4bn, up +6.3% compared with the third quarter of 2009.

### **Casino: sustained sales growth in the 3<sup>rd</sup> quarter 2010 (+6.5%) – Ongoing faster organic growth (+3.4% excluding petrol), with double-digit growth in international markets and return to same-store growth for Leader Price**

During the 3<sup>rd</sup> quarter of 2010, Casino consolidated sales amounted to €7.2bn, up +6.5% compared with 2009. The currency effect added 5.7%, while changes in the scope of consolidation – mainly the deconsolidation of Venezuelan operations – had a 3.3% negative impact.

Excluding petrol, organic growth for the period came to 3.4%, confirming the faster pace of growth observed in the previous two quarters.

**In France**, organic sales excluding petrol were up +0.2% in the 3<sup>rd</sup> quarter. Leader Price returned to same-store growth during the quarter (+1.1%, vs. 6.1% decline in the first half), reflecting the effectiveness of the banner's sales revitalisation programme, as shown by the tangible increase in traffic (+2.1%). Franprix and Monoprix reported solid gains, with total sales up +4.2% and +5.9%, respectively, while Casino Supermarkets and Superettes delivered satisfactory performances. Cdiscount enjoyed significantly faster organic growth of 18.1% during the period. At Géant Casino, sales fell back 4.1% on a same-store basis (excluding petrol) while the decline in traffic slowed to 2.8% (from 5% in the first half).

**International operations** enjoyed double-digit organic growth (+10.2%), reflecting strong momentum in the Group's key countries as well as the quality of its asset portfolio. This growth (+12.8% organic growth in South America and +6.5% same-store growth in Asia) was led by continued strong advances in same-store sales in Brazil, a very satisfactory performance in Colombia, solid same-store growth at Big C in Thailand, and strong momentum in Vietnam. Overall, international sales expanded by +17.0% over the period and represented 37% of the consolidated total.

Organic growth continued to gain momentum in the third quarter, confirming the effective positioning of the Group's asset portfolio, both in France and internationally.

## **Groupe GO Sport: sales up +1.9% in the third quarter (on a same-store basis and at constant exchange rates), driven by a noticeable trend improvement at GO Sport France and boosted sales growth at Courir**

In the third quarter of 2010, Groupe GO Sport consolidated sales reached €190.5, up 1.9% on a same-store basis and at constant exchange rates. During the first nine months of the year, sales were €501.3m, down 5.5% on a same-store basis and at constant exchange rates.

**In France**, GO Sport banner sales were up 1.1% on a same-store basis (0.2% overall) in the third quarter, showing a noticeable trend improvement, especially at the end of the period. This was mainly driven by the good performance of the stores converted to the new concept, which over-perform the rest of the network. The banner also benefited from the summer sales shift to the second half.

Courir banner sales increased significantly during the third quarter, by +7.9% on a comparable basis (+4.9% overall), thus confirming the trend improvement recorded since end-2009. September, in particular, was a very good month. These encouraging figures reflect the relevance of the sales revitalisation program initiated by the new management team, focused on offer differentiation, an intensified merchandising and the steady step-up of textile.

**In Poland**, GO Sport sales decreased by 9.2% in the third quarter on a same-store basis and at constant exchange rates. The banner is currently testing the new concept successfully launched in France. Net sales in euros (+2.4% on a same-store basis) benefited from a positive currency effect during the third quarter.

### **Outlook**

- **Casino** intends to strengthen market share in France by improving the banners' price competitiveness and speeding up the expansion of the convenience and discount networks. Internationally, the quality of the Group's assets is expected to drive strong, profitable growth for 2010 and beyond. Casino will pursue its €1bn asset disposal programme and reaffirms its objective of a net debt/EBITDA ratio of less than 2.2x at year-end 2010.
- The sales revitalization program of **Groupe GO Sport** is underway, as evidenced by the encouraging results both at GO Sport and at Courir. The Group intends to pursue the implementation of its action plans, focused on the deployment of the new concepts, the offer repositioning, a strengthened customer relationship as well as a tight control over costs and investments.
- As to the **investment portfolio**, the disposal program will be pursued according to the Group's commitment, in commercial real estate as well as in Private Equity.

### **Financial situation**

- As at September 30, 2010, **Rallye benefits from a healthy liquidity situation**, with €1.4bn of undrawn and available credit lines and close to €720m of cash and cash equivalents. The payment in shares of 85% of the interim dividend on October 7, 2010 allowed Rallye to increase its shareholders' equity by about €29m.
- **Rallye confirms its commitment to further improve its financial structure and to significantly reduce its net financial debt**, notably through the disposal of the investment portfolio by the end of 2012.

For more information, please consult the company's website: [www.rallye.fr](http://www.rallye.fr)

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**Appendix: 2009/2010 Rallye consolidated net sales**  
(In € millions)

	2009 *	2010	Variation
<b>First quarter:</b>			
Casino	6,256	6,609	+5.6%
Groupe GO Sport	172	164	(4.4%)
Other **	2	4	-
<b>Total first quarter</b>	<b>6,430</b>	<b>6,777</b>	<b>+5.4%</b>

<b>Second quarter:</b>			
Casino	6,432	6,980	+8.5%
Groupe GO Sport	167	147	(12.1%)
Other **	3	6	-
<b>Total second quarter</b>	<b>6,601</b>	<b>7,133</b>	<b>+8.1%</b>

<b>First half:</b>			
Casino	12,688	13,589	+7.1%
Groupe GO Sport	339	311	(8.2%)
Other **	5	10	-
<b>Total first half</b>	<b>13,030</b>	<b>13,910</b>	<b>+6.8%</b>

<b>Third quarter:</b>			
Casino	6,749	7,185	+6.5%
Groupe GO Sport	189	191	+1.1%
Other **	2	2	-
<b>Total third quarter</b>	<b>6,940</b>	<b>7,377</b>	<b>+6.3%</b>

<b>Nine months:</b>			
Casino	19,437	20,774	+6.9%
Groupe GO Sport	527	501	(4.9%)
Other **	6	12	-
<b>Total nine months</b>	<b>19,970</b>	<b>21,287</b>	<b>+6.6%</b>

\* Data for 2009 has been restated to reflect the end-2009 sale of Super de Boer's assets

\*\* Relative to holding activity and investment portfolio