

# Growth in first-half sales despite tougher Q2

H1 2011 sales (incl. VAT) of € 44.6bn, + 2.7% at current exchange rates, + 2.5% at constant rates + 0.1% like-for-like, ex-petrol, adjusted for calendar impact

Q2 2011 sales (incl. VAT) of € 22.4bn, + 1.6% at current exchange rates, + 3.0% at constant rates
- 0.2% like-for-like, ex-petrol, adjusted for calendar impact

	Q2 2011 (€ million)	Const.	LFL adj. for cal.	H1 2011 (€ million)	Const.	LFL adj. for cal.
Sales incl. VAT & petrol	22,409	+3.0%	+0.8%	44,556	+2.5%	+1.4%
France	9,862	+1.6%	+0.3%	19,145	+1.7%	+1.6%
West. Europe	4,850	-0.7%	-0.9%	9,501	-2.7%	-1.1%
Emerging mkts	7,697	+7.2%	+2.4%	15,910	+6.9%	+2.7%
Sales incl. VAT ex-petrol	20,019	+2.1%	-0.2%	39,954	+1.4%	+0.1%
France	8,087	+0.4%	-1.0%	15,718	-0.2%	-0.4%
West. Europe	4,560	-2.1%	-2.1%	8,944	-4.2%	-2.4%
Emerging mkts	7,372	+6.8%	+1.9%	15,292	+6.8%	+2.4%

PLEASE NOTE: Unless otherwise stated, all data provided below relate to Q2 2011 like-for-like sales, ex-petrol, adjusted for calendar impact.

# FRANCE - Sales down 1% with continued outperformance from smaller formats

- Mixed performance in the quarter with weaker trends since mid-May
- Hypermarkets: Sales down 3.3% vs. -1% in Q1 with market share deteriorating in Q2
- Carrefour Market: Continued positive performance with +1.3% growth, broadly in line with Q1
- Carrefour City and Carrefour Contact: Excellent performance with 5.5% LFL increase for convenience stores

# WESTERN EUROPE – Overall performance of -2.1% in line with Q1 (-2.6%); successful turnaround in Belgium confirmed, persistently difficult environment in Spain and Italy

- Belgium: Very good performance, notably in hypermarkets which grew by 10.1%
- Spain: Sales 4.9% down in hypermarkets, broadly in line with Q1; resilient food sales
- Italy: Continuing tough trading environment, particularly in hypermarkets; price repositioning underway in supermarkets

# EMERGING MARKETS – Continued strong overall performance in Latin America (+11.0% at constant currencies, ex-calendar, ex-petrol), solid growth in Asia (+5.3% at constant currencies, ex-calendar, ex-petrol)

- > Brazil: Continued strong growth (+10.2% ex currencies, petrol and calendar) with double-digit LFL growth at Atacadao
- **China:** Sustained growth with +8.3% at constant currencies, ex-calendar
- Other Europe: Ongoing tough environment leading to negative overall sales performance

# **CARREFOUR PLANET**

Final-model stores continue to post double-digit growth, hypermarket conversions were broadly on-track with 21 new Planets opening in Q2; newly opened stores outperform non-converted hypermarkets, particularly in Spain and Belgium

# **ESTIMATED FIRST-HALF CURRENT OPERATING INCOME**

H1 2011 Group Current Operating Income is expected at c. €760m, compared to €989m in H1 2010 excluding DIA, i.e. a decline of c.23%. This decline is largely attributable to France. Current Operating Income in emerging markets are expected to post solid growth in Current Operating Income.

## Lars Olofsson, Chairman and CEO of Carrefour, declared:

"In spite of a persistently challenging environment, Carrefour was able to generate sales growth in the first half, once again driven by a strong performance in emerging markets. In France, robust like-for-like sales in supermarkets and convenience formats allowed us only partly to offset a disappointing performance in hypermarkets. Our sales performance was resilient in Western Europe and strong in Latin America and Asia. Carrefour is devising and implementing an action plan with the objective of attaining the Group's 2011 target of a progression in sales and current operating income. In addition to France, all of our teams are now being mobilised to support this goal."

# **GROUP**

# **Second Quarter 2011**

	Sales inc. VAT (€ m)	LFL (%)	Expansion (%)	Organic growth (%)	Acquisi- tions (%)	Total at constant exch. rates (%)	Currency impact (%)	Total (%)	LFL expetrol	Total at constant exch. rates (ex-petrol)
France	9,862	+1.3%	+0.3%	+1.6%	+0.0%	+1.6%	+0.0%	+1.6%	+0.0%	+0.4%
Europe (ex Fr)	6,611	-0.4%	-0.8%	-1.2%	+0.2%	-1.1%	-0.5%	-1.6%	-1.4%	-2.1%
Latin America	4,168	+8.1%	+4.4%	+12.5%	+0.0%	+12.5%	-4.2%	+8.3%	+7.4%	+11.9%
Asia	1,768	-0.3%	+4.4%	+4.1%	+1.2%	+5.3%	-6.3%	-1.0%	-0.3%	+5.3%
TOTAL	22,409	+1.9%	+1.0%	+2.8%	+0.1%	+3.0%	-1.4%	+1.6%	+0.9%	+2.1%

# First Half 2011

	Sales inc. VAT (€ m)	LFL (%)	Expansion (%)	Organic growth (%)	Acquisi- tions (%)	Total at constant exch. rates (%)	Currency impact (%)	Total (%)	LFL expetrol (%)	Total at constant exch. rates (ex-petrol)
France	19,145	+1.6%	+0.1%	+1.7%	+0.0%	+1.7%	+0.0%	+1.7%	-0.5%	-0.2%
Europe (ex Fr)	12,993	-1.9%	-1.0%	-2.9%	+0.1%	-2.8%	-0.3%	-3.1%	-3.0%	-3.9%
Latin America	8,260	+7.0%	+5.1%	+12.1%	+0.0%	+12.1%	+1.2%	+13.3%	+6.9%	+12.1%
Asia	4,159	+0.9%	+4.4%	+5.3%	+1.4%	+6.7%	+1.3%	+8.0%	+0.9%	+6.7%
TOTAL	44.556	+1.4%	+0.9%	+2.3%	+0.2%	+2.5%	+0.2%	+2.7%	+0.1%	+1.4%

#### **FRANCE**

1% LFL sales decline, ex-petrol ex-calendar, vs. +0.2% in Q1 in a persistently challenging environment; mixed performance during the quarter with a sharp decline in May

- Unsatisfactory performance with market share loss in hypermarkets prompting the launch of an action plan: LFL hypermarket sales down 3.3% ex-petrol, ex-calendar, vs. -1% in Q1
- Carrefour Market LFL +1.3% ex-petrol ex-calendar, broadly in line with +1.4% reported in Q1
- Continued successful banner conversions; excellent performance by 290 Carrefour City and 273 Carrefour Contact stores

	S	Second Quarter 2011				First Half 2011			
	Sales inc. VAT (€ m)	LFL (%)	Expansion (%)	Total (%)		nc. /AT m)	LFL (%)	Expansion (%)	Total (%)
France	9,862	1.3%	0.3%	1.6%	19,3	L <b>4</b> 5	1.6%	0.1%	1.7%
Hypermarkets	5,466	0.0%	0.3%	0.3%	10,7	721	0.1%	0.2%	0.3%
Supermarkets	3,352	2.6%	0.6%	3.2%	6,4	163	3.0%	0.2%	3.2%
Others	1.044	4.5%	-1.0%	3.5%	1.9	962	5.7%	-0.8%	4.9%

The calendar effect is estimated at a positive 1.0% over the period. Excluding petrol, sales in France were up 0.4% this quarter. Adjusted for the calendar effect, sales were down 0.6% in Q2, while they were broadly stable in Q1 (+0.2% ex-petrol ex-calendar).

#### **Hypermarkets**

In Q2, like-for-like sales excluding petrol were down by 1.7% (-3.3% when adjusted for calendar effect of 1.6%). For integrated hypermarkets, traffic was down 2.2%, while average basket increased by 0.2%. LFL food sales were down 1.7%, while LFL non-food sales decrease by 2.4% in Q2.

#### **Supermarkets**

Like-for-like supermarket sales increased by 1.3% ex-petrol, broadly in line with Q1 performance. This figure includes sales to our franchisees which make up c. 25% of total business unit sales. The integrated Carrefour Market stores posted a LFL increase of 0.5% (with a neutral calendar impact), with traffic down and the average basket up.

#### Convenience stores and other activities

"Other" activities, of which c. 90% are realized by convenience and cash and carry stores, posted sales growth of 3.5%, or 4.5% on a like-for-like basis. The franchised convenience store network recorded sales growth of 5.5% on a like-for-like basis in Q2.

# **WESTERN EUROPE** (excluding France)

Overall performance in line with Q1 (2.1% decline in like-for-like sales ex-petrol ex-calendar vs. -2.6% in Q1), with a rebound in sales in June after weaker consumption trends in mid-May

- Resilience in food volumes in Spain in a persistently difficult market. Continued weakness in non-food sales
- Confirmed rebound in Belgium with +6.7% like-for-like growth, ex-petrol, ex-calendar
- Difficult performance in Italy, notably in hypermarkets

		Second Qua	arter 2011			First Ha	lf 2011	
	Sales inc.	1.51	Francisco	Tatal	Sales inc.	1.51	Formanian	Tatal
	VAT	LFL (9/)	Expansion	Total	VAT	LFL (9/)	Expansion	Total
	(€ m)	(%)	(%)	(%)	(€ m)	(%)	(%)	(%)
Western Europe (G3)	4,850	0.5%	-1.2%	-0.7%	9,501	-1.0%	-1.7%	-2.7%
Spain	2,261	-0.3%	1.4%	1.1%	4,467	-1.7%	1.1%	-0.6%
Hypermarkets	2,026	-0.7%	0.1%	-0.6%	4,025	-2.0%	0.1%	-1.9%
Supermarkets	204	1.7%	10.2%	11.9%	384	-0.1%	8.7%	8.6%
Others	31	22.8%	55.3%	78.1%	57	13.3%	43.3%	56.6%
Italy	1,541	-2.3%	-2.2%	-4.5%	2,997	-3.4%	-3.2%	-6.6%
Hypermarkets	626	-4.0%	-1.9%	-5.9%	1,241	-3.9%	-2.8%	-6.7%
Supermarkets	604	-2.0%	-4.3%	-6.3%	1,164	-4.4%	-4.8%	-9.2%
Others	311	1.2%	0.9%	2.1%	592	-0.3%	-0.4%	-0.7%
Belgium	1,048	7.1%	-5.7%	+1.4%	2,038	4.7%	-6.0%	-1.3%
Hypermarkets	462	11.0%	-11.3%	-0.3%	912	7.6%	-11.0%	-3.4%
Supermarkets	514	4.2%	-2.0%	2.2%	990	2.4%	-2.5%	-0.1%
Others	72	1.2%	5.2%	6.4%	136	0.6%	4.5%	5.1%

#### **Spain**

Like-for-like sales in Spain were down 4.4% on an ex-petrol ex-calendar basis (vs. -4.2% in Q1) in a persistently difficult environment.

Hypermarket like-for-like sales fell by 3.3% (-4.9% ex-petrol ex-calendar), broadly in line with Q1 performance. Non-food sales were down 8.9% (vs. -13.7% in Q1, impacted by strong comparatives). Food sales were flat and signs of moderate inflation. Carrefour Express sales were up 11.9% in total, or +1.7% on a like-for-like basis.

## Italy

Overall sales decreased by 4.5% this quarter. Like-for-likes were down –4.5% ex-calendar ex-petrol. Ex-petrol and adjusted for calendar, like-for-like sales in hypermarkets fell by 8%, deteriorating from Q1 (-2.9% ex-calendar ex-petrol). Supermarket activity was more resilient, with like-for-like sales down 3.2% ex-petrol ex-calendar, slightly improving on a Q1 performance of -5.4%.

### **Belgium**

Like-for-like sales sales in Belgium were up 6.7% ex-petrol ex-calendar, continuing to build on good momentum since the 2010 restructuring. As a reminder, sales benefited from a weak comparable base, as labor disruptions in 2010 had a negative impact on last year's numbers. Even while taking this benefit into account, the 10.1% increase in hypermarket like-for-like ex-petrol ex-calendar demonstrates improved performance compared to Q1 (+5.2% ex-petrol ex-calendar). Supermarket sales were up 4% on a like-for-like ex-calendar basis.

Our convenience activities were up, with a 6.4% overall (1.2% on a like-for-like basis).

# **GROWTH MARKETS**

- Continued overall growth: +7.2% at constant exchange rates
- Strong growth in Latin American sales, sustained growth in Brazil notably with Atacadao posting double-digit like-for-like performance
- Steady growth in China of 8.1% at constant exchange rates with decelerating LFL sales (flat in Q2)
- Same weak trends in Q2 in European emerging markets as seen in Q1

			Second Qu	arter 2011			First Half 2011					
	Sales inc. VAT (€ m)	LFL (%)	Expansion (%)	Total at constant exch. rates (%)	Currency impact (%)	Total (%)	Sales inc. VAT (€ m)	LFL (%)	Expansion (%)	Total at constant exch. rates (%)	Currency impact (%)	Total (%)
<b>Growth Markets</b>	7,697	3.5%	3.7%	7.2%	-4.1%	3.1%	15,910	2.7%	4.2%	6.9%	0.7%	7.6%
Latin America	4,168	8.1%	4.4%	12.5%	-4.2%	8.3%	8,260	7.0%	5.1%	12.1%	1.2%	13.3%
Brazil	3,070	7.1%	5.0%	12.1%	-0.8%	11.3%	6,073	5.7%	5.9%	11.6%	4.5%	16.1%
Argentina	696	17.4%	3.3%	20.7%	-18.7%	2.0%	1,371	16.6%	3.0%	19.6%	-11.7%	7.9%
Colombia	402	0.2%	2.5%	2.7%	-4.4%	-1.7%	816	-0.3%	3.5%	3.2%	0.1%	3.3%
Asia	1,768	-0.3%	5.6%	5.3%	-6.3%	-1.0%	4,159	0.9%	5.8%	6.7%	1.3%	8.0%
China	1,059	0.0%	8.1%	8.1%	-7.8%	0.3%	2,611	2.2%	8.2%	10.4%	-0.1%	10.3%
Taiwan	326	1.5%	-0.2%	1.3%	-2.5%	-1.2%	761	0.8%	-0.8%	0.0%	4.9%	4.9%
Indonesia	265	1.7%	1.7%	3.4%	-6.4%	-3.0%	531	2.8%	2.2%	5.0%	-0.8%	4.2%
Others countries	118	-10.9%	8.8%	-2.1%	-4.6%	-6.7%	256	-9.5%	9.0%	-0.5%	3.6%	3.1%
Europe	1,761	-2.9%	0.9%	-2.0%	-1.8%	-3.8%	3,491	-4.5%	1.5%	-3.0%	-1.2%	-4.2%
Poland	552	2.9%	0.5%	3.4%	1.2%	4.6%	1,080	-0.2%	-0.2%	-0.4%	+1.1%	+0.7%
Turkey	279	-9.2%	7.3%	-1.9%	-12.7%	-14.6%	585	-8.8%	7.1%	-1.7%	-7.9%	-9.6%
Romania	288	1.4%	5.9%	7.3%	1.1%	8.4%	555	-1.4%	6.0%	4.6%	-0.7%	3.9%
Greece	636	-6.6%	0.5%	-6.1%	0.0%	-6.1%	1,261	-7.3%	0.5%	-6.8%	0.0%	-6.8%
Others countries	5	0.0%	na	na	0.0%	-21.1%	10	0.0%	na	na	0.0%	53.7%

#### **Latin America**

Sales in Latin America increased by 12.5% at constant exchange rates (+8.3% at current exchange rates), boosted by solid like-for-like performance (+8.1%). Expansion in the zone remains sustained and contributed 4.4% to the growth in sales.

**Brazil** recorded growth in sales of 10.2% at constant exchange rates ex-calendar and petrol (+9.5% at current exchange rates excalendar and petrol). Atacadao contributed particularly to the growth in sales, up 20.3% at constant exchange rates, ex-calendar, supported by expansion and strong like-for-likes. Our hypermarkets in the country posted positive like-for-likes for the second quarter in a row thanks to our ongoing restructuring efforts.

In **Argentina**, LFL sales increased by 17.1% on an ex-calendar and ex-petrol basis while in **Colombia**, LFL sales decreased by 1.8% on an ex-petrol ex-calendar basis.

### Asia

Sales in Asia increased by 5.3% at constant exchange rates (-1.0% at current exchange rates). On a like-for-like basis, sales decreased by 0.3%.

In **China**, sales were up 8.1% at constant exchange rates (+0.3% at current exchange rates). On a like-for-like basis ex-calendar, sales increased 0.2%, held back by increasing pressure on consumption especially impacting non-food performance. New retailing regulations also hampered the effective communication of promotional offers.

Taiwan recorded sales up 1.5% on a like-for-like basis, building on the momentum observed in the last months.

In Indonesia, sales increased by 3.4% at constant exchange rates, including a 1.7% increase on a like-for-like basis.

## **Europe**

Sales in our European growth markets decreased by 2% at constant exchange rates (-3.8% at current exchange rates), owing mainly to persistently difficult conditions.

Like for like sales in **Greece** were down by 6.4% ex-petrol. Adjusted for a positive calendar impact of 2.8%, like-for-likes were down 9.2%, deteriorating compared to Q1 reflecting a very difficult consumption environment.

Like-for-likes in Poland were up 2.9% this quarter (-1.2% adjusted for calendar), slightly down on Q1's numbers (+0.4%).

**Turkey** posted sales down 1.9% at constant exchange rates, with weaker performance in like-for-likes (-9.2% on a like-for-like basis). Our sales increased 7.3% in **Romania** (up 0.3% on a like-for-like basis ex-calendar, +8.4% at current exchange rates).

# **EXPANSION**

In the first half of 2011, excluding DIA, we opened or acquired 305 new stores under group banners, accounting for 237,000 sqm in gross new space. Net new space was 94,000 sqm.

Over the second quarter, we opened or acquired 176 new stores under group banners, accounting for 147,000 gross sqm of new space. Net new space was 89,000 sqm.

In **France**, in Q2, we added 15,000sqm, through new store openings or extensions, including 4,000 sqm at hypermarkets, 3,000 sqm at supermarkets, 8,000 sqm for convenience stores. 1 hypermarket, 2 supermarkets and 57 convenience stores were opened or acquired over the period.

In **Europe** (excluding France), in Q2, we opened or acquired 7 new hypermarkets, 23 supermarkets, 63 convenience stores and 2 Cash & Carry. In total, we added a total of 81,000 sqm in space through acquisitions and new store openings.

In Latin America, in Q2, 3 Atacadao, 1 hypermarket and 13 convenience stores were opened or acquired over the quarter, representing a total of 24,000 sqm.

In Asia, in Q2, 4 hypermarkets were opened or acquired, contributing a total of 27,000 sqm.

# **DEVELOPMENT OF STORE NETWORK BY BANNERS – Q2 2011**

No. of stores	March 2011	Openings	Acquisitions	Closures	Transfers	Disposals	June 2011
Hypermarkets	1,401	16	0	2	0	0	1,415
France	231	1	0	0	0	0	232
Europe (ex Fr)	507	7	0	1	0	0	513
Latin America	328	4	0	0	0	0	332
Asia	335	4	0	1	0	0	338
Supermarkets	2,945	25	0	20	-1	0	2,949
France	974	2	0	2	0	0	974
Europe (ex Fr)	1,796	23	0	18	-1	0	1,800
Latin America	158	0	0	0	0	0	158
Asia	17	0	0	0	0	0	17
Convenience	5,059	133	3	82	1	0	5,114
France	3,210	57	3	26	0	0	3,244
Europe (ex Fr)	1,794	63	0	54	1	0	1,804
Latin America	45	13	0	0	0	0	58
Asia	10	0	0	2	0	0	8
Cash & carry	151	2	0	0	0	0	153
France	137	0	0	0	0	0	137
Europe (ex Fr)	13	2	0	0	0	0	15
Asia	1	0	0	0	0	0	1
Total	9,556	176	3	104	0	0	9,631
France	4,552	60	3	28	0	0	4,587
Europe (ex Fr)	4,110	95	0	73	0	0	4,132
Latin America	531	17	0	0	0	0	548
Asia	363	4	0	3	0	0	364

# Q2 2011 — CONSOLIDATED SALES (including VAT)

	Q2 2011 sales (€ m)	Q2 2010 sales (€ m)	Change at current exchange rates (%)	Change at constant exchange rates (%)
France	9,862	9,707	1.6	1.6
Spain	2,261	2,237	1.1	1.1
Italy	1,541	1,615	-4.5	-4.5
Belgium	1,048	1,034	1.4	1.4
Greece	636	678	-6.1	-6.1
Poland	552	528	4.6	3.4
Turkey	279	327	-14.6	-1.9
Romania	288	265	8.4	7.3
Others	5	33	na	na
Europe	6,611	6,717	-1.6	-1.1
Brazil	3,070	2,759	11.3	12.1
Argentina	696	682	2.0	20.7
Colombia	402	409	-1.7	2.7
Latin America	4,168	3,850	8.3	12.5
China	1,059	1,056	0.3	8.1
Taiwan	326	330	-1.2	1.3
Malaysia	93	102	-8.9	-4.0
Indonesia	265	273	-3.0	3.4
Singapore	20	25	-21.1	-20.3
India	6	0	na	na
Asia	1,768	1,786	-1.0	5.3
Group	22,409	22,060	1.6	3.0

# **CONSOLIDATED SALES INC. VAT EX-PETROL FOR G4**

	Second Q	uarter 2011	First H	alf 2011
	Like-for-like ex-petrol (%)	Change at constant exchange rates ex-petrol (%)	Like-for-like ex-petrol (%)	Change at constant exchange rates ex-petrol (%)
France	0.0	0.4	-0.5	-0.2
Hypermarkets	-1.7	-1.4	-2.1	-1.9
Supermarkets	1.3	2.2	1.0	1.4
Others	5.0	4.8	4.5	4.5
Western Europe (G3)	-0.7	-2.1	-2.4	-4.2
Spain	-2.8	-1.3	-4.4	-3.1
Hypermarkets	-3.3	-3.2	-4.8	-4.6
Supermarkets	0.1	10.8	-1.8	7.3
Others	22.8	78.1	13.3	56.6
Italy	-2.6	-5.3	-3.9	-7.5
Hypermarkets	-4.9	-6.8	-5.1	-8.0
Supermarkets	-2.0	-7.3	-4.4	-10.1
Others	1.2	2.1	-0.3	-0.7
Belgium	7.1	1.3	4.7	-1.3
Hypermarkets	11.0	-0.3	7.6	-3.4
Supermarkets	4.2	2.2	2.4	-0.1
Others	1.2	6.4	0.6	5.1

## 2010 CONSOLIDATED STATEMENT OF INCOME PROFORMA

The half- and full-year 2010 income statements presented below take into account following:

- Deconsolidation of Thailand
- Deconsolidation of DIA
- Restatement impact of Brazil

In millions of euros	FY 2010	HY 2010
Sales, net of taxes	80,511	38,710
Loyalty program	(774)	(377)
Other revenues	2,103	1,020
Total revenues	81,840	39,353
Cost of sales	(63,969)	(30,925)
Margin of current activities	17,871	8,428
SG&A	(13,494)	(6,605)
EBITDA	4,377	1,823
Depreciation & provisions	(1,675)	(833)
Current operating income	701, 2	989
Non current income and expenses	(999)	(353)
Operating income	1,703	636
Financial result	(648)	(349)
Result before tax	1,055	287
Income tax	(610)	(238)
Net income from recurring operation of	445	49
Consolidated companies		
Equity accounted companies	34	14
Net income from recurring operation	479	63
Minority interests	(136)	(49)
Net income from recurring operation- Group Share	343	14
Gloup Share	343	14
Discontinuing operations Group Share	90	83
Discontinuing operations Minority Interest	0	0
Total net income	568	146
Net income- Group Share	433	97

Current Operating income (In millions of euros)	FY 2010	HY 2010
France	1,275	503
Europe	706	213
Latam	435	152
Asia	286	121
TOTAL	2,701	989

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