



## 2012 Half-Year Results

**Growth in sales supported by emerging countries**  
**Recurring Operating Income: €769m**  
**Net income from continuing operations, Group share of €199m**  
**Net debt reduced to €9.6bn, a decrease of €1bn vs. June 30, 2011**

(€m)	H1 2011 pro-forma <sup>1</sup>	H1 2012	Var.
Sales ex. VAT	38,475	38,821	+0.9%
EBITDA	1,667	1,590	-4.6%
Recurring Operating Income	838	769	-8.2%
<i>Recurring Operating Margin</i>	2.2%	2.0%	
Non-recurring income and expenses	-870	-63	
Net income from continuing operations, Group share	-879	199	
Net income from discontinued operations, Group share	630	-230	
Net income, Group share	-249	-31	
Net debt at close	10,654	9,629	-9.6%

### Key H1 2012 figures

- Growth in sales of +0.9% to €38.8bn, driven by emerging markets
- Recurring Operating Income of €769m, supported by Latin America but impacted by the economic environment in Southern Europe, vs €838m in H1 2011
- Net income from continuing operations, Group share, of €199m, vs. a loss of €879m in H1 2011
- Net income from discontinued operations, Group share, of -€230m, largely resulting from the disposal of Greece as announced in the press release dated June 15<sup>th</sup>
- Net income, Group share, of -€31m, vs. a loss of €249m in H1 2011

### Key H1 2012 highlights

- **Full consolidation of Guyenne & Gascogne** as from June 1, 2012, after the success of the cash tender offer with a secondary option in shares, followed by a compulsory buyout offer
- **Reorganization of the partnership in Greece:** Carrefour sold its stake in its joint venture to its partner Marinopoulos, which becomes the exclusive franchisee of Carrefour in Greece, Cyprus and the Balkans
- **Exit from Singapore:** planned closure of the 2 stores by year-end. Operations in the country are also reclassified under discontinued operations in H1 2012 and 2011 accounts have been restated pro-forma
- **Acquisition of 129 Eki stores in Argentina,** effective June 2012, consolidating Carrefour's leadership in the country
- **Completion of the partnership with Itaú Unibanco in Brazil** in financial services

<sup>1</sup> Following the reorganization of the partnership in Greece announced on June 15, 2012, activities in the country have been reclassified as discontinued operations as from January 1, 2012. Activities in Singapore have also been reclassified as discontinued operations following management's decision to cease operations in the country. 2011 P&L has been restated pro-forma as a result of these two operations in accordance with IFRS 5. Variations are pro-forma excluding Greece and Singapore.

## Performance by zone

€ millions	Net sales				Recurring operating income		
	H1 2011 pro-forma	H1 2012	Var.	Variation at constant exch. rates, including petrol	H1 2011 pro-forma	H1 2012	Var.
France	17,073	16,995	-0.5%	-0.5%	299	279	-6.7%
Europe	10,423	10,114	-3.0%	-1.8%	220	150	-32.0%
Latin America	7,298	7,682	+5.3%	+8.3%	222	245	+10.1%
Asia	3,681	4,031	+9.5%	+0.7%	121	116	-4.1%
Global functions					-24	-20	+15.8%
<b>Total</b>	<b>38,475</b>	<b>38,821</b>	<b>+0.9%</b>	<b>+0.9%</b>	<b>838</b>	<b>769</b>	<b>-8.2%</b>

### France

In France, sales were down 0.5%, supported by growth in food sales but impacted by the decline in non-food sales, notably in seasonal goods. Continued investment in prices had a slightly negative effect on commercial margin. SG&A were stable as a percentage of sales. Recurring operating income was down 6.7% to €279m.

### Europe

In Europe, sales decreased by 1.8% at constant exchange rates (-3.0% at current exchange rates), reflecting the difficult economic environment, especially in Southern Europe. Belgium recorded an increase in sales. Overall, recurring operating income amounted to €150m, down 32% compared to H1 2011. A large part of the decrease in recurring operating income is attributable to Spain, where the decrease in sales and investments in the offer are only partially offset by the significant reduction in distribution costs.

### Latin America

Sales growth in Latin America remained strong (+8.3% at constant exchange rates and +5.3% at current exchange rates), driven by strong like-for-like performance, notably at Atacadao in Brazil. Commercial margin was up. Recurring operating income rose 10.1% to €245m, driven by Brazil.

### Asia

Sales in Asia increased by 0.7% at constant exchange rates (+9.5% at current exchange rates), marked by stable sales in China and a sustained increase in Indonesia. Commercial margin improved. Distribution costs rose, mainly due to wage inflation in China. Recurring operating income was down 4.1% to €116m.

## Analysis of H1 2012 results

### Income statement

- **Sales** increased by 0.9% vs. H1 2011 restated for operations in Greece and Singapore. The variation is similar at constant exchange rates.
- **Gross margin from current operations** was resilient at 21.5% of sales, unchanged from H1 2011. Commercial margin improved in emerging countries.
- **SG&A costs**, including asset costs were up 1.6%, or 10 basis points as a percentage of sales. Distribution costs fell slightly in France and Europe, but increased in Latin America and Asia as a result of wage inflation.
- **Recurring operating income** was down 8.2% to €769m.
- **Net non-recurring expense** amounted to €63m. Proceeds from disposals of €152m (of which €111m from Altis) partially offset reorganization costs of €47m, depreciation of assets for €51m and other items for €117m, of which settlement of a tax dispute in Brazil for €105m.
- As a result, **the Group's operating income** reached €706m vs. a loss of €31m in H1 2011
- **Financial expenses** increased by 4.3% to €344m.
- The **tax charge** was €126m, down 73.9% vs. H1 2011. The effective tax rate was 34.8%, significantly lower than in H1 2011, which was marked by exceptional charges.
- **Minority interests** were stable, at €60m vs. €59m in H1 2011.
- **Net income from recurring operations, Group share** stood at €199m, vs. -€879m in H1 2011.
- The impact of **discontinued operations, Group share** was -€230m. This is largely attributable to the disposal of our operations in Greece and the end of our operations in Singapore. This compares to net income from discontinued operations, Group share of €630m in H1 2011, which included the gain on the sale of our operations in Thailand.
- As a result, **net income, Group share**, improved to -€31m vs. a loss of €249m in H1 2011.

### Cash flow statement & debt

- **Cash flow from operations (excluding discontinued operations)** amounted to €907m, down 25%, primarily reflecting the drop in EBITDA and settlement of Brazilian tax litigation.
- The **variation of working capital requirements** was -€2,587m (vs. -€3,472m in H1 2011), mainly reflecting the improvement in our inventory levels.
- **Capital expenditure** was €603m, down 17% compared to the H1 2011 figure of €725m (excluding Greece and Singapore), which included investments linked to the roll-out of Planet in France and Europe.
- As a result, **free cash-flow** improved by €444m, to -€2,783m vs. -€3,227m in H1 2011.
- **Cash-in from disposals** stood at €236m, of which €153m linked to the sale of the Group's stake in Altis. The Guyenne & Gascogne transaction led to a cash outflow of €239m.
- **Net financial debt** improved by €1bn, at €9,629m at June 30, 2012 compared to June 30, 2011.

**AGENDA**  
Q3 2012 sales: October 11, 2012

## APPENDIX

## CONSOLIDATED INCOME STATEMENT

(In millions of euros)	H1 2011 pro-forma	H1 2012	% Prog
<b>Sales, net of taxes</b>	<b>38,475</b>	<b>38,821</b>	<b>0.9</b>
Loyalty program	-450	-377	-16.2
Other revenues	1,093	1,203	10.0
<b>Total revenues</b>	<b>39,118</b>	<b>39,647</b>	<b>1.4</b>
Cost of sales	-30,829	-31,304	1.5
Gross margin of current operations	8,289	8,343	0.6
SG&A	-6,623	-6,753	2.0
<b>Current operating income before D&amp;A and provisions (EBITDA)</b>	<b>1,667</b>	<b>1,590</b>	<b>-4.6</b>
Depreciation & provisions	-828	-820	-1.0
<b>Recurring operating income</b>	<b>838</b>	<b>769</b>	<b>-8.2</b>
Non current income and expenses	-870	-63	
<b>Operating income</b>	<b>-32</b>	<b>706</b>	
Financial result	-330	-344	
Result before tax	-362	362	
Income tax	-482	-126	
Equity accounted companies	24	23	
Minority interests	-59	-60	
<b>Net income from recurring operations Group Share</b>	<b>-879</b>	<b>199</b>	
Discontinued operations Group Share	630	-230	
Discontinued operations Minority Interest	-50	-50	
Total net income	-241	-21	
Net income - Group Share	-249	-31	

## MAIN RATIOS

	H1 2011 pro forma	H1 2012
Gross margin from current operations / Sales	21.5%	21.5%
SG&A / Sales	17.2%	17.4%
Recurring operating income / Sales	2.2%	2.0%
Operating income / Sales	-0.1%	1.8%

<b>CONSOLIDATED BALANCE SHEET</b>
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(In millions of euros)	H1 2011	H1 2012
<b>ASSETS</b>		
Intangible assets	11,366	9,634
Tangible assets	13,377	12,953
Financial investments	1,732	1,739
Deferred tax assets	835	795
Investment properties	536	560
Consumer credit from financial-services companies- long term	2,079	2,062
<b>Non current assets</b>	<b>29,925</b>	<b>27,744</b>
Inventories	6,494	6,159
Trade receivables	2,629	2,483
Consumer credit from financial-services companies- short term	3,356	3,389
Tax receivables	657	622
Other receivables	1,060	1,038
Current financial assets	304	181
Cash and cash equivalents	1,713	2,523
<b>Current assets</b>	<b>16,214</b>	<b>16,396</b>
<b>Assets held for sale</b>	<b>3,651</b>	<b>880</b>
<b>TOTAL</b>	<b>49,791</b>	<b>45,019</b>
 <b>LIABILITIES</b>		
Shareholders equity, Group Share	6,028	6,399
Minority interests in consolidated companies	935	849
<b>Shareholders equity</b>	<b>6,963</b>	<b>7,248</b>
Deferred tax liabilities	707	604
Provisions for contingencies	3,559	3,564
Borrowings- long term	9,726	8,860
Bank loans refinancing- long term	441	587
<b>Non current liabilities</b>	<b>14,434</b>	<b>13,615</b>
Borrowings – short term	2,946	3,473
Trade payables	12,335	11,929
Bank loans refinancing –short term	4,344	4,155
Tax payables & others	1,079	1,093
Other debts	5,278	2,649
<b>Current liabilities</b>	<b>25,982</b>	<b>23,299</b>
<b>Liabilities related to assets held for sale</b>	<b>2,411</b>	<b>858</b>
<b>TOTAL</b>	<b>49,791</b>	<b>45,019</b>

## CONSOLIDATED CASH FLOW STATEMENT

(In millions of euros)	H1 2011	H1 2012
<b>NET DEBT OPENING</b>	<b>-7,998</b>	<b>-6,911</b>
Gross cash flow (ex. discontinued activities)	1,214	907
Change in working capital	-3,472	-2,587
Discontinued activities	77	-96
<b>Cash flow from operations (ex. financial services)</b>	<b>-2,181</b>	<b>-1,776</b>
Capital expenditures	-725	-603
Change in payables to fixed asset suppliers	-142	-384
Discontinued activities	-180	-20
<b>Free Cash Flow</b>	<b>-3,227</b>	<b>-2,783</b>
Financial investments	-51	-153
Disposals	68	236
Others	12	-56
Discontinued activities	564	-7
<b>Cash Flow after investments</b>	<b>-2,633</b>	<b>-2,763</b>
Dividends and capital increase	-93	-49
Acquisition and disposal of investments without change of control	-	47
Treasury shares	-99	-
Others	214	10
Discontinued activities	58	56
Consumer credit impact	-104	-19
<b>NET DEBT CLOSING</b>	<b>-10,654</b>	<b>-9,629</b>

## CHANGES IN SHAREHOLDER EQUITY

In millions of euros	Total shareholders' equity	Shareholders' equity, Group share	Minority interests
<b>At December 31, 2011</b>	<b>7,627</b>	<b>6,618</b>	<b>1,008</b>
H1 2012 net income	-21	-31	10
2011 dividends	-441	-348	-93
Capital increase and premiums	189	188	1
Foreign currency translation adjustments	64	46	18
Impact of changes in perimeter	-163	-68	-96
Other	-7	-6	-1
<b>At June 30, 2012</b>	<b>7,248</b>	<b>6,400</b>	<b>848</b>

<b>IMPACT OF RESTATEMENTS ON H1 2011 P&amp;L (REPORTED/PRO FORMA)</b>
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(In millions of euros)	H1 2011 reported	Impact of Greece & Singapore	H1 2011 pro-forma
<b>Sales, net of taxes</b>	<b>39,607</b>	<b>-1,132</b>	<b>38,475</b>
Loyalty program	-451	1	-450
Other revenues	1,100	-7	1,093
<b>Total revenues</b>	<b>40,256</b>	<b>-1,138</b>	<b>39,118</b>
Cost of sales	-31,763	934	-30,829
Gross margin of current operations	8,494	-204	8,289
SG&A	-6,869	246	-6,623
<b>Current operating income before D&amp;A and provisions (EBITDA)</b>	<b>1,625</b>	<b>41</b>	<b>1,667</b>
Depreciation & provisions	-853	24	-828
<b>Recurring operating income</b>	<b>772</b>	<b>66</b>	<b>838</b>
Non current income and expenses	-884	14	-870
<b>Operating income</b>	<b>-112</b>	<b>80</b>	<b>-31</b>
Financial result	-342	11	-330
Result before tax	<b>-453</b>	<b>92</b>	<b>-362</b>
Income tax	-490	7	-482
Equity accounted companies	25	-1	24
Minority interests	-9	-50	-59
<b>Net income from recurring operations Group Share</b>	<b>-927</b>	<b>48</b>	<b>-879</b>
Discontinued operations Group Share	679	-48	630
Discontinued operations Minority Interest	-1	-50	-50
Total net income	-241	0	-241
Net income - Group Share	-249	0	-249

<b>IMPACT OF RESTATEMENTS ON FULL YEAR 2011 P&amp;L (REPORTED/PRO FORMA)</b>
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In millions of euros	2011 reported	Impact of Greece & Singapore	2011 pro-forma
<b>Sales, net of taxes</b>	<b>81,271</b>	<b>-2,238</b>	<b>79,033</b>
Loyalty program	-816	4	-812
Other revenues	2,309	-18	2,291
<b>Total revenues</b>	<b>82,764</b>	<b>-2,252</b>	<b>80,512</b>
Cost of sales	-64,912	1,836	-63,076
Gross margin of current operations	17,852	-416	17,436
SG&A	-13,969	492	-13,477
<b>Current operating income before D&amp;A and provisions (EBITDA)</b>	<b>3,883</b>	<b>76</b>	<b>3,959</b>
Depreciation & provisions	-1,701	48	-1,653
<b>Recurring operating income</b>	<b>2,182</b>	<b>124</b>	<b>2,306</b>
Non current income and expenses	-2,662	269	-2,393
<b>Operating income</b>	<b>-481</b>	<b>394</b>	<b>-87</b>
Financial result	-757	27	-731
Result before tax	<b>-1,238</b>	<b>420</b>	<b>-818</b>
Income tax	-1,002	42	-960
Equity accounted companies	64	0	64
Minority interests	-25	-138	-163
<b>Net income from recurring operations Group Share</b>	<b>-2,202</b>	<b>324</b>	<b>-1,878</b>
Discontinued operations Group Share	2,573	-324	2,249
Discontinued operations Minority Interest	7	-138	-131
Total net income	404	0	404
Net income - Group Share	371	0	371



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## DEFINITIONS

- **Gross margin from current operations**

Gross margin from current operations is the difference between the sum of net sales, other income and the cost of goods sold.

- **Recurring Operating Income Before Depreciation and Amortization (EBITDA)**

Recurring Operating Income Before Depreciation and Amortization (EBITDA) is defined as the difference between the gross margin from current operations and sales, general and administrative expenses.

- **Recurring Operating Income**

Recurring Operating Income is defined as the difference between the gross margin from current operations and sales, general and administrative expenses, depreciation and amortization.

- **Operating Income (EBIT)**

Operating Income (EBIT) is defined as the difference between gross margin from current operations and sales, general and administrative expenses, depreciation, amortization and non-recurring items

- **Free cash flow**

Free cash flow is defined as the difference between funds generated by operations and capital expenditures.