

### CASINO GROUP: THIRD QUARTER 2012 SALES

- **Strong growth in sales at €11.8 billion (+35.2%), driven by International, which now makes up 60.4% of the Group's operations**
- **Sustained organic\* growth up in Q3 over Q2 2012: +4.2% (vs. +3.4% in Q2 2012)**
  - ✓ **Internationally**, very good performance (+8.8%) in sequential acceleration over Q2 2012 (+7.7%)
  - ✓ **In France**, business is resilient (+0.2%), boosted by the excellent performance of Cdiscount (+22.8%) and by the improved trends on convenience and discount formats.

### EVOLUTION OF THE GROUP'S CONSOLIDATED NET SALES IN THE 3<sup>RD</sup> QUARTER OF 2012

<i>Consolidated net sales (before tax)</i>	Q3 2011	Q3 2012	<i>Evolution Q3 2012/Q3 2011</i>	
	in €m	in €m	<i>Growth</i>	<i>Organic growth*</i>
<b>Total continuing operations</b>	<b>8,705</b>	<b>11,767</b>	<b>+35.2%</b>	<b>+4.2%</b>
France	4,737	4,663	-1.6%	+0.2%
International	3,968	7,104	+79%	+8.8%

In the third quarter of 2012, the Group's consolidated sales were up +35.2%. Organic growth\* was steady at +4.2% (+3.8% including petrol and calendar effect). Group same-store sales increased +2.2% excluding petrol.

Changes in scope positively contributed +33.9%, primarily under the impact of the full consolidation of GPA as of 2 July 2012. Foreign-exchange rates had an unfavourable impact of -2.5%. The petrol effect was minimal for the quarter. The calendar effect was negative in France (-0.8%) and nil internationally.

\*Excluding petrol and calendar effect; organic growth is growth at constant scope of consolidation and exchange rates.

### In France, resilient sales on an organic basis

In France, organic growth was **+0.2%** in the third quarter excluding calendar, up sequentially over Q2 (-0.5%). Reported sales declined by -1.6% after factoring in the deconsolidation of a master franchisee at Franprix-Leader Price.

- ✓ Despite a soft consumer environment, **convenience** formats posted satisfactory results. Sales for Monoprix, Casino supermarkets and superettes continue to grow on an organic basis. Total sales for superettes are improving (+0.1% and +0.6% excluding calendar effect), compared to a decline of -2.9% in Q2 2012.
- ✓ **Franprix-Leader Price** posted stable sales on an organic basis, excluding the calendar effect, an improvement over the previous quarter (-1.3%).
- ✓ **Géant's** performance was affected by the decline in non-food, in particular on multimedia. The banner continues and accelerates the reduction of its non-food selling areas.
- ✓ Inversely, **Cdiscount** stepped up its growth (**+22.8%**), benefiting from excellent performance during the summer sales.
- ✓ In all, **non-food sales** by Géant and Cdiscount grew **+2.2%** in the third quarter.

### International: continued strong organic growth: +8.8%

Casino Group's international subsidiaries generated strong growth once again this quarter. Sales rose **+8.8%** on an organic basis excluding the calendar effect. Total sales for International subsidiaries, which rose **+79%**, also benefited from the full consolidation of GPA.

The foreign-exchange effect had a negative impact of -5.5% on international sales in the third quarter 2012.

- ✓ **Latin America** posted strong organic growth of **+9.6%**, driven by high same-store growth in Brazil and dynamic expansion in Colombia.
- ✓ Organic growth for **Asia** is still very significant at **+10.2%**, due to the sustained pace of expansion, especially in Thailand, where same-store growth improved in the third quarter.

Total **International** sales accounted for **60.4% of Group sales** over the period, compared with 46% in Q3 2011.

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**FRANCE: SALES ANALYSIS - Q3 2012**

Sales in **France** came to **€4,663 million** in the third quarter of 2012, an increase of **+0.2%** in organic growth, excluding petrol and the calendar effect.

**Sales growth**

<i>In €m</i>	Q3 2011	Q3 2012	Reported growth	Organic growth*	
			Q3 2012	Q3 2012	Q2 2012
<b>Net sales before tax - France</b>	<b>4,737</b>	<b>4,662.9</b>	-1.6%	+0.2%	-0.5%
<b>Casino France</b>	<b>3,237.1</b>	<b>3,201.1</b>	-1.1%	+0.1%	-0.7%
Géant Casino hypermarkets	1,463.1	1,358.0	-7.2%	-7%	-5.9%
Casino supermarkets	970.9	1,001.3	+3.1%	+3.5%	+3.5%
Superettes	426.9	427.1	+0.1%	+0.6%	-3.2%
Cdiscount & Other businesses	376.2	414.6	+10.2%	+14.2%	+9.1%
<b>Franprix – Leader Price</b>	<b>1,044.4</b>	<b>1,003.2</b>	-3.9%	+0%	-1.3%
<b>Monoprix</b>	<b>455.5</b>	<b>458.6</b>	+0.7%	+1.4%	+1.5%

**Evolution in same-store sales, excluding petrol**

	Q3 2012	excluding calendar effect	
		Q3 2012	Q2 2012
Géant Casino hypermarkets	-6.3%	-5.4%	-4%
Casino supermarkets	-2.6%	-1.7%	-1.4%
Franprix	-2.7%	-2.6%	-3%
Leader Price	-1.6%	+0.1%	-2.8%
Monoprix	-0.6%	+0.2%	+0.5%

\* Excluding petrol and calendar effect

- **Casino France**

Same-store sales\* excluding petrol for **Géant Casino** were down -5.4%. During the quarter, Géant suffered notably from the impact of unfavourable weather and from the ongoing trend on **non-food**.

In a context of soft consumption, same-store **food** sales were down -2.9%\*.

**Non-food** same-store sales fell by -7.3%\*, without multimedia, for which the banner pursues the reduction of sales areas at an accelerated pace.

At the end of Q3, the banner already reached its annual target by reducing by 7.5% the non-food sales area of 80 stores.

Total sales area of hypermarkets will decrease by 2.4% in 2012.

Excluding petrol and calendar effect, organic growth in sales in **Casino Supermarkets** was up **+3.5%**. The banner has kept up its strategy of excellence in fresh goods and rollout of local products labelled "Le Meilleur d'ici" ("the Best from Here"), as well as highlighting its own private label, whose performance over the quarter was satisfactory. Total sales grew **+3.1%**. Same-store sales excluding the calendar effect were down -1.7%.

Sales in **superettes** are posting **+0.6%** organic growth (excluding the calendar effect), marking an improvement over Q2 2012. This performance was sustained by expansion, with Casino having opened 61 stores. 2 Petit Casino have been converted into Casino Shop. Moreover, since July, 17 Coop d'Alsace stores have joined the Casino proximity network. In total 48 Coop d'Alsace are affiliated.

**Cdiscount** sales rose **+22.8%** because of excellent performances obtained during the most recent sales. All product categories are developing very dynamically. The market place continues its growth, in line with the plan, making it possible to expand the total number of offers available on the Cdiscount website to 900,000, of which 100,000 are sold directly by Cdiscount. It already represents more than 7% of total business volume, which is up by 30%. Sales via m-commerce (smartphones and tablets) have increased faster than activity.

The Group has continued to roll out its multi-channel strategy over the third quarter, completing the number of pick-up points in its stores. There are now a total of **2,450** points for packages under 30 kg, and **450** points for packages over 30 kg.

Total **non-food** sales (cumulative) in France by **Géant and Cdiscount** rose **+2.2%** over Q3.

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\* Excluding calendar (-0.9% over Q3) and restated for the transfer of four hypermarkets to Casino Supermarkets

- **Franprix – Leader Price**

**Leader Price** posted an increase of **+0.1%** in its same-store sales, excluding the calendar effect, an improvement over H1 2012. Sales & marketing activities initiated since the start of the year, from the standpoint of both assortment and pricing, are ongoing, and their good results are validating Leader Price's recent strategic trend. 12 stores have opened since the year began, of which 4 over the period. The rollout of Cdiscount pick-up points continues satisfactorily, with 150 pick-up points currently in place.

Sales for **Franprix** rose **+0.1%** on an organic basis excluding the calendar effect for the quarter, an improvement compared with the previous quarter. Sales benefited notably from the improvement in private label performance. The loyalty card is also being rolled out throughout the store network. The banner has opened 7 stores over the period. Same-store sales exclusive of the calendar effect were down -2.6%, compared with -2.9% in Q2 2012.

Total **Franprix-Leader Price** sales were down -3.9% after factoring in the deconsolidation of a master franchisee.

- **Monoprix**

Sales at **Monoprix** rose **+1.4%** on an organic basis excluding the calendar effect. In a difficult market, the clothing, drugstore and beauty corners posted good performance in September. Online food sales also recorded very strong growth. Same-store growth excluding the calendar effect was +0.2%, in line with Q2 (+0.5%). Monoprix opened 7 stores over the period.

### INTERNATIONAL: SALES ANALYSIS - Q3 2012

Consolidated sales at International subsidiaries rose substantially by **+79%**.

**Scope** effects had a positive impact of **+75.6%**, related to the full consolidation of GPA.

**Exchange rates** had an unfavourable impact of **-5.5%**, resulting primarily from the Brazilian real's sharp depreciation against the euro.

Once again, **organic growth** was very high at **+8.8%\***, an improvement over Q2 (+7.7%), driven by good performance in both Latin America and Asia.

### Change in International sales growth in Q3 2012

	Reported growth	Organic growth*	Same-store growth
Latin America	+98.7%	+9.6%	+7.5%
Asia	+19.9%	+9.8%	+3.5%

\* Excluding petrol and calendar effect

**In Latin America**, same-store sales showed steady growth of **+7.5%**, reflecting especially GPA's good performance. Organic growth was +9.6%, boosted by continued rapid expansion, particularly in Colombia. In all, sales rose 98.7%, primarily under the impact of the full consolidation of GPA.

- **GPA in Brazil**

In **Brazil**, **GPA** posted same-store sales up **+8.1%**.

Same-store sales for GPA Food were up **+6.8%\***, driven by the success of the new Assaí cash & carry format which shows excellent performance. Minimercado Extra proximity stores benefited from the latest effects of the conversion of Extra Facil stores to that format, while the other food banners benefited from the conversion of Sendas and Comprebem stores in Q3 2011. The group pursued its policy of innovation over the quarter, notably by launching its first virtual storefront in São Paulo. Expansion pace was accelerated with the opening of 15 new stores during the quarter (i.e. **+2.4%\*** in square meters): 3 hypermarkets, 4 supermarkets and 8 Minimercado were opened.

Same-store sales for Viavarejo increased **+7.5%\***, driven by significant sales initiatives and the extension of tax incentives on purchases of household appliances and furnishings. The assortment in store also improved. The expansion continued in Q3, with the opening of 9 Casas Bahia stores.

- **Exito in Colombia**

Total sales for Exito grew strongly in the third quarter, under the combined influence of high organic growth and a favourable foreign-exchange and calendar effect. Exito benefited from the rapid expansion of its store network. The strengthening of private labels had a positive effect on sales, as did the continued development of activities complementary to retail (specifically credit and insurance).

The expansion of **Exito** was focused on the development of convenience and discount stores, with the opening of 5 Exito Express, 6 Surtimax, 1 Exito supermarket and 1 Exito hypermarket.

*Exito's Q3 earnings will be released on 24 October 2012.*

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\* Gross same-store sales published by GPA.

In **Asia**, same-store growth came out at +3.5%. **Organic** growth in sales excluding the calendar effect maintained a high level of **+9.8%**. Total sales grew **+19.9%**.

- **Big C Thailand**

**Big C** posted **organic sales growth** excluding calendar of **+7.6%**. Big C's same-store performance was robust at +3.6%, thanks to the very good results of promotional operations during the quarter, including the 19<sup>th</sup> anniversary of the banner, the success of the Extra premium concept, and the roll-out of the loyalty card. The promotional operations contribute to reinforce the leadership of Big C on the low prices. The roll-out of the partnership with service-station operator Bangchak continues, with the opening of pilot stores in the area around Bangkok. Big C continues to finalise the resolution of logistical and procurement problems caused by the floods in late 2011.

Expansion has had an increased contribution to organic growth, with the opening of 3 hypermarkets and many convenience formats over the quarter: 3 supermarkets, 15 Mini Big C and 15 Pure.

- **Big C Vietnam**

**Big C Vietnam** continued to post **very strong growth** in its sales on an **organic basis**, driven by recent expansion efforts. The banner has opened 1 hypermarket and 1 shopping mall during the quarter. Sales from the latest stores and malls to open have been very satisfactory. Over the quarter, Big C launched a private label offering regional, in-season fresh goods, and continued to roll out its loyalty programme.

In the **Indian Ocean**, same-store sales were down due to an unfavourable economic context in La Réunion.

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## PERSPECTIVES

In **France**, in a backdrop of soft consumption, the Group will continue to deploy its actions plan aiming at controlling its costs and reinforcing its operating excellence, in particular in hypermarkets. Expansion will continue in buoyant formats and channels, i.e. convenience, discount and e-commerce.

**Internationally**, where the Group holds leading or co-leading positions on high-potential markets, organic growth should continue at a sustained pace, based upon a strong commercial dynamic and expansion.

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## APPENDICES

### Main changes in the scope of consolidation

- Change in GPA stake, fully consolidated since July 2012. GPA was consolidated at 43.1% as of 30 September 2011.
- Full consolidation of DSO into Franprix - Leader Price from February 2011 to August 2011.
- Full consolidation of BARAT into Franprix - Leader Price from March 2012.
- Full consolidation of companies owning 21 stores within the Franprix - Leader Price Group as of July 2012.

	Third quarter		Change		9 months		Change	
	2011 €m	2012 €m	Reported	At constant exchange rates	2011 €m	2012 €m	Reported	At constant exchange rates
<b>FRANCE</b>	<b>4,737.0</b>	<b>4,662.9</b>	<b>-1.6%</b>	<b>-1.6%</b>	<b>13,839.2</b>	<b>13,689.3</b>	<b>-1.1%</b>	<b>-1.1%</b>
<i>Of which:</i>								
<b>Casino France</b>	<b>3,237.1</b>	<b>3,201.1</b>	<b>-1.1%</b>	<b>-1.1%</b>	<b>9,103.7</b>	<b>9,063.1</b>	<b>-0.4%</b>	<b>-0.4%</b>
Géant Casino hypermarkets	1,463.1	1,358.0	-7.2%	-7.2%	4,100.5	3,906.3	-4.7%	-4.7%
Casino supermarkets	970.9	1,001.3	+3.1%	+3.1%	2,713.5	2,800.8	+3.2%	+3.2%
Superettes	426.9	427.1	+0.1%	+0.1%	1,142.0	1,140.4	-0.1%	-0.1%
Other businesses	376.2	414.6	+10.2%	+10.2%	1,147.6	1,215.5	+5.9%	+5.9%
<b>Franprix – Leader Price</b>	<b>1,044.4</b>	<b>1,003.2</b>	<b>-3.9%</b>	<b>-3.9%</b>	<b>3,303.3</b>	<b>3,161.2</b>	<b>-4.3%</b>	<b>-4.3%</b>
<b>Monoprix</b>	<b>455.5</b>	<b>458.6</b>	<b>+0.7%</b>	<b>+0.7%</b>	<b>1,432.2</b>	<b>1,465.1</b>	<b>+2.3%</b>	<b>+2.3%</b>
<b>INTERNATIONAL</b>	<b>3,968.0</b>	<b>7 104,1</b>	<b>+79%</b>	<b>+84.6%</b>	<b>11,009.5</b>	<b>15,425.6</b>	<b>+40.1%</b>	<b>+41.8%</b>
<i>Of which:</i>								
<b>Latin America</b>	<b>3,044</b>	<b>6,049.8</b>	<b>+98.7%</b>	<b>+108.2%</b>	<b>8,229.6</b>	<b>12,306.2</b>	<b>+49.5%</b>	<b>+53.7%</b>
<b>Asia</b>	<b>708.6</b>	<b>849.6</b>	<b>+19.9%</b>	<b>+10.2%</b>	<b>2,139.4</b>	<b>2,491.0</b>	<b>+16.4%</b>	<b>+9.1%</b>
<b>Other sectors</b>	<b>215.4</b>	<b>204.7</b>	<b>-5%</b>	<b>-5.2%</b>	<b>640.5</b>	<b>628.4</b>	<b>-1.9%</b>	<b>-2.2%</b>
<b>NET SALES FROM CONTINUING OPERATIONS</b>	<b>8,705</b>	<b>11,767.0</b>	<b>+35.2%</b>	<b>+37.7%</b>	<b>24,848.6</b>	<b>29,114.9</b>	<b>+17.2%</b>	<b>+17.9%</b>

If Casino group had become sole controlling shareholder of GPA on 1 January 2012 (full consolidation at 100% of GPA from this date), Latin America total sales under the period ended on 30 September 2012 would have been €14,755.4m, bringing the total Group sales to €34,983.6m.

### Exchange rates

<i>Average exchange rates</i>	H1 2011	H1 2012	Change	9-month 2011	9-month 2012	Change
Argentina (ARS / EUR)	0.176	0.176	<b>-0.3%</b>	0.174	0.175	<b>+0.5%</b>
Uruguay (UYU / EUR)	0.037	0.039	<b>+4.0%</b>	0.037	0.038	<b>+2.5%</b>
Thailand (THB / EUR)	0.023	0.025	<b>+5.7%</b>	0.023	0.025	<b>+6.6%</b>
Vietnam (VND / EUR) (x1,000)	0.035	0.037	<b>+5.5%</b>	0.035	0.038	<b>+7.5%</b>
Colombia (COP / EUR) (x1,000)	0.388	0.430	<b>+10.8%</b>	0.390	0.435	<b>+11.4%</b>
Brazil (BRL / EUR)	0.437	0.414	<b>-5.3%</b>	0.436	0.407	<b>-6.6%</b>

**Organic growth:** the organic growth is at constant scope of consolidation and exchange rates.

**PERIOD-END STORE NETWORK: FRANCE**

<b>FRANCE</b>	<b>31 Dec. 2011</b>	<b>30 June 2012</b>	<b>30 Sept. 2012</b>
<b>Géant Casino hypermarkets</b>	<b>127</b>	<b>123</b>	<b>125</b>
<i>Of which French Affiliates</i>	8	8	9
<i>International Affiliates</i>	5	5	6
+ service stations	101	97	97
<b>Casino supermarkets</b>	<b>422</b>	<b>434</b>	<b>439</b>
<i>Of which French Affiliates</i>	51	54	55
<i>International Franchise Affiliates</i>	32	35	39
+ service stations	170	172	172
<b>Franprix supermarkets</b>	<b>897</b>	<b>897</b>	<b>894</b>
<i>Of which Franchise outlets</i>	379	384	387
<b>Monoprix supermarkets</b>	<b>514</b>	<b>523</b>	<b>527</b>
<i>Of which Naturalia</i>	55	60	61
<i>Of which Franchise outlets/Affiliates</i>	130	131	133
<b>Leader Price discount stores</b>	<b>608</b>	<b>599</b>	<b>601</b>
<i>Of which Franchise outlets</i>	271	256	238
<b>Total supermarkets and discount stores</b>	<b>2,441</b>	<b>2,453</b>	<b>2,461</b>
<i>Of which Franchise outlets/Stores operated under business leases</i>	863	860	852
<b>Petit Casino superettes</b>	<b>1,758</b>	<b>1,707</b>	<b>1,657</b>
<i>Of which Franchise outlets</i>	29	26	26
<b>Casino Shopping superettes</b>	<b>6</b>	<b>10</b>	<b>10</b>
<b>Casino Shop superettes</b>	<b>16</b>	<b>27</b>	<b>29</b>
<b>Eco Services superettes</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Coop Alsace superettes</b>		<b>31</b>	<b>48</b>
<i>Of which Franchise outlets</i>		31	48
<b>Spar superettes</b>	<b>956</b>	<b>972</b>	<b>969</b>
<i>Of which Franchise outlets</i>	755	748	747
<b>Vival superettes</b>	<b>1,752</b>	<b>1,708</b>	<b>1,699</b>
<i>Of which Franchise outlets</i>	1,750	1,706	1,698
<b>Casitalia and C'Asia superettes</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Other Franchise stores</b>	<b>1,134</b>	<b>1,109</b>	<b>1,104</b>
<i>Corner, Relay, Shell, Elf, Carmag...</i>	1,134	1,109	1,104
<b>Wholesale activity</b>	<b>937</b>	<b>935</b>	<b>935</b>
<b>TOTAL CONVENIENCE STORES</b>	<b>6,561</b>	<b>6,501</b>	<b>6,453</b>
<i>Of which Franchise outlets/Stores operated under business leases/Wholesale</i>	4,606	4,556	4,559
<b>Other Affiliate stores</b>	<b>26</b>	<b>28</b>	<b>29</b>
<i>Of which French Affiliates</i>	18	19	19
<i>International Affiliates</i>	8	9	10
<b>Other businesses</b>	<b>295</b>	<b>304</b>	<b>308</b>
<i>Cafeterias</i>	293	302	306
<i>Cdiscount</i>	2	2	2
<b>TOTAL France</b>	<b>9,450</b>	<b>9,409</b>	<b>9,376</b>
Hypermarkets (HM)	127	123	125
Supermarkets (SM)	1,833	1,854	1,860
Discount (DIS)	608	599	601
Superettes (SUP) and other stores (MAG)	6,587	6,529	6,482
Other (DIV)	295	304	308

**PERIOD-END STORE NETWORK: INTERNATIONAL**

<b>International</b>	<b>31 Dec. 2011</b>	<b>30 June 2012</b>	<b>30 Sept. 2012</b>
<b>ARGENTINA</b>	<b>24</b>	<b>24</b>	<b>23</b>
Libertad hypermarkets	15	15	15
Other businesses	9	9	8
<b>URUGUAY</b>	<b>52</b>	<b>52</b>	<b>52</b>
Géant hypermarkets	1	1	1
Disco supermarkets	27	27	27
Devoto supermarkets	24	24	24
<b>BRAZIL</b>	<b>1,571</b>	<b>1,575</b>	<b>1,589</b>
Extra hypermarkets	132	134	137
Pao de Açucar supermarkets	159	159	160
Extra Perto supermarkets	204	204	207
Assai discount stores	59	59	59
Extra Facil and Minimercado Extra superettes	72	69	77
Casas Bahia discount stores	544	547	556
Ponto Frio	401	403	393
<b>THAILAND</b>	<b>221</b>	<b>268</b>	<b>304</b>
Big C hypermarkets	108	109	112
Big C supermarkets	12	15	18
Mini Big C superettes	51	75	90
Pure	50	69	84
<b>VIETNAM</b>	<b>23</b>	<b>24</b>	<b>30</b>
Big C hypermarkets	18	18	19
New Cho superettes	5	5	7
C Express superettes	0	1	4
<b>INDIAN OCEAN</b>	<b>53</b>	<b>53</b>	<b>53</b>
Jumbo hypermarkets	11	11	11
Score/Jumbo supermarkets	22	22	22
Cash and Carry supermarkets	5	5	5
Spar supermarkets	8	8	7
Other businesses	7	7	8
<b>COLOMBIA</b>	<b>351</b>	<b>383</b>	<b>395</b>
Exito hypermarkets	80	84	85
Pomona, Carulla, Exito supermarkets	130	133	134
Surtimax discount stores	78	89	94
Exito Express and Carulla Express superettes	54	69	74
Ley and others	9	8	8
<b>TOTAL INTERNATIONAL</b>	<b>2,295</b>	<b>2,379</b>	<b>2,446</b>
Hypermarkets (HM)	365	372	380
Supermarkets (SM)	591	597	604
Discount (DIS)	137	148	153
Superettes (SUP)	182	219	252
Other (DIV)	1,020	1,043	1,057