PRESS RELEASE

Sèvres, July 25, 2012

2012 Second-quarter Revenue
2012 Interim Results

- **Strong growth with revenue up 19.3% in the second quarter and 17.3% in the first half of 2012**
- **Recurring operating income up 28.9% at €144.9 million**
- **Attributable net income up 28.8% at €63.5 million**

In a statement, Richard Bielle, Chairman of CFAO's Management Board said:

"CFAO turned in a very solid performance during the first half of 2012, once again confirming the strength of our business model of a platform dedicated to the distribution of brands in Africa and the French overseas territories.
Most of the markets on which the Group operates in Sub-Saharan Africa remained buoyant during the period, as did business in Algeria and Morocco.
Sales in the Group's three divisions enjoyed strong growth and operating profit margin increased significantly to reach 8.3%. In line with our objectives, the new businesses CFAO Equipment and Rental services are rapidly progressing.
Concerning Eurapharma, two acquisitions have been closed after June, 30: acquisition of a 75% interest in the Danish company Missionpharma, the leader in the distribution of kits dedicated to hospitals, clinics and NGOs, markets not addressed by Eurapharma so far, and the acquisition of Assene, a distributor based in Nigeria, a new and promising market for Eurapharma.
We can therefore look forward to the second half of 2012 with confidence."

1. Second-quarter 2012 revenue

Throughout this press release, "like-for-like" changes correspond to changes observed on a constant Group structure and exchange rate basis.

Changes in Group structure in 2012 resulted mainly from the first-time consolidation of Citroën in Reunion, Propharmal in Algeria and SICAM in Madagascar. These changes had a positive impact on revenue in both the second quarter and first half of the year, of €1.6 million and €24.4 million, respectively.
Exchange rate fluctuations had a positive €12.0 million impact on the translation of revenue into euros in the second quarter and a positive €11.1 million impact in the first half.

	Second-quarter				**First-half**			
	2011 (in €m)	2012 (in €m)	Change (reported)	Change (like-for-like)	2011 (in €m)	2012 (in €m)	Change (reported)	Change (like-for-like)
CFAO Automotive	465.7	569.9	+22.4%	+20.6%	901.9	1,079.3	+19.7%	+16.4%
Eurapharma	208.8	231.8	+11.1%	+8.9%	418.8	460.2	+9.9%	+8.2%
CFAO Industries, Equipment & Services	87.4	106.9	+22.3%	+19.1%	165.8	203.6	+22.8%	+20.4%
Group total	**761.9**	**908.7**	**+19.3%**	**+17.2%**	**1,486.5**	**1,743.1**	**+17.3%**	**+14.5%**

CFAO's second quarter revenue was 19.3% higher than in the same period in 2011. The increase was 17.3% for the first half as a whole.

The upturn of business was particularly strong in Côte d'Ivoire, where the Group's sales practically doubled compared to the first half of the previous year. Excluding Côte d'Ivoire, the Group's revenue jumped 14.7% (11.9% like-for-like).

In the first half of 2012, **CFAO Automotive's** revenue surged 19.7% to €1,079.3 million. In French-speaking Sub-Saharan Africa, the division's sales growth reached 15.1%, largely due to the upturn in sales in Côte d'Ivoire which almost tripled compared with the same period in 2011. While sales volumes in Cameroon and the Congo continued to expand, business was slow in Mali and in Senegal due to less favorable conditions. English-speaking Sub-Saharan Africa also reported sales growth, with Kenya and Tanzania turning in good performances. However, Nigeria delivered a more downbeat performance due to a contracting market. Vigorous growth continued in both countries in the Maghreb. The division's sales in Algeria continued to expand across all segments thanks to high-growth markets. Business was also booming in Morocco in markets more favorable to light vehicles than utility vehicles. Lastly, in the French overseas territories, sales were down slightly due to sluggish markets.

Eurapharma's pharmaceutical products distribution business reported sustained revenue growth in first-half 2012. Sales in French-speaking Africa were up in all countries, particularly in Côte d'Ivoire where business was very brisk. In the French overseas territories, growth reached 2.8% in the first half. Lastly, Eurapharma's most recent businesses (distribution agent in English- and Portuguese-speaking Africa and pre-wholesale in Algeria and France) saw revenue climb 15%.

Revenue for the **CFAO Industries, Equipment & Services** division came in at €203.6 million in first-half 2012, up 22.8% on the same prior-year period and 20.4% like-for-like. Sales of beverages and plastic products climbed 12.4%. The new CFAO Equipment and Rental services businesses gathered increasing momentum, posting impressive growth of 79.1% and 64.6%, respectively, while **CFAO Technologies** recorded growth of 8.5%.

2. First-half 2012 financial and operating performance

(in € millions)	First-half 2011	First-half 2012	Change
Revenue	**1,486.5**	**1,743.1**	**+17.3%**
Cost of sales	(1,158.4)	(1,354.3)	+16.9%
Gross profit	**328.1**	**388.8**	**+18.5%**
as a % of revenue	*22.1%*	*22.3%*	-
Payroll expenses	(107.8)	(122.5)	+13.6%
Other recurring operating income and expenses	(107.9)	(121.4)	+12.6%
Recurring operating income	**112.4**	**144.9**	**+28.9%**
as a % of revenue	*7.6%*	*8.3%*	*+0.7 pt*
Other non-recurring operating income and expenses	8.2	1.4	**-**
Operating income	**120.6**	**146.4**	**+21.3%**
as a % of revenue	*8.1%*	*8.4%*	*+0.3 pt*
EBITDA	**136.1**	**171.8**	**+26.2%**
as a % of revenue	*9.2%*	*9.9%*	*+0.7 pt*
Finance costs, net	(13.7)	(18.8)	+37.0%
Income before tax	**106.9**	**127.6**	**+19.3%**
Income tax	(36.0)	(37.5)	+4.2%
Overall effective tax rate	*33.7%*	*29.4%*	-
Share in earnings of associates	1.3	0.6	-
Net income of consolidated companies	**72.2**	**90.8**	**+25.6%**
Net income attributable to non-controlling interests	23.0	27.3	+18.7%
Net income attributable to owners of the parent	**49.2**	**63.5**	**+28.8%**
Earnings per share (in €)	0.80	1.03	+28.8%

The Group's **revenue** for the first half of 2012 came in 17.3% higher than in first-half 2011 at €1,743.1 million versus €1,486.5 million. Excluding Côte d'Ivoire, revenue was up 14.7%.
As stated above, changes in Group structure and fluctuations in exchange rates had a positive impact of €24.4 million and €11.1 million, respectively, on first-half revenue.

On a like-for-like basis, revenue advanced 14.5% (11.9% excluding Côte d'Ivoire).

Gross profit came in at €388.8 million in the six months to June 30, 2012, up 18.5% year on year. Gross profit margin stood at 22.3%, representing a slight increase on the previous year (22.1% in first-half 2011). Gross profit margin rose slightly for the Automotive division largely due to increased profitability in the Maghreb.

Payroll expenses climbed 13.6% to €122.5 million for the first half of the year compared with €107.8 million in first-half 2011. This increase, which was lower than the rise in sales, mainly reflects the ramp-up of the CFAO Equipment and Rental services businesses, as well as the adapting of sales resources in the Automotive division in line with its vigorous expansion. These expenses represent 7.0% of revenue for the first half of 2012, compared with 7.3% in first-half 2011.

Other recurring operating income and expenses moved up 12.6% to €121.4 million in first-half 2012, versus a net expense of €107.9 million for the same period in 2011. As a percentage of revenue, these expenses edged down slightly year on year from 7.3% to 7.0%.

As a result of the above factors, **recurring operating income** was up 28.9% at €144.9 million, representing a recurring operating profit margin of 8.3%, up 0.7 points on the previous year.

The table below provides a breakdown of **recurring operating income by division**:

	First-half 2011		**First-half 2012**	
	(in € millions)	**as a % of revenue**	**(in € millions)**	**as a % of revenue**
CFAO Automotive	60.5	6.7%	86.0	8.0%
Eurapharma	36.5	8.7%	39.8	8.7%
CFAO Industries, Equipment & Services	28.2	17.0%	35.1	17.2%
CFAO Holding	(12.8)	-	(16.0)	-
Total	**112.4**	**7.6%**	**144.9**	**8.3%**

Each division's recurring operating income increased during the six-month period.

The recurring operating profit margin for the Automotive division rose 1.3 points to 8%. This can be attributed to strong growth in volumes, a good gross profit margin despite the unfavorable EUR/JPY exchange rate, and improved profitability in the Maghreb and Côte d'Ivoire.

Eurapharma's recurring operating profit margin remained high.

Lastly, recurring operating income for the Industries, Equipment & Services division rose by 24.3% to reach €35.1 million in first-half 2012.

CFAO ended the first half of 2012 with **operating income** of €146.4 million (8.4% of revenue), up 21.3% on first-half 2011. The first-half 2011 figure was strongly impacted by non-recurring income related to the accounting treatment of the merger with the Pentecost group in New Caledonia (€8.4 million gain).

EBITDA (corresponding to recurring operating income before net charges to depreciation, amortization and provisions on non-current operating assets) totaled €171.8 million, up 26.2% compared to first-half 2011.

Net finance costs climbed to €18.8 million, up 37.0% compared to first-half 2011. The cost of net debt rose €3.5 million during the first half of 2012 to €16.1 million, reflecting a significant increase in average debt during the period. This increase is due to the return of working capital requirement to a level more similar to those observed in the past.

The **overall effective tax rate** was 29.4% for the period, compared with 33.7% in first-half 2011. This decrease is attributable to a more favorable distribution of earnings among entities with a tax loss carryforward.

The **Group's share in earnings of associates** totaled €0.6 million in the first half of 2012, versus €1.3 million in the comparable prior-year period.

Net income attributable to non-controlling interests climbed 18.7% to €27.3 million (30.0% of consolidated net income). This mainly reflects the increase in earnings related to third-party partnerships in Industries division and in the Automotive business in the Maghreb.

Consequently, **net income attributable to owners of the parent** rose 28.8% to €63.5 million in first-half 2012 from €49.2 million in the same period of 2011.

Earnings per share amounted to €1.03, versus €0.80 in first-half 2011.

3. Cash flow and financial position

Consolidated statement of financial position (condensed)

(in € millions)	June 30, 2011	Dec. 31, 2011	June 30, 2012
Intangible assets	174.8	180.9	185.7
Property, plant and equipment	289.7	319.6	335.0
Working capital requirement	467.7	397.0	495.8
Other assets and liabilities	20.9	33.5	25.8
Capital employed	**953.9**	**931.0**	**1,042.3**
Total equity	**638.2**	**739.1**	**752.6**
Net debt	**315.6**	**192.0**	**289.7**

Consolidated statement of cash flows (condensed)

(in € millions)	First-half 2011	First-half 2012
Cash flow from operating activities before tax, dividends and interest	138.6	176.0
as a % of revenue	*9.3%*	*10.1%*
Change in working capital requirement	(69.7)	(102.5)
Income tax paid	(44.4)	(42.2)
Operating capital expenditure, net	(34.6)	(32.3)
Free operating cash flow	**(10.2)**	**(1.0)**

Free operating cash flow was held back by changes in **working capital requirement** during the period, which reflect the combined impact of strong business levels and lower levels of inventory financing.

The main **operating capital expenditure** items for the period concerned Brasseries du Congo, the Rental services business and the renovation and construction of new showrooms for the Automotive business.

At June 30, 2012, **net debt** totaled €289.7 million, up €97.7 million on end-2011. The main items impacting net debt during the period included the change in working capital requirement and the payment of a €0.86 dividend per share to CFAO shareholders on June 13, 2012, corresponding to a total payout of €52.9 million.

The **gearing ratio** stood at 0.38 at end-June 2012 compared with 0.50 at end-June 2011.

The **net debt/EBITDA ratio** came in at 0.85 versus 1.16 at end-June 2011.

At June 30, 2012, only €60 million had been drawn down on the €300 million syndicated credit facility set up in 2009. None of the financial covenants relating to this facility had been breached at that date and CFAO considers it unlikely that they will be breached at end-December 2012.

4. Significant events during the first six months of 2012

No significant events took place during the first six months of 2012.

5. Subsequent events

On July 18, 2012, Eurapharma acquired 75% of Missionpharma, whose head office is located in Denmark. Missionpharma is the world leader in medical kits and is highly experienced in generics. This acquisition will allow Eurapharma to expand in these markets with public and third sector customers, such as NGOs and foundations. Missionpharma reported revenue of €83 million for the year ended April 30, 2012, with revenue in Africa accounting for around 75% of this figure.

6. Outlook

The first half of 2012 was characterized by the strong momentum of most of the African markets and growth outlook for the continent remains bullish.
The Group remains vigilant as regards the security situation in the Sahel region.

Recent trends and the outlook for each business for the remainder of 2012 are as follows:

The strong momentum of **CFAO Automotive** during first-half 2012 should continue in Sub-Saharan Africa, while markets in the French overseas territories look set to remain lackluster. The Group will continue to roll out its action plans in Nigeria during the second half of 2012. Regarding the Maghreb, uncertainty remains as to the sustainability of the spike in growth currently enjoyed in the region. Exchange rates for the yen will continue to directly impact gross profit in the second half of 2012 as it continues to be the division's main purchasing currency.

Eurapharma's growth trend in first-half 2012 is set to continue throughout the rest of the year, with the gradual integration of the recent acquisitions. Several major projects to expand production capacity in French-speaking Africa will also be implemented.

Within the **CFAO Industries, Equipment & Services** division, the Group expects the industries business to maintain a steady pace of growth and CFAO Technologies to continue to register strong bookings. The ramp-up of the new equipment distribution and rental services businesses is expected to continue in the second half of the year.

The financial statements for the six months ended June 30, 2012 were approved by CFAO's Management Board on July 20, 2012 and were examined by its Supervisory Board on July 25, 2012. They were subject to a limited review by the Statutory Auditors.

An interim financial report, comprising the condensed interim consolidated financial statements, has been published on the same date as this press release in accordance with applicable regulations. This report, together with the supporting documents for the presentation of the interim results given today to analysts and journalists by conference call can be viewed on www.cfaogroup.com.

About CFAO

CFAO is the foremost specialized retail brand in its main business areas – vehicle and pharmaceuticals distribution – in Africa and the French overseas territories. In Africa, CFAO also distributes equipment, produces and distributes consumer goods and is a provider of a number of technology-related services. CFAO is present in 34 countries, 31 of which are in Africa and seven in the French overseas territories, and had a headcount of 10,100 at end-2011.
In 2011, CFAO generated consolidated revenue of €3,124 million and recorded recurring operating income of €256.3 million.
CFAO is listed on NYSE Euronext in Paris and is included in the SBF120 and CAC Mid 60 indices.
Find CFAO on Bloomberg: CFAO:FP and Reuters: CFAO.PA
To find out more, go to www.cfaogroup.com

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APPENDIX

Revenue trends by geographic area

	Second-quarter				**First-half**			
	2011 (in €m)	2012 (in €m)	Change (reported)	Change (like-for-like)	2011 (in €m)	2012 (in €m)	Change (reported)	Change (like-for-like)
French-speaking Sub-Saharan Africa	295.0	336.2	+13.9%	+12.5%	574.1	659.5	+14.9%	+13.7%
English- and Portuguese-speaking Sub-Saharan Africa	93.2	125.3	+34.5%	+19.5%	188.3	242.9	+29.0%	+15.3%
French Overseas Territories and other	186.4	178.5	-4.3%	-0.3%	350.6	354.7	+1.1%	+0.5%
Maghreb	153.4	222.9	+45.3%	+40.2%	300.7	402.1	+33.7%	+31.0%
France (export)	33.8	45.8	+35.6%	+35.7%	72.8	83.9	+15.2%	+17.3%
Group total	**761.9**	**908.7**	**+19.3%**	**+17.2%**	**1,486.5**	**1,743.1**	**+17.3%**	**+14.5%**