

## **DIA GROUP REACHES GROSS SALES UNDER BANNER OF EUR8.226BN IN THE FIRST NINE MONTHS OF 2011**

- Net earnings from January to September reached EUR32.4m, which implies a seven-fold increase versus the same period in 2010.
- EBITDA adjusted for extraordinary items rose by 9.7% to EUR377.2m.
- DIA Group expects to end fiscal 2011 with a commercial network of close to 6,800 stores, an EBITDA of over EUR540m, and net sales growth of over 3%.

Madrid, 15 November 2011. In the first nine months of the year, DIA Group reached gross sales under banner of EUR8.226bn. In local currency, this implies a 4.5% increase versus the same period in 2010. In the last quarter, from July to September, gross sales under banner rose by 4.1%.

The DIA Group's CEO, Ricardo Currás, declared that: *"Our results posted a solid performance in the quarter, which places us in a very good position to achieve our annual financial targets."*

At end-September, DIA Group had 6,609 stores, of which 236 were net openings. For year-end, we expect the number of stores in the seven countries in which DIA Group operates to get close to 6,800.

In Spain, despite the slowdown in economic activity, gross sales under banner, which includes franchised stores, managed to grow by 1.3% to EUR3.455bn.

EBITDA adjusted for extraordinary items grew in the first nine months of the year at a rate of 9.7%, to EUR377m, which shows the DIA Group's ability to generate cash. At the end of the fiscal year, the EBITDA adjusted for extraordinary items is set to exceed EUR540m euros, which is above the company's initial forecasts. Another important milestone in the first nine months of the year is the DIA Group's ability to reduce its debt by EUR37m to EUR745m.

DIA Group continues with its plan to transform stores into the new DIA Market and DIA Maxi formats, and has already reached 65% of our own stores.

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**Glossary:**

\***Constant rate:** the comparison between the different periods using the same exchange rate in local currency. Market share is always calculated in the retail sector using a constant rate.

\***Current rate:** the comparison between different periods, including the currency effect.

\***Gross sales:** all sales generated under the DIA banner. They include taxes, sales generated by DIA's own stores and sales generated by franchises.

\***Net sales:** all sales generated by DIA excluding taxes and franchise sales.

\***Sales under banner:** this includes all sales generated by DIA, both in own stores and franchises.

\***Comparable sales:** sales in stores which have been open for over a year.

\* **EBITDA adjusted for extraordinary items or cash-adjusted (gross operating profit):** "Operating results" before "Results from fixed assets", "Amortisations and deterioration", amortisation of logistics assets included in the income statement line "Consumption of merchandise and other consumables" and other restructuring expenses and income (included in the "Operating costs" line). This is the indicator of recurrent operating cash generation.