



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 ¹	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 15th
- 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

¹ 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%
Total	38,475	38,821	+0.9%	+0.9%	838	769	-8.2%

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
Sales, net of taxes	38,475	38,821	0.9
Loyalty program	-450	-377	-16.2
Other revenues	1,093	1,203	10.0
Total revenues	39,118	39,647	1.4
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
Current operating income before D&A and provisions (EBITDA)	1,667	1,590	-4.6
Depreciation & provisions	-828	-820	-1.0
Recurring operating income	838	769	-8.2
Non current income and expenses	-870	-63	
Operating income	-32	706	
Financial result	-330	-344	
Result before tax	-362	362	
Income tax	-482	-126	
Equity accounted companies	24	23	
Minority interests	-59	-60	
Net income from recurring operations Group Share	-879	199	
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%

CONSOLIDATED BALANCE SHEET

(In millions of euros)	H1 2011	H1 2012
ASSETS		
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
Non current assets	29,925	27,744
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
Current assets	16,214	16,396
Assets held for sale	3,651	880
TOTAL	49,791	45,019
 LIABILITIES		
Shareholders equity, Group Share	6,028	6,399
Minority interests in consolidated companies	935	849
Shareholders equity	6,963	7,248
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
Non current liabilities	14,434	13,615
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
Current liabilities	25,982	23,299
Liabilities related to assets held for sale	2,411	858
TOTAL	49,791	45,019

CONSOLIDATED CASH FLOW STATEMENT

(In millions of euros)	H1 2011	H1 2012
NET DEBT OPENING	-7,998	-6,911
Gross cash flow (ex. discontinued activities)	1,214	907
Change in working capital	-3,472	-2,587
Discontinued activities	77	-96
Cash flow from operations (ex. financial services)	-2,181	-1,776
Capital expenditures	-725	-603
Change in payables to fixed asset suppliers	-142	-384
Discontinued activities	-180	-20
Free Cash Flow	-3,227	-2,783
Financial investments	-51	-153
Disposals	68	236
Others	12	-56
Discontinued activities	564	-7
Cash Flow after investments	-2,633	-2,763
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
NET DEBT CLOSING	-10,654	-9,629

CHANGES IN SHAREHOLDER EQUITY

In millions of euros	Total shareholders' equity	Shareholders' equity, Group share	Minority interests
At December 31, 2011	7,627	6,618	1,008
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
At June 30, 2012	7,248	6,400	848

IMPACT OF RESTATEMENTS ON H1 2011 P&L (REPORTED/PRO FORMA)

(In millions of euros)	H1 2011 reported	Impact of Greece & Singapore	H1 2011 pro-forma
Sales, net of taxes	39,607	-1,132	38,475
Loyalty program	-451	1	-450
Other revenues	1,100	-7	1,093
Total revenues	40,256	-1,138	39,118
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
Current operating income before D&A and provisions (EBITDA)	1,625	41	1,667
Depreciation & provisions	-853	24	-828
Recurring operating income	772	66	838
Non current income and expenses	-884	14	-870
Operating income	-112	80	-31
Financial result	-342	11	-330
Result before tax	-453	92	-362
Income tax	-490	7	-482
Equity accounted companies	25	-1	24
Minority interests	-9	-50	-59
Net income from recurring operations Group Share	-927	48	-879
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

IMPACT OF RESTATEMENTS ON FULL YEAR 2011 P&L (REPORTED/PRO FORMA)
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In millions of euros	2011 reported	Impact of Greece & Singapore	2011 pro-forma
Sales, net of taxes	81,271	-2,238	79,033
Loyalty program	-816	4	-812
Other revenues	2,309	-18	2,291
Total revenues	82,764	-2,252	80,512
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
Current operating income before D&A and provisions (EBITDA)	3,883	76	3,959
Depreciation & provisions	-1,701	48	-1,653
Recurring operating income	2,182	124	2,306
Non current income and expenses	-2,662	269	-2,393
Operating income	-481	394	-87
Financial result	-757	27	-731
Result before tax	-1,238	420	-818
Income tax	-1,002	42	-960
Equity accounted companies	64	0	64
Minority interests	-25	-138	-163
Net income from recurring operations Group Share	-2,202	324	-1,878
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

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.