

# Almacenes Éxito S.A.

## Consolidated Financial Results

For the three-month period ended March 31

# 2013



éxito

New Éxito Soledad  
in Atlántico

## First Quarter 2013 Financial Highlights

Note: Consolidated figures include both Grupo Exito's results in Colombia and the financial results of Spice Investment, Uruguay since October 1, 2011 of which financial results include the consolidation of 62.49% of Disco and 100% of Devoto Companies.

BVC (The Colombian Stock Exchange): "ÉXITO"  
ADR Program: "ALAXL"

Medellín, Colombia – April 24, 2013  
– Almacenes Éxito S.A. ("Éxito" or "the Company"), the largest retail company in Colombia today announced its consolidated financial results for the period ended March 31, 2013. All figures are expressed in COP - Colombian pesos.

Exchange rate: 1 USD = COP\$ 1,832.20 at March 31, 2013

- **Net Revenues** increased 6.1% to COP\$2,604,463 million in the first quarter 2013.
- **Selling and Administrative Expenses** increased 6.0% to COP\$556,687million. As a percentage of Net Revenues, SG&A represented 21.4%.
- **Operating Income** increased 6.8% for a total of COP\$107,100 million. As a percentage of Net Revenues, Operating Income margin reached 4.1%.
- **Ebitda** grew 6.5% for a total of COP\$203,867 million to EBITDA margin of 7.8%.
- **Net Income** decreased 4.7% to COP\$89,332 million to a Net Income margin of 3.4%.
- **Working Capital** reached a favorable position of COP\$709,496 million, freeing-up COP\$43,810 million.



# First Quarter 2013 Operating Highlights

2013

## Transition on the Senior Management Team

Gonzalo Restrepo Lopez, stepped-down from his position as CEO of Grupo Exito for 22 years. In accordance with the transition procedure planned and organized for five years, the Board of Directors appointed Carlos Mario Giraldo M. as new Chief Executive Officer effective from March 20<sup>th</sup>.



Employee of Carulla Express store in Cartagena

## Expansion

### 10 stores openings in Colombia

3 Éxito stores: 1 hypermarket in Soledad, Atlántico and 2 Express in Medellín and Cúcuta. 1 Carulla Express in Cartagena and 6 Bodega Surtimax in Bogotá, Manizales, Barranquilla and 1 store in the mid-sized city of Chinchiná, where the Company arrives for the first time.

With these stores, the Company completed a total of 484 stores, 432 in Colombia and 52 in Uruguay.

### New Éxito Stores:

Soledad in Atlántico;  
Santa Ana in Cúcuta  
and Los Colores in Medellín.

### New Carulla Stores:

Calle Román in Cartagena.

### New Surtimax Stores:

Villasonia and El Recreo  
Bosa in Bogotá;  
La Unión and Macarena in Barranquilla;  
Villa del Pilar in Manizales  
and Chinchiná.



Transition on the Senior Management

The Company completed a total of **484** stores

## Commercial Events

### Promotional Activity

**Aniversario Exito:** From February 27th to March 17th Grupo Éxito held the promo event with more than 24 million products on sale at 160 Éxito's stores across the country of which 11 stores enjoyed the promotion for the very first time.

**Back to School:** (Fiesta Escolar Éxito) in 120 Éxito, 20 Carulla and 25 Surtimax stores across Colombia.

**Súper Bingo:** More than 15 million bingo cards were distributed and prizes given to Éxito, Carulla and Surtimax clients.

### Innovative Initiatives

In February the Company opened "Escuela de Cocina Carulla" (Carulla Cooking School), in Medellin. This is the first school where Carulla clients enjoy cooking with premium products sold at our stores.

**Private Labels:** Grupo Éxito launched a wide premium portfolio of near 60 products under Pomona brand, available at Exito and Carulla stores.



Aniversario Exito promo event



General Shareholders Meeting



Back to School Season



Super Bingo Event



### Sustainability and Other Activities

Grupo Éxito was recently included as member of Dow Jones Sustainability Index for Emergent Markets. The recognition reaffirms the Company commitment to best practices in sustainable development.

Fitch Ratings Colombia maintained its "AAA" rating and stable outlook on Grupo Éxito's Ordinary Bonds.

The General Shareholders Meeting was held on March 19, 2013. The Meeting approved all proposals presented by management including the profit distribution with dividends increasing 22%.

## Consolidated Financial Statements as of March 31, 2013

Consolidated Income Statement for the First Quarter 2013

2013

	First Quarter, 2013		First Quarter, 2012		% Var
	Millions of COP	% Net Revenues	Millions of COP	% Net Revenues	
<b>Net Revenues</b>	<b>2,604,463</b>	<b>100.0</b>	<b>2,455,425</b>	<b>100.0</b>	<b>6.1</b>
Cost of Sales	-1,940,676	-74.5	-1,830,029	-74.5	6.0
<b>Gross Profit</b>	<b>663,787</b>	<b>25.5</b>	<b>625,396</b>	<b>25.5</b>	<b>6.1</b>
Selling, General and Administrative Expense	-556,687	-21.4	-525,154	-21.4	6.0
<b>Operating Income</b>	<b>107,100</b>	<b>4.1</b>	<b>100,242</b>	<b>4.1</b>	<b>6.8</b>
Financial Income	33,418	1.3	61,619	2.5	-45.8
Financial Expense	-16,717	-0.6	-36,084	-1.5	-53.7
Other Non-Operating Income and Expense	-6,660	-0.3	-7,433	-0.3	-10.4
Minority Interest	-391	0.0	-283	0.0	38.2
Income Before Taxes	116,750	4.5	118,061	4.8	-1.1
Income Taxes	-27,418	-1.1	-24,307	-1.0	12.8
<b>Net Income</b>	<b>89,332</b>	<b>3.4</b>	<b>93,754</b>	<b>3.8</b>	<b>-4.7</b>
<b>EBITDA</b>	<b>203,867</b>	<b>7.8</b>	<b>191,493</b>	<b>7.8</b>	<b>6.5</b>

## Consolidated Balance Sheet

(In Millions of Colombian Pesos)

	March 2013	March 2012	% Var
<b>Assets</b>	<b>10,069,255</b>	<b>9,572,098</b>	<b>5.2</b>
Current Assets	3,788,666	3,479,433	8.9
Cash	1,604,286	891,469	80.0
Marketable Securities	679,686	1,231,914	-44.8
Inventories	1,074,721	974,923	10.2
Others	429,973	381,127	12.8
Non-current Assets	6,280,589	6,092,665	3.1
<b>Liabilities</b>	<b>2,581,459</b>	<b>2,447,068</b>	<b>5.5</b>
Current Liabilities	2,294,037	2,025,023	13.3
Financial Obligations Short Term	79,847	3,287	N/A
Suppliers	1,409,604	1,271,249	10.9
Others	804,586	750,487	7.2
Non-current Liabilities	287,422	422,045	-31.9
Financial Obligations Long Term	150,000	224,650	-33.2
Others	137,422	197,395	-30.4
Minority Interest	13,560	9,368	44.7
<b>Shareholders' Equity</b>	<b>7,474,236</b>	<b>7,115,662</b>	<b>5.0</b>



## ROA and ROE

	March 2012	March 2013
ROA	4.6%	4.7%
ROE	6.2%	6.3%

Historic Value*	March 2012	March 2013
ROA	5.7%	5.5%
ROE	8.2%	8.3%

\*Historic value does not include valuations and inflation adjustments.

New portfolio products under Pomona brand

"Escuela de Cocina Carulla"



# First Quarter 2013 Financial Highlights

2013

- **Net Revenues** maintained a positive trend and rose 6.1% in the first quarter 2013 to COP\$ 2,604,463 million compared to COP\$2,455,425 million reported in the same quarter 2012. This growth included a favourable 1.6% rise in same store sales and both operations in Colombia and Uruguay registered growth. In local currencies same store sales grew in Colombia by 0.4% mainly driven by Surtimax increased market share positioning and by 9.7% in Uruguay. The difference in total sales increases was attributable to the Company's expansion plan.

The Anniversary promotion is completely comparable to the same period last year, 2012 vs. 2011 had a positive calendar effect on same store sales of 8%, for that reason the comparable base in 2013 includes the considerable positive outcome obtained in 2012.

- **Gross Profit** grew 6.1% in first quarter to COP\$663,787million compared to COP\$625,396 million obtained the same period in 2012. As a percentage of Net Revenues, gross margin remained at 25.5%, mainly reflecting solid sales mix performance the effect of food categories from Uruguay's operations and increasing share of complementary businesses in Net Revenues.
- **Selling and Administrative Expenses** reached COP\$556,687 million in first quarter 2013 compared to COP\$525,154 million in the same period 2012. As percentage of Net Revenues, SG&A remained at 21.4%. The result reflects a stable trend despite the slowdown in sales, the operational structure of the Uruguayan operation and expenses related to the execution of the Company's expansion plan.
- **Operating Income** rose 6.8% in the first quarter 2013 to COP\$107,100 million compared to COP\$ 100,242 million in the first quarter 2012. As a

percentage of Net Revenues, Operating Income margin remained at 4.1% driven by slightly improved stake from Complementary Businesses and controlled SG&A.

- **EBITDA** grew 6.5% in the first quarter 2013 to COP\$203,867 million from COP\$191.493 million registered in the same period in 2012. As a percentage of Net Revenues, EBITDA margin remained at 7.8% mainly explained by the favourable performance of the sales mix at both companies.
- **Net Financial Result** in first quarter 2013 totaled a Net Financial Income of COP\$16,701 million in this first quarter compared to a Net Financial Income of COP\$25,535 million reported in the same period last year derived from the effect of lower return rates in revenues from short-term investments.
- **Income Tax:** Higher tax levels related to the recent tax reform in Colombia impacted Net Income as the Income Tax increased 12.8% from COP\$24,307 million to COP\$27,418 million. The effective tax rate in first quarter 2013 increased to 23.48% compared to the 20.59% obtained in the same period last year.
- **Net Income** decreased by 4.7% to COP\$89,332 million in first quarter 2013 compared to COP\$ 93,754 million in the same period 2012. As a percentage of Net Revenues, first quarter results reflected a Net Income margin decrease from 3.8% to 3.4% when compared to the same period 2012, as a result of lower financial income due to lower interest rates as well as higher tax levels.
- **Working Capital** freed up of COP\$43,810 million as a result of better terms of payment in non-goods.

## Other Operating Information as of March 31, 2013

### Number of Stores and Selling Area

Brand	Stores	Selling area (sq m)
Éxito	225	596,320
Carulla	80	71,856
Surtimax	122	66,122
Others	5	8,239
<b>TOTAL COLOMBIA</b>	<b>432</b>	<b>742,537</b>
Devoto	24	33,118
Disco	27	29,285
Geant	1	10,974
<b>TOTAL URUGUAY</b>	<b>52</b>	<b>73,377</b>
<b>TOTAL GRUPO ÉXITO</b>	<b>484</b>	<b>815,914</b>

### Number of Stores, Selling Area (Owned/Leased)

COLOMBIA	Stores		Area	
	Stores	%	Area (sq m)	%
Owned	145	34	423,835	57
Leased	287	66	318,704	43
<b>TOTAL</b>	<b>432</b>	<b>100</b>	<b>742,537</b>	<b>100</b>
URUGUAY	Stores		Area	
	Stores	%	Area (sq m)	%
Owned	13	25	25,575	34
Leased	39	75	47,802	66
<b>TOTAL</b>	<b>52</b>	<b>100</b>	<b>73,377</b>	<b>100</b>

### Openings, Closings and Conversions for the three-month period ended March 31, 2013

Brand	Openings	Closings	Conversions
Éxito	3	2	
Carulla	1		
Surtimax	6	3	
Others: Homemart	0		
Disco	0		
Devoto	0		
Geant	0		
<b>TOTAL</b>	<b>10</b>	<b>5</b>	<b>0</b>

### Same Store Sales Growth Colombia

	% 2013	% 2012
1Q	0.4	13.0

### Uruguay (in local currency)

	% 2013	% 2012
1Q	9.7	9.0%

### Sales Mix Evolution

1Q13	Colombia	Uruguay	Grupo Éxito
Food	69%	85%	71%
Non Food	31%	15%	29%

### FX Effect on Total Sales

% growth	% Growth at Constant FX Rate
6.1	5.9



New Carulla Calle Román  
in Cartagena

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**Note on Forward Looking Statements**

This press release may contain forward-looking statements regarding expected developments and expectations about future events. These statements are subject to economic, political, governmental and market conditions, risks and uncertainties, both domestically and globally, which may affect the performance of the economy, the retail industry and the Company overall. Factors such as variations in interest rates, inflation rates, exchange rate volatility and tax rates, among others, may cause actual results, performance and achievements of the Company to differ from the estimates provided at any time. For that reason, the Company does not accept responsibility for any variations or for the information provided by official sources.

