

### Another year working to get customers to come back.



Annual report 2012 grupo éxito



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Management Report

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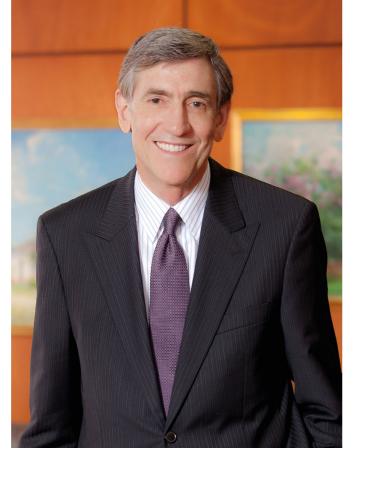
# Management Report from the CEO and the **Board of Directors**

#### Dear Shareholders:

2012 was a year full of achievements and satisfactions for all the employees of Grupo Éxito. There are many reasons to celebrate, among them I want to share with you events such as the opening of 86 stores and the first shopping mall under the" Viva" brand in the country.

I celebrate with you the recognition by Great Place to Work, which ranked us second on the list of the best companies to work for in Colombia. in the category of those with more than 500 employees. This survey was made among 20,000 workers throughout the country.

The achievement which makes me most proud of is to be able to tell you that during the year, this Organization was the source of well-being for millions of clients, for hundreds of communities surrounding our stores and locations, for thousands of suppliers, as well as, for over 36,000 direct employees and 28,000 indirect employees and their families in Colombia.



Macroeconomic variables in the country remained stable. In 2012 inflation was controlled and reached 2.44%; the Central Bank reduced the benchmark rate to 4.25% and the unemployment rate at year-end was 10.4%. The GDP growth at the end of 2012 is expected to be 3.7%, below market expectations between 4.0% and 4.9%.

Some particular events such as the Tax Reform, the liquidation of the largest stock broker company in the country and the new peace talks certainly created some volatility in the market and affected consumer confidence, and as a consequence, impacted retail sales performance.

With regards to macroeconomic variables in Uruguay, during the third guarter of 2012 the GDP grew by 3.0% and the 12 month inflation rate reached 7.5%, with food inflation at 10.8%. The Central Bank maintained its monetary contraction policy and increased the intervention rate to 9.25%, with the purpose of controlling prices. In 2012 Standard & Poor's awarded Uruguay with the investment grade recognition.

#### **Financial Results - 2012**

Almacenes Éxito reached a Net Revenues of COP9.164.864 million which represents a growth of 7.2%. In real terms Net Revenues growth was 4.6%.

Gross profit amounted to COP2,308,836 million, representing 25.2% of Net Revenues, an increase of 8.7% over the previous year. Selling, general and administrative expenses came to COP1.882.442 million which represent 21.7% of Net Revenues.

EBITDA was COP758,405 million and represents 8.3% of Net Revenues, an increase of 7.5% compared to 2011.

As a result of the positive cash level, debt payments and proper management of financial resources, the Company reached a net financial income of COP9,754 million.

During the year investments in the amount of COP423,741 million were made. Net Income totaled COP475,305 million, an increase of 22%, representing 5.2% of Net Revenues, compared to businesses such as credit card, travel, insurance 4.6% in 2011.

Financial obligations totaled COP224,661 million. Total assets amounted to COP10,031,667 million, an increase of 5.6%, while liabilities totaled COP 2,436,432 million, an increase of 7.8%. The shareholder's equity showed an increase of 4.9%, amounting to COP7,595,235 million.

#### **Our Growth**

Thanks to a clear expansion strategy in all our formats, especially Surtimax with its cheerful and friendly offer, 16 municipalities that formerly had no prior presence of any of our brands, saw the arrival of Grupo Éxito's stores. In addition to open 86 stores, we converted 15 into other brands and generated 3.478 new jobs.

Three brands clearly express our commercial offer in Colombia: Éxito, Carulla and Surtimax. In 2012 we concluded the conversion of the remaining stores: Cafam, Pomona and Ley. In the case of "Pomona" brand, it will be used in 2013 as a private label of gourmet food products.

Last year we also defined our retail business as a multi-channel activity. Thus, products and services of the stores in addition to complementary



Allow me to share with you the acknowledgement made by the entity Great Place to Work which ranked us second among the best companies to work for in Colombia".

and gas stations can be brought to our customers through diverse channels, such as virtual stores which are taking over the world of mobile devices. In 2012, for example, exito.com had over two million visits through mobile devices, which represent 10.5% of the total visits to the site. exito.com grew 63% in sales in 2012 compared to 2011, totaling the amount of COP45,600 million; this consolidates the initiative as pioneer and leader of Internet sales in Colombia.

Also, last year we enhanced our presence in the shopping malls business. The first of these developments was Viva Laureles, a project that was permanently addressed to all of its stakeholders and today is an innovative, attractive space and friendly to the environment ideal for a shopping experience. Viva Sincelejo and Viva Villavicencio are pending to open in 2013 and 2014 respectively, as well as the third stage of San Pedro mall in Neiva. Later in 2015 and 2016, Viva Envigado and Viva Barranguilla will open in different stages.

Our actions in terms of sustainability have not stopped, and with the generation of employment and our contribution to formalization in the country we continue acting responsibly and showing respect to government entities.

Our greatest desire is that care for early childhood becomes a priority in the public agenda of our country, and therefore we continue to work to draw attention to the wellbeing of our children. In 2012 we carried out academic activities and events aimed at steering the country in this



direction and to increase our aid to little ones. Over 35,000 children improved their nutrition in more than 300 institutions in Colombia thanks to Fundación Éxito, and received complementary stimulation aimed at providing them with tools for the future. In addition, 1,798 pregnant and nursing mothers enjoyed care.

We believe in Colombia and we know that the best way of showing our commitment to its progress is to continue offering welfare, development and more reasons to smile to all of our stakeholders.

### with Subsidiary Companies

During 2012, Grupo Éxito included Almacenes Éxito S.A., its subsidiaries Distribuidora de Textiles and Confecciones S.A. - Didetexco S.A. Almacenes Éxito Inversiones S.A.S., and its foreign subsidiaries Carulla Vivero Holding Inc. and Spice Investments Mercosur ("Spice").

Grupo Éxito's consolidated Net Revenues as of December 31, 2012 amounted to COP10,229,673 million, with a 15.7% increase compared to 2011; the EBITDA was COP858,725 million with a 15.6% growth which represents 8.4% of Net Revenues and Net Income came to totaled COP475.305 million, an increase of 22.0% compared to 2011.

According to the above, and under the terms of Law 222 of 1995, we reported that the main transaction carried out by Éxito with its subsidiary companies was the diversification in management of liquidity excess through investment operations of a portion of the Company's cash by means of a subscription of short-term bonds issued by a subsidiary of the Casino Group named Polca Holding SA, based in Belaium.

In 2012, the textile subsidiary Didetexco S.A. made sales in the amount of COP170,178 million to the parent company; for leases it billed the amount of COP9,590 million and for fees, the amount of COP516 million; for other concepts the sum of COP779 million.

Grupo Éxito Net Revenues reached COP10,229,673 million, an increase of 15.7%".

Grupo Éxito results and Operations The Company wish to clarify that there are no other operations that the company carried out in 2012, with its local or international subsidiaries worth mentioning in this report.

> As Legal Representative of the Company I certify that there were no transactions with other entities or important decisions made or failed to be made under the influence and interest of the subsidiary companies that are worth mentioning in this report.

#### **Corporate Governance**

Some practices that foster an environment of credibility and stability among all participants in the market are listed below:

- Three out of nine members of the Almacenes Éxito Board of Directors are independent comply Colombian law. To optimize is management the Board is assisted by four specialized committees that meet periodically: the Audit Committee, Follow-up and Compensation, Good Governance Code Assessment Committee, Expansion Committee and Investments Committee.
- Through the Compensation, and Good Governance Code Assessment Committee an effective and responsible monitoring of the Code of Good Governance is carried out.
- The Board of Directors is governed by regulations that can be consulted on the Company's Website.
- Relevant information on Almacenes Éxito S.A. is published both in Spanish and in English at www.grupoexito.com.co
- Quarterly and annual individual and consolidated results are sent to the Colombian Financial Superintendence, shared with shareholders, investors, press, media and disclosed as relevant information to the market.

 In April 2012 the Best Corporate Practices "Country Code Survey" was conducted and published; it discloses good governance practices implemented by the Organization.

#### **Control Systems and Financial** Information Disclosure Reports

The Company reported that has an adequate performance of the disclosure and internal control systems.

The Company's Management presented financial statements, indicators and important reports to the Board of Directors on a bi-monthly basis and submitted them periodically to the consideration of the Audit Committee. This was also carried out with the financial statements at December 31, 2012.

In turn the statutory auditor certified, according to his competency, that the financial statements and the Company transactions as of December 31, 2012 did not contain any defects, inaccuracies or errors that would impede knowing its true situation regarding its equity.

In 2012, of Almacenes Éxito S.A. Internal Control System did not have deficiencies that might have impeded proper recording, processing, summarizing and adequately presenting financial information of the Company. There were no frauds that would have affected its quality nor were there any information assessment methodology changes.

#### Activities of the Internal Control System to be highlighted in 2012:

- Strengthening the internal control environment by aligning the objectives with the strategy of the Company; the implementation of the Transparency Program as a framework to prevent and mitigate the materialization of inappropriate behavior or frauds by employees and third parties linked to the company, the dissemination of the Ethics and Conduct Code, the implementation of mechanisms to file complaints or allegations and the definition of a gift receiving policy.
- The Company has a set of rules, policies and procedures for the adequate performance of control activities in the processes where management guidelines are defined to prevent the different risks to which it is exposed.
- There is also a Self Control Program which covers the most critical risks and key controls of the business.



The Audit Committee during its regular meetings monitors the financial information presented by the Finance and Administration Vice-Presidency; it monitors Statutory Audit activities; Risk Management of the Company and Internal Audit Activities.

The Audit Committee during its regular meetings monitors the financial information presented by the Finance and Administration Vice-Presidency; it monitors Statutory Audit activities; Risk Management of the Company and Internal Audit Activities.

In conclusion, Almacenes Éxito S.A. has adeguate controls that reasonably cover the processes needed for the generation, disclosure and timely use of financial information; Statutory Audit and Internal Audit perform adequately and independently within the framework of their functions; management is making progress in the implementation of defined action plans.

Based on the above, as Legal Representative, I hereby certify that the financial information control and disclosure systems established in the Company were opportunely verified and are sufficient and adequate. Consequently they were in compliance with effective laws and regulations and ensured that the information at the December 31, 2012 cutoff delivered to our shareholders was appropriate and accurate.

#### **Total Asset Laundry and Terrorism Financing Prevention and Control** System

During 2012, Almacenes Éxito continued to strengthen its asset laundering and terrorism financing prevention and control policies.

### "16 mid-sized cities that

formerly had no presence of any of our brands saw the arrival of stores of our organization".



# "More than 35.000 children improved their nutrition in over 300

institutions in the country thanks to Fundación Éxito".

> Among our efforts to mitigate such risks the Company employees were given training; management reports were presented to the Board of Directors; corresponding reports on compliance with valid regulations were remitted to the UIAF (Information and Financial Analysis Unit); periodical certifications were obtained from the entity that manages the secondary securities market of the Organization regarding the application of asset laundering and terrorism financing prevention and control policies; the Company also continued with the policy of not negotiating with individuals and corporations linked to asset laundering or related offenses; and periodically cross check its data bases with binding data bases for Colombia and have informed the respective entities.

In addition, a virtual training program was designed and a query service for restricted listings was hired for information on third parties which facilitates management of this risk.

#### Legal Perspectives

#### Sale of Shares of Company's stake in Cadena de Tiendas Venezolanas S.A. ("Cativen S.A."):

We are pleased to inform that according to the sale made in November, 2010 of the stake held by the Company in the Cadena de Tiendas Venezolanas S.A. ("Cativen"), the Company received the payment of USD18.1 million corresponding to the last quota equivalent to 28.62% of its stake in the above mentioned company. Thus, Éxito has received the total payment for this sale.

### Significant agreements Investment in a Casino Group Subsidiary

The General Shareholders' Meeting in its extraordinary meeting held on December 13, 2012 approved a proposition related to consider an option to diversify management of a portion of its cash excess through the issuance of short term bonds ("the Bonds") by "Polca", a subsidiary of Casino Guichard Perrachon ("Casino Group") dedicated to cash management operations. Based on this approval, an investment in bonds for USD \$130 million was made. To date, the bonds matured and the Company received timely payment of principal and interest under the rules adopted by the General Shareholder Meeting, which assured the Company a return in line with the ones offered in the Colombian market. At the time of this report, the Éxito Group does not have any investment in bonds issued by the above mentioned Casino Group subsidiary.

#### Energy Efficiency Contract with Green Yellow

The Company signed a business agreement for energy efficiency ("the Contract") with Green Yellow, a French subsidiary of the Casino Group Guichard Perrachon, that aims to analyze the implementation of energy-saving solutions in some of the Grupo Éxito's stores which in the future is expected to represent substantial energy savings. This activity is part of one of the pillars of sustainability of the interest in becoming involved in the commitment against climate change and in reducing the environmental impact of the activities of the Company. The agreement will have an initial term of three years with investments up to COP41,000 million in the acquisition and installation of equipments, as well as in implementing these solutions. Such investments are subject under contract to the satisfactory results obtained from the energy efficiency program.

#### Intellectual Property

In compliance with Law 603 of 2000, we would like to inform that the company is in full compliance with intellectual property regulations. Thus, the Company's management reports that the company owns the brands, names, emblems, slogans and logos used in its products and services, or authorized for use under a license agreement. The use of software products obeyed all effective applicable legislation.

#### Donations and Social Campaigns

During the 2012-2013 statutory period the Company made donations of COP2,189 million to individuals, institutions or programs of social benefit, and made contributions to individuals or corporations to support the strengthening of democratic practices in Colombia.

#### Post-closure events

On February 28, 2013 the Medellin Court of Appeal issued the final ruling in the dispute with the former minority shareholders of Cadenalco, who sought that the acts subsequent to the acquisition of a majority stake by Éxito were declared non-effective, which meant, among other effects, to undo the merger and revive Cadenalco. This judgment was favorable to Éxito's interests and determined that there was no wrongdoing and therefore the plaintiffs' claims were unfounded.

During 2013 so far there have been no events to be highlighted in this report, except for this process and the change in the Company's Executive Management announced in February as Relevant Information.

In 2013, Fundación Éxito will celebrate 30 years of work. I do not want to end this shareholders' meeting without thanking those who have supported us over the last three decades, especially those customers who invested in the welfare of children through "Goticas" or their contributions. This not only contributes to the care of children from 0 to 6 years of age in Colombia, but it also shows their confidence in the management of Fundación Éxito. Thank you for believing in this profitable investment which ensures the comprehensive care of early childhood. There are many unforgettable moments that mark 2012, and you were there for all of them. We are encouraged to know that our main asset is the trust that the customers, the suppliers, the employees and the shareholders show us.

We will continue to work to get customers always to come back; you can count on our full commitment.

#### Signed

Board of Directors Arnaud Strasser Yves Desjacques Luis Carlos Uribe Jaramillo Philippe Alarcon Patrick Careil Nicanor Restrepo Santamaría Felipe Ayerbe Muñoz (Independent Member) Guillermo Valencia Jaramillo (Independent Member) Luisa Fernanda Lafaurie Rivera (Independent Member)



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### 2013, A Year full of Excitement

As always, throughout over 100 years of history, we are excited about the future. Every day we work, thinking about how to be innovative tomorrow, how to offer better services, how to make everything simpler and more efficient, and how to work as a team to get our customers to come back.

This is our mission, and with it in mind, we welcome our new competitors who share with us in the challenge of providing wellbeing and joy to Colombia. We will continue to grow, we will arrive at more small and intermediate cities, working in partnership with our suppliers; we will be innovators in our contact channels and we will seek not only the preference of our clients but their affection by working with transparency, with solid values, effective contributions to the community that surrounds us, to early childhood and to the care of the environment.

#### Acknowledgements

And by Gonzalo Restrepo López President CEO







# Consolidated Financial **Statements**

TO THE SHAREHOLDERS OF ALMACENES ÉXITO S. A. Medellín

The statutory consolidated financial statements of Almacenes Éxito S. A. at December 31, 2012 and 2011 have been prepared in conformity with accounting principles generally accepted in Colombia. Ms. Sandra Milena Buitrago Estrada of our office, acted as statutory auditor of these consolidated financial statements and her report thereon is dated February 19, 2013. Her statutory audit examination was made in accordance with auditing standards generally accepted in Colombia.

At your request, we have prepared the enclosed English language translation of the statutory consolidated financial statements and the statutory audit report of Ms. Sandra Milena Buitrago Estrada thereon.

Very truly yours,

Medellín, Colombia February 19, 2013

# Statutory Auditor's Report

Medellín, Colombia February 19, 2013

TO THE SHAREHOLDERS OF ALMACENES ÉXITO S.A. AND SUBSIDIARY COMPANIES

I have audited the accompanying consolidated financial statements of Almacenes Éxito S.A. and its subsidiary companies, which comprise the consolidated balance sheets as at December 31, 2012 and 2011 and the related consolidated statements of income, changes in equity, changes in financial position and cash flows for the years then ended, and the summary of significant accounting policies and other explanatory notes.

The Company's administration is responsible for the preparation and fair presentation of the financial statements, in accordance with accounting principles generally accepted in Colombia. This responsibility includes designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatements whether due to fraud or error; and selecting and applying appropriate accounting policies and making estimates that are reasonable in the circumstances.

My responsibility is to express an opinion on these consolidated financial statements based on my audits. I obtained the necessary information to comply with my functions and performed my examinations in accordance with auditing standards generally accepted in Colombia. These standards require that an audit is planned and performed to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit includes examining, on a test basis, evidence supporting amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatements in the financial statements. In making those risk assessments, the auditor considers the internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of significant estimates made by management, as well as evaluating the overall presentation of the financial statements. I believe that my audits provide a reasonable basis for my audit opinion.

In my opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Almacenes Éxito S.A. and its subsidiary companies as of December 31, 2012 and 2011, the consolidated results of its operations, the consolidated changes in its financial position and the consolidated cash flows for the years then ended, in accordance with accounting principles generally accepted in Colombia, issued by the Colombian Government, and accounting instructions issued by the Superintendencia Financiera de Colombia, consistently applied.

Sandra Milena Buitragó Estrada Statutory Auditor Professional Card 67229-T Designated by Ernst & Young Audit Ltda. TR-530



# Certification of consolidated financial statements

GENERAL SHAREHOLDERS' MEETING OF ALMACENES ÉXITO S.A. Envigado

THE UNDERSIGNED, LEGAL REPRESENTATIVE AND PUBLIC ACCOUNTANT OF THE PARENT COMPANY OF ALMACENES ÉXITO S.A., EACH WITHIN HIS/HER COMPETENCE

#### **CERTIFY:**

That we have previously verified the assertions contained in the financial statements of the parent company and its subsidiary companies at December 31, 2012 and 2011, in conformity with the regulations, and that they have been correctly taken from the books.

Based on the above, in connection with the referred to financial statements, we confirm:

- 1. The assets and liabilities of the parent company and its subsidiary companies exist and the transactions recorded have been made in the corresponding year.
- 2. All economic facts realized have been recognized.
- 3. Assets represent rights obtained and liabilities represent obligations of the parent company and its subsidiary companies.
- 4. All elements have been recognized for the appropriate amounts.
- 5. Economic facts have been correctly classified, described, and disclosed.

The above to comply with article 37 of Law 222 of 1995.

In testimony whereof, this certification is signed on February 19, 2013.

Gonzalo Restrepo López Legal Representative of Almacenes Éxito S.A.

Claudia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T



# Financial statements certification law 964 of 2005

GENERAL SHAREHOLDERS' MEETING ALMACENES ÉXITO S.A. Envigado

THE UNDERSIGNED LEGAL REPRESENTATIVE OF THE PARENT COMPANY ALMACENES ÉXITO S.A.

#### **CERTIFIES:**

That the financial statements and the operations of the parent company and its subsidiary companies at December 31, 2012 and 2011, do not contain defects, inaccuracies or errors that impede the recognition of the true equity position thereof.

The above for purposes of complying with article 46 of Law 964 of 2005.

In testimony whereof, this certification is signed on February 19, 2013.





Legal Representative of Almacenes Éxito S.A.



# Consolidated Balance Sheet

### AT DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|                                      |       | /×                                    |           |  |  |  |
|--------------------------------------|-------|---------------------------------------|-----------|--|--|--|
| Assets                               | Notes | 2012                                  | 2011      |  |  |  |
| CURRENT ASSETS                       |       |                                       |           |  |  |  |
| Cash                                 | 4     | 1,591,110                             | 1,487,540 |  |  |  |
| Marketable investments               | 5     | 916,067                               | 786,142   |  |  |  |
| Debtors, net                         | h h   | 359,780                               | 327,700   |  |  |  |
| Inventories, net                     | 7     | 1,106,138                             | 994,501   |  |  |  |
| Deferred charges, net                | 11    | 45,037                                | 51,401    |  |  |  |
| TOTAL CURRENT ASSETS                 |       | 4,018,132                             | 3,647,284 |  |  |  |
|                                      |       | · · · · · · · · · · · · · · · · · · · |           |  |  |  |
|                                      |       |                                       |           |  |  |  |
|                                      |       |                                       |           |  |  |  |
| NON CURRENT ASSETS                   |       | I I<br>I I                            |           |  |  |  |
| Debtors, net                         | 6     | 40,775                                | 37,401    |  |  |  |
| Permanent investments, net           | 8     | 124,956                               | 84,154    |  |  |  |
| Property, plant and equipment, net   | 9     | 2,248,909                             | 2,265,785 |  |  |  |
| Intangibles, net                     | 10    | 2,105,218                             | 2,099,133 |  |  |  |
| Deferred charges, net                | 11    | 350,604                               | 343,459   |  |  |  |
| Other assets                         |       | 285                                   | 285       |  |  |  |
| Valuations                           | 12    | 1,433,123                             | 1,330,894 |  |  |  |
| TOTAL NON CURRENT ASSETS             |       | 6,303,870                             | 6,161,111 |  |  |  |
| TOTAL ASSETS                         |       | 10,322,002                            | 9,808,395 |  |  |  |
| DEBIT AND CREDIT MEMORANDUM ACCOUNTS |       | 4,594,827 i                           | 4,512,991 |  |  |  |
|                                      | I     | · · · · · · · · · · · · · · · · · · · |           |  |  |  |

Desawle Gonzalo Restrepo López Legal Representative of Almacenes Éxito S.A. (See attached certification)



### Liabilities And Shareholders' Equi CURRENT LIABILITIES Financial obligations

| i ilai ciai opiigatioi is               |
|---|
| Suppliers                               |
| Accounts payable                        |
| Taxes, duties and rates                 |
| Labor obligations                       |
| Estimated liabilities and provisions    |
| Deferred charges, net                   |
| Bonds                                   |
| Other liabilities                       |
| TOTAL CURRENT LIABILITIES               |
| NON CURRENT LIABILITIES                 |
| Taxes, duties and rates                 |
| Labor obligations                       |
| Retirement pensions estimated liability |
| Bonds                                   |
| Deferred charges, net                   |
| Other liabilities                       |
| TOTAL NON CURRENT LIABILITIES           |
| TOTAL LIABILITIES                       |
| MINORITY INTEREST                       |
|   |

SHAREHOLDERS' EQUITY, SEE ATTACHED STATEMENT

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

DEBIT AND CREDIT MEMORANDUM ACCOUNTS

The accompanying notes are an integral part of the financial statements.

Claudica Catricia Alvarez Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T (See attached certification)

### AT DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|      | I     | /\                     |                    |
|------|-------|------------------------|--------------------|
| uity | Notes | 2012                   | 2011               |
|      |       |                        |                    |
|      | 10    |                        | 70.000             |
|      | 13    | 2,722                  | 73,030             |
|      | 15    | 1,654,026              | 1,443,809          |
|      |       | I 397,580 I            | 351,462<br>116,406 |
|      |       | I 131,843 I            | 84,575             |
|      | 18    | <u> </u>               |                    |
|      | 20    | 45,017<br>I            | 44,182             |
|      | 11    | ı 450 i                | 311                |
|      | 16    | 74,650                 |                    |
|      | 21    | 35,526                 | 23,388             |
|      |       | i 2,428,208 i          | 2,137,163          |
|      |       |                        |                    |
|      | 17    | 49,291                 | 96,965             |
|      | 18    | 540                    | 558                |
|      | 19    | 16,636                 | 17,720             |
|      | 1 10  | 150,000                | 224,650            |
|      | 1 11  | 12,884                 | 21,980             |
|      | 21    | 58,986 1               | 62,118             |
|      |       | 288,337                | 423,991            |
|      |       | 2,716,545              | 2,561,154          |
|      |       | 13,678 I               | 9,517              |
| IT   | 22    | 7,591,779 <sup> </sup> | 7,237,724          |
|      |       | 10,322,002  <br>1      | 9,808,395          |
|      | 23    | 4,594,827              | 4,512,991          |
|      |       |                        |                    |

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Sandra Milena Buitrago Estrada Statutory Auditor of Almacenes Éxito S.A. Professional Card 67229-T (Designada por Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)



# Consolidated Income Statement

#### FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|   | I        | /\                 |             |
|---|----------|--------------------|-------------|
|   | Notes    | 2012               | 2011        |
| NET REVENUES  |          |                    |             |
| Sales   |          | 9,705,414          | 8,390,801   |
| Other operating revenues                            |          | 524,259            | 453,909     |
| TOTAL NET REVENUES                                  | 24       | 10,229,673         | 8,844,710   |
| COST OF SALES                                       |          | (7,559,872)        | (6,610,665) |
| GROSS PROFIT  | 1        | 2,669,801          | 2,234,045   |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES        |          | I                  |             |
| Salaries and fringe benefits                        | 1        | (878,621)          | (669,037)   |
| Other operating administrative and selling expenses |          | (932,455) <u>!</u> | (822,024)   |
| Depreciation and amortization                       |          | (364,558)          | (319,662)   |
| TOTAL SELLING, GENERAL AND ADMINISTRATIVE EXPENSES  | 25       | (2,175,634)        | (1,810,723) |
| OPERATING INCOME                                    |          | 494,167            | 423,322     |
| NON OPERATING INCOME AND EXPENSES                   |          | 1                  |             |
| Financial income                                    | 1        | 226,390            | 164,537     |
| Dividends and participations                        |          | 533                | 933         |
| Financial expenses                                  |          | (139,972)          | (157,771)   |
| Other non operating income (expenses) net           | 26       | (20,146) I         | (7,553)     |
| TOTAL NON OPERATING INCOME AND EXPENSES, NET        |          | 66,805             | 146         |
| INCOME BEFORE TAXES AND MINORITY INTEREST           | 1        | 560,972            | 423,468     |
| MINORITY INTEREST PARTICIPATION                     |          | (2,118)            | (566)       |
| INCOME BEFORE TAXES                                 |          | 558,854            | 422,902     |
| INCOME AND COMPLEMENTARY TAX                        |          | 1                  |             |
| Current   | 1        | (66,440)           | (32,786)    |
| Deferred  | I        | (17,109)           | (661)       |
| TOTAL INCOME AND COMPLEMENTARY TAX                  | 17       | (83,549)           | (33,447)    |
| NET INCOME AND COMPLEMENTARY TAX                    |          | 475,305            | 389,455     |
| NET INCOME PER SHARE                                | 2        | 1,061.89*          | 870.09*     |
|   | <u> </u> | · /                |             |

(\*) Expressed in Colombian pesos

The accompanying notes are an integral part of the financial statements.

Deframen

Gonzalo Restrepo López Legal Representative of Almacenes Éxito S.A. (See attached certification)

Naudia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T (See attached certification)



Eur

Sandra Milena Buitrago Estrada Statutory Auditor of Almacenes Éxito S.A. Professional Card 67229-T (Designada por Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)

# Consolidatec Statement of Changes in Equity

|  |       |         |                    |       |   | Rese                       | rves                |                     |                   |                       |                      |                              |                      |           |
|--|-------|---------|--------------------|-------|---|----------------------------|---------------------|---------------------|-------------------|-----------------------|----------------------|------------------------------|----------------------|-----------|
|  | Notes | Capital | Capital<br>surplus | Legal | Occasional<br>Future<br>expansion and<br>improvements | Reacquisition<br>of shares | Tax<br>depreciation | Future<br>dividends | Total<br>reserves | Equity<br>revaluation | Retained<br>earnings | Unappropria-<br>ted earnings | Valuation<br>surplus | Total     |
| Balance at December 31, 2010   |       | 3,340   | 2,277,845          | 7,857 | 392,617   | 19,266                     | 8,741               | 1,419               | 429,900           | 321,727               | 254,834              | 6,980                        | 1,118,222            | 4,412,848 |
| Appropriations by the General<br>Shareholders' Meeting: Dividend<br>in cash of \$75 (*) per share and<br>quarter, from April 2011 to March<br>2012 on 333.333.632<br>outstanding shares of<br>Almacenes Éxito S.A.   |       |         |                    |       |   |                            |                     |                     |                   |                       | (100,000)            |                              |                      | (100,000) |
| Transfer of earnings without<br>appropriation and tax reserves to<br>reserve for future expansion and<br>improvements  |       |         |                    |       | 163,575   |                            | (8,741)             |                     | 154,834           |                       | (154,834)            |                              |                      | -         |
| Exchange difference foreign investment   | 22    |         | 11,648             |       |   |                            |                     |                     |                   |                       |                      |                              |                      | 11,648    |
| Issue of shares  | 22    | 1,142   |                    |       |   |                            |                     |                     |                   |                       |                      |                              |                      | 1,142     |
| Share premium  | 22    |         | 2,553,877          |       |   |                            |                     |                     |                   |                       |                      |                              |                      | 2,553,877 |
| Decrease of valuation of financial instruments   |       |         | 11,743             |       |   |                            |                     |                     |                   |                       |                      |                              |                      | 11,743    |
| Net effect of consolidation adjustments  |       |         |                    |       |   |                            |                     |                     |                   |                       |                      | 639                          |                      | 639       |
| Equity tax 2011  | 22    |         |                    |       |   |                            |                     |                     |                   | (193,930)             |                      |                              |                      | (193,930) |
| Increase in valuation surplus  |       |         |                    |       |   |                            |                     |                     |                   |                       |                      |                              | 150,302              | 150,302   |
| Net income to December 31, 2011  | 2     |         |                    |       |   |                            |                     |                     |                   |                       | 389,455              |                              |                      | 389,455   |
| Balance at December 31, 2011   |       | 4,482   | 4,855,113          | 7,857 | 556,192   | 19,266                     | -                   | 1,419               | 584,734           | 127,797               | 389,455              | 7,619                        | 1,268,524            | 7,237,724 |
| Appropriations by the General<br>Shareholders' Meeting: Dividend in<br>cash of \$ 108.75 (*) per share and<br>quarter, from April 2012 to March<br>2013 on 447.604.316 outstanding<br>shares of Almacenes Éxito S.A. |       |         |                    |       |   |                            |                     |                     |                   |                       | (194,708)            |                              |                      | (194,708) |
| Transfer of earnings without<br>appropriation and tax reserves to<br>reserve for future expansion and<br>improvements  |       |         |                    |       | 194,747   |                            |                     |                     | 194,747           |                       | (194,747)            |                              |                      | -         |
| Exchange difference foreign investment   | 22    |         | (28,095)           |       |   |                            |                     |                     |                   |                       |                      |                              |                      | (28,095)  |
| Effect of valuation financial instruments  |       |         | (577)              |       |   |                            |                     |                     |                   |                       |                      |                              |                      | (577)     |
| Net effect of consolidation adjustments  |       |         |                    |       |   |                            |                     |                     |                   |                       |                      | (4,111)                      |                      | (4,111)   |
| Increase in valuation surplus  |       |         |                    |       |   |                            |                     |                     |                   |                       |                      |                              | 106,241              | 106,241   |
| Net income to December 31, 2012  | 2     |         |                    |       |   |                            |                     |                     |                   |                       | 475,305              |                              |                      | 475,305   |
| Balance at December 31, 2012   | ]     | 4,482   | 4,826,441          | 7,857 | 750,939   | 19,266                     |                     | 1,419               | 779,481           | 127,797               | 475,305              | 3,508                        | 1,374,765            | 7,591,779 |

(\*) Expressed n Colombian pesos

The accompanying notes are an integral part of the financial statements.

personne Gonzalo Restrepo López

Legal Representative of Almacenes Éxito S.A. (See attached certification) (See attached certification)



FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

Naudia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T



Sandra Milena Buitrago Estrada Statutory Auditor of Almacenes Éxito S.A. Professional Card 67229-T (Designada por Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)

# Consolidated Statement of Changes in Financial Position FOR THE YEARS E 2012 AND 2011 (Amounts expressed in m

### FOR THE YEARS ENDED DECEMBER 31,

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(Amounts expressed in millions of Colombian pesos)

| Notes | 2012  | 2011  |
|-------|---|---|
| 1     | 1   |   |
| 1     | 475,305 I   | 389,455   |
|       | 000.001.1   | 040.040   |
| 9 1   | 226,001   | 213,342   |
| 1     | 70,571  | 63,855  |
| 1     | 72,137  | 46,527  |
| 26    | (3,213)   | (13,139)  |
| 26    | (2,069)   | (297)   |
| 1     | 12,279  | 2,379   |
| 1     | (2,510)   | (2,599)   |
| 19    | 823   | 876   |
| 1     | (251)   | (1,311)   |
| 1     | 155   | (25)  |
| 1     | 223   | 169   |
|       | - 1   | 995   |
| 1     | - 1   | (5)   |
| 11    | (557)   | (318)   |
| 1     | (7)   | (7)   |
| 1     | 2,118   | 567   |
| 1     | (3,901)   | (3,270)   |
| 1     | (534)   | (933)   |
| 1     | 2,306   | -   |
| 1     | 2,223   | -   |
| 1     | (2,650)   | -   |
| 1     | (814)   | 2,142   |
|       | 847,635 1   | 698,403   |
| 1     | I   |   |
| 1     | 8,192   | 46,445  |
| I     | - 1   | 165   |
| 1     | 4,500   | 348   |
| 18 1  | (18)  | (17)  |
| 22    | -   | 1,142   |
| 22 1  | - 1   | 2,553,877   |
| 21    | (3,132)   | 19,323  |
| I     | 54 1  | 129   |
| 16    | (74,650)  | -   |
| 1     | 950 1   | 1,577   |
| 1     | - 1   | 66,883  |
| I     | 783,531 !   | 3,388,275   |
|       | 9<br>26<br>26<br>26<br>19<br>19<br>11<br>11<br>11<br>11<br>11<br>11<br>11<br>11 | 9       226,001         9       226,001         70,571       72,137         26       (3,213)         26       (2,069)         12,279       (2,510)         19       823         (2,510)       (251)         19       823         (251)       (251)         11       (557)         (21)       (7)         211       (3,901)         (3,901)       (534)         (2,650)       (2,650)         (2,650)       (814)         847,635       (2,650)         18       (18)         22       -         21       (3,132)         54       16       (74,650) |

### Acquisition of investments Acquisition of property, plant and equipment, and other asset Increase of intangibles Decrease in non current debtors Increase in non current deferred assets Dividends declared Increase in taxes, levies and rates Equity tax Transfer of short term debtors to intangibles Effect of valuation of derivative financial instruments Transfer of short-term debts to property, plant and equipment Amortization of actuarial calculation TOTAL FINANCIAL RESOURCES USED INCREASE IN WORKING CAPITAL ANALYSIS OF CHANGES IN WORKING CAPITAL INCREASE (DECREASE) IN CURRENT ASSETS Cash Marketable investments Debtors Inventories Deferred charges TOTAL INCREASE IN CURRENT ASSETS (INCREASE) DECREASE IN CURRENT LIABILITIES Financial obligations Suppliers Accounts payable Taxes, duties and rates Other liabilities Labor obligations Estimated liabilities Commercial paper and short-term bonds Deferred charges TOTAL INCREASE IN CURRENT LIABILITIES INCREASE IN WORKING CAPITAL

FINANCIAL RESOURCES USED IN:

The accompanying notes are an integral part of these financial statements.

Maudia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T (See attached certification)

person

Gonzalo Restrepo López Legal Representative of Almacenes Éxito S.A. (See attached certification)



### FOR THE YEARS ENDED DECEMBER 31. 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|     | Notes | 2012                  | 2011      |
|-----|-------|-----------------------|-----------|
|     |       | 1                     |           |
|     |       | 45,203                | 432,378   |
| ets |       | 243,420               | 229,597   |
| /10 | i     | 63,879                | 1,045,889 |
|     |       | 3,374 1               | (15,528)  |
|     |       | 101,122               | 85,678    |
|     | I     | 194,708               | 100,000   |
|     | 17    | - 1                   | (96,965)  |
|     |       | 47,674                | 193,930   |
|     |       | (3,000) I             | 11,181    |
|     | 1     | 577                   | (11,743)  |
| nt  | 1     | 5,688                 |           |
|     |       | 1,083                 |           |
|     | <br>  | 703,728               | 1,974,417 |
|     | 1     | 79,803                | 1,413,858 |
|     |       | i<br>I                |           |
|     | 1     |                       |           |
|     | 4     | 103,570               | 971,215   |
|     | 5     | 129,925               | 505,409   |
|     | 6     | 32,080                | (13,841)  |
|     | 7     | 111,637               | 153,592   |
|     | 11    | (6,364)               | 9,654     |
|     | 1     | 370,848               | 1,626,029 |
|     |       | I<br>I                |           |
|     | 13    | 70,308                | 284,295   |
|     | 14    | (210,217)             | (353,932) |
|     | 15    | (46,118)              | (77,565)  |
|     | 1     | (15,437)              | (54,556)  |
|     | 21    | (12,138)              | (5,058)   |
|     | 18    | (1,819)               | (33,734)  |
|     | 20    | (835)                 | (1,660)   |
|     | 16    | (74,650)              | 30,350    |
|     | 11    | (139)                 | (311)     |
|     | 1     | (291,045)             | (212,171) |
|     | l     | 79,803 <mark> </mark> | 1,413,858 |
|     |       | ,                     |           |

Sandra Milena Buitrago Estrada Statutory Auditor of Almacenes Éxito S.A. Professional Card 67229-T (Designada por Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)

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# Consolidated Statement of Cash Flows

FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)

|   | 2012        | 2011        |
|---|-------------|-------------|
| CASH RECEIVED FROM SALE OF GOODS, SERVICES AND OTHERS:  | 1           |             |
| Goods, services and others  | 11,244,574  | 9,974,407   |
| Paid to suppliers   | (8,187,661) | (7,239,996) |
| Paid for wages, salaries and fringe benefits  | (878,257)   | (675,585)   |
| Paid for administrative expenses  | (91,537)    | (79,055)    |
| Paid for selling expenses   | (935,791)   | (806,186)   |
| Paid for sales tax  | (143,732)   | (178,386)   |
| Paid for income tax   | (121,351)   | (105,645)   |
| TOTAL CASH GENERATED BY THE OPERATION   | 886,245     | 889,554     |
| Acquisition of property, plant and equipment, net   | (262,331)   | (202,066)   |
| Acquisition of deferred charges   | (100,788)   | (84,389)    |
| Income from sale of property, plant and equipment, net  | 54,042      | 56,612      |
| Acquisition of investments  | (45,203)    | (433,179)   |
| Acquisition of intangibles  | (63,879)    | (1,045,821) |
| Income from sale of intangibles   | 4,500       | 348         |
| SUBTOTAL CASH USED IN CAPITAL ASSETS  | (413,659)   | (1,708,495) |
| Purchases of marketable investments   | ((0,0,0,0)) | (423,340)   |
| Income from sale of permanent investments   |             | 107,700     |
| Interest received   | 150,689     | 72,204      |
| Dividends and participations received   | 534         | 933         |
| Advances of profits from trusts   | 2,306       | _           |
| SUBTOTAL NET CASH GENERATED BY (USED IN) OTHER INVESTMENTS  | 22,167      | (242,503)   |
| TOTAL NET CASH USED IN INVESTING ACTIVITIES   | (391,492)   | (1,950,997) |
| Loans received  |             | 2,319,697   |
| Payment of installments of loan capital   | (244,284)   | (2,539,022) |
| Dividends declared and paid   | (146,016)   | (119,814)   |
| Issue of shares   | - 1         | 2,553,877   |
| Interest paid on loans and bonds  | (70,907)    | (137,741)   |
| Payment of certificate of indebtedness  |             | (30,350)    |
| TOTAL NET CASH (USED IN) GENERATED BY FINANCING ACTIVITY  | (275,895)   | 2,046,647   |
| Cash received from other headings   | 4,236       | 14,534      |
| Outflow of cash from payment of equity tax  | (53,858)    | (50,937)    |
| Outflow of cash from other headings   | (66,616)    | (48,626)    |
| Cash income of the subsidiary Spice Investments Mercosur S.A.                                     | - 1         | 69,462      |
| Effect from translation of operating accounts with the subsidiary Spice Investments Mercosur S.A. | 950         | 1,579       |
| TOTAL NET CASH USED BY OTHER HEADINGS   | (115,288)   | (13,988)    |
| TOTAL NET INCREASE OF CASH  | 1           | 971,215     |
| INITIAL CASH BALANCE  |             | 516,325     |
| ENDING CASH BALANCE   | 1,591,110   | 1,487,540   |
|   | ·           |             |

| ,<br>   | 2012      | 2011     |
|---|-----------|----------|
| RECONCILIATION OF NET INCOME WITH NET CASH GENERATED BY THE OPERATION $1$   | I<br>I    |          |
| NET INCOME  | 475,305   | 389,455  |
| Adjustments to reconcile net income with net cash provided by operating activities:<br>Amortization of deferred monetary correction | (557)     | (317)    |
| Depreciation of property, plant and equipment, net  | 226,986   | 213,342  |
| Amortization of deferred charges  | 69,586    | 63,855   |
| Amortization of intangibles   | 72,137    | 46,527   |
| Amortization of prepaid leases  | (111)     | 169      |
| Increase of amortization of the actuarial calculation   | (1,083)   | 875      |
| Adjustment of prepaid expense   | - 1       | (1,349)  |
| Profit from sale of property, plant and equipment, net  | (3,135)   | (13,138) |
| Decrease of provision for protection of investments, net  | (239)     | (1,350)  |
| Decrease of provisions for property, plant and equipment, net   | (288)     | (2,599)  |
| Adjustment for exchange difference of non controlled investments abroad, net  | 155 !     | (25)     |
| Loss on sale of investments   | - 1       | 995      |
| Profit on sale of intangibles   | (2,069)   | (297)    |
| Variations in non operating accounts  | (53,447)  | 6,764    |
| Accrued expenses  | 9,608     | 482      |
| Donations   | 2,383     | 2,695    |
| Tax on financial movements  | 11,435    | 19,326   |
| Decrease in inventory   | (111,635) | (54,456) |
| Increase in suppliers   | 224,159   | 191,613  |
| Increase in labor obligations   | 1,222     | (7,664)  |
| Interest received   | (150,869) | (72,147) |
| Interest paid   | 70,796    | 137,954  |
| Dividends and participations received   | (535)     | (933)    |
| Equity tax  | 4,149     | 2,333    |
| Taxes payable   | 40,562    | (33,144) |
| Minority interest   | 1,730     | 567      |
| Others I  | - 1       | 21       |
| NET CASH PROVIDED BY OPERATIONS   | 886,245   | 889,554  |

The accompanying notes are an integral part of the financial statements.

person Gonzalo Restrepo López Legal Representative of Almacenes Éxito S.A. (See attached certification)

Claudia Patricia Álvarez Agudelo Public Accountant of Almacenes Éxito S.A. Professional Card 69447-T (See attached certification)



#### FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)

Vandia Patricia Alvarez



Eur

Sandra Milena Buitrago Estrada Statutory Auditor of Almacenes Éxito S.A. Professional Card 67229-T (Designada por Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)

### Notes to Consolidated Financial Statements y en dólares estadounidenses)

AT DECEMBER 31, 2012 AND 2011 (Amounts expressed in millions of Colombian pesos

### Note 1. Parent company and Its Subsidiares

Almacenes Éxito S.A., parent company, was incorporated on March 24, 1950 according to Colombian law. Its corporate purpose is to acquire, store, transform and, in general, distribute and sell under any type of commercial arrangement, including the financing thereof, all types of local or foreign goods and products, either wholesale or retail.

The company's main domicile is located in the municipality of Envigado, Colombia, in Carrera 48 Nº 32B Sur 139. The legal term of the Company's existence expires on December 31, 2050.

In May 2007, the Casino Group, based in France, acquired the control of the parent company and its subsidiaries. At December 31, 2012 it held a participation of 54.77% of the share capital.

Distribuidora de Textiles y Confecciones S.A. "DIDETEXCO S.A.", a subsidiary company, was organized on July 13, 1976 by means of public deed No. 1138 of the Seventh Notary's Office of Medellín. Its corporate purpose consists of acquiring, storing, transforming, manufacturing, selling and in general distributing under any arrangement all type of textiles manufactured locally or abroad and acquiring, giving or taking under lease all types of real estate intended for the establishment of stores, shopping centers or other sites appropriate for the distribution of goods and the sale of goods or services. Its principal domicile is the Municipality of Envigado, Colombia, Carrera 48 No. 32 Sur – 29. The Company's duration expires on July 13, 2026.

Almacenes Éxito Inversiones S.A.S., subsidiary company, was organized by a private instrument on September 27, 2010. Its corporate purpose is setting up, financing, promoting, investing individually or together with other individuals or legal entities to set up companies, entities or businesses having as their purpose the production or commercialization of

goods, items or elements or the rendering of services related with the exploitation of commercial establishments and joining these companies as an associate, by means of contributions of money, assets or services.

Promote, invest individually or with other individuals or legal entities the provision of networks, services and telecommunication added values, particularly all those telecommunication, mobile cellular telephony and added value service activities permitted in Colombia or abroad.

Its principal domicile is located in Envigado, Colombia, carrera 48 Nº 32 Sur - 139. The company's duration is indefinite.

Carulla Vivero Holding Inc. was a subsidiary of Carulla Vivero S.A., which as a result of the merger became a subsidiary of the parent company Almacenes Éxito S.A. Carulla Vivero Holding Inc. was formed on September 14, 2000 under the laws of the British Virgin Islands. Its corporate purpose is to doing business to invest, purchase, own, acquire in any way, sell, assign, and manage any movable asset or real estate which is not prohibited or regulated by the laws of the British Virgin Islands.

In September 2011, Almacenes Éxito S.A. acquired Spice Investments Mercosur S.A., Uruguayan stock company, closed, with nominative shares. Its main activity is making investments in general, in accordance with article No. 47 or the Uruguayan Law 16.060, being able to develop activities related with investments in the country and abroad, Its principal domicile is in Montevideo, Avenida General José María Paz No. 1404.

Spice Investments Mercosur S.A. is owner of shares in the following companies: 62.49% of Grupo Disco del Uruguay S.A., 47.25% of Larenco S.A., 7.10% of Lanin S.A. and 100% of Geant Inversiones S.A.

#### Grupo Disco del Uruguay S.A. is in turn the owner of 100% of Supermercados Disco del Uruguay S.A., 50% of Maostar S.A., 100% of Ameluz S.A. and 100% of Odaler and 100% of Fandale S.A. which in turn owns 51% of Mablicor S.A. (owner of a real estate).

### Note 2. Principal Accounting Policies and Practices

For the preparation of the financial statements used for In the case of those subsidiaries where the parent consolidation, the parent company and its subsidiacompany has joint or shared control, the parent comries follow accounting principles generally accepted pany applied the proportional integration method, in accordance with numeral 6 of the Second Chapter of in Colombia, which are legally prescribed by regulations and instructions of the Financial Superintendent the First Title of External Circular 002 of 1998. of Colombia, the Superintendent of Corporations and Thus, the consolidated financial statements approother legal provisions. These principles may differ in priately disclose the amount of resources under exclusicertain aspects from those established by other State ve control, thereby establishing an approximate factor of control entities. Described below are the principal polithe economic level of the parent company responsibility. cies and practices the parent company and its subsi-The consolidated financial statements include the diaries have adopted in accordance thereof.

#### Consolidation principles:

Global integration is the consolidation method used. For the consolidation of the financial statements of All assets, liabilities, equity, and results of operations Spice Investments Mercosur S.A. the policies and of the subsidiary companies are incorporated to the principles of Éxito Group were applied, in accordanparent company financial statements, with the prece with Colombia accounting principles. The princivious elimination in the parent company of the invespal adjustments made were for the amortization of the tment in the subsidiary companies' equity, as well as goodwill and the valuation of fixed assets. the intercompany operations and balances existing at the date of the consolidated financial statements'.



Larenco S.A. is the owner of 89.45% of Lanin S.A., which is the owner of 100% of the shares of Devoto Hnos, S.A.

Geant Inversiones S.A. is owner of 52.75% of the shares of Larenco S.A.

accounts of the parent company and of its subsidiary companies. All significant balances and transactions between these companies were eliminated on consolidation.



The balances shown below were taken from the individual financial statements of the parent company and its subsidiaries at December 31, certified and with the opinion of the statutory auditor in accordance with current legal provisions:

| COMPANY  | Ass        | ets                          | Liabi     | lities    | Eq                | uity                  | Resi          | ults    |
|--|------------|------------------------------|-----------|-----------|-------------------|-----------------------|---------------|---------|
|  | 2012       | 2011                         | 2012      | 2011      | 2012              | 2011                  | 2012          | 2011    |
| Almacenes Éxito S.A.   | 10,031,667 | 9,500,907                    | 2,436,432 | 2,259,681 | 7,595,235         | 7,241,226             | 475,305       | 389,455 |
| Distribuidora de Textiles<br>y Confecciones S.A.<br>"Didetexco S.A." (1) | 181,072    | 167,910                      | 37,584    | 40,768    | ו<br>143,488<br>ו | 127,142               | 6,718         | 3,002   |
| Almacenes Éxito Inver-<br>siones S.A.S. (2)                              | i 5,381 i  | 4,779                        | 14        |           | 5,3671            | 4,777                 | 240           | 485     |
| Carulla Holding Inc  | 181        | 198                          | 117       | 129       | 64                | 69                    | - 1           | -       |
| Spice Investments<br>Mercosur S.A.                                       | 788,336    | 764,602                      | 314,924   | 315,423   | 473,412           | 449,179               | 56,192        | 24,816  |
| TOTAL (3)  | 11,006,637 | 10,438,396  <br>  10,438,396 | 2,789,071 |           | ا<br>8,217,566    | ا<br>7,822,393 ا<br>ا | 538,455  <br> | 417,758 |
|  |            |                              |           |           |                   |                       |               |         |

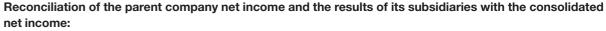
(1) Didetexco S.A. sales of 2012 amounted to \$173,278 and selling, general and administrative, as a proportion of sales, represented 8.8%; the operating income of \$8,666 and net income \$6,718.

(2) The percentage of participation of Almacenes Éxito S.A. in Almacenes Éxito Inversiones S.A.S. at December 31, 2012 and 2011 amounted to 100%.

(3) Total of the individual financial statements without the elimination of intercompany operations and balances.

#### Effects of consolidation on assets, liabilities, equity and results of the parent company:

|                   | Amounts<br>consolia |           | Amounts after consolidation |           |  |
|-------------------|---------------------|-----------|-----------------------------|-----------|--|
|                   | 2012                | 2011      | 2012                        | 2011      |  |
| Total Assets      | 10,031,667          | 9,500,907 | 10,322,002                  | 9,808,395 |  |
| Total Liabilities | 2,436,432           | 2,259,681 | 2,716,545                   | 2,561,154 |  |
| Minority Interest |                     | -         | 13,678                      | 9,517     |  |
| Total Equity      | 7,595,325           | 7,241,226 | 7,591,779                   | 7,237,724 |  |
| Total Results     | 475,305             | 389,455   | 475,305                     | 389,455   |  |
|                   | `'                  |           | `'                          |           |  |



|   | /\                                    |          |
|---|---------------------------------------|----------|
|   | 2012                                  | 2011     |
| Net income of Almacenes Éxito S.A.                      | 475,305                               | 389,455  |
| Net income of Didetexco S.A.                            | 6,718                                 | 3,002    |
| Net income (loss) of Almacenes Éxito Inversiones S.A.S. | 240                                   | 485      |
| Net income of Spice Investments Mercosur S.A.           | 56,192 I                              | 24,816   |
| NET INCOME BEFORE CONSOLIDATING                         | 538,455                               | 417,758  |
| Equity method Almacenes Éxito Inversiones S.A.S.        | (240)                                 | (485)    |
| Equity method Didetexco S.A.                            | (6,359)                               | (3,694)  |
| Minority interests Didetexco S.A.                       | (403)                                 | (180)    |
| Unrealized profit in inventories                        | 44 1                                  | 872      |
| Equity method Spice Investments Mercosur S.A            | (56,192)                              | (24,816) |
| NET CONSOLIDATED INCOME                                 | 475,305                               | 389,455  |
|   | · · · · · · · · · · · · · · · · · · · |          |

Inflation Adjustments ble, financial obligations and investments in foreign By means of Law 1111 of December 27, 2006. currency are adjusted using the applicable period end the Colombian Government eliminated inflation exchange rate that, since late 1991 is the representative market rate, certified by the Colombian Financial adjustments for tax purposes as of January 1, 2007. These adjustments were eliminated for accounting Superintendent. For balances payable, only exchange purposes by means of Decree 1536, issued on May 7, differences that are not chargeable to costs of acqui-2007, and retroactively as of January 1, 2007. ring assets are recorded in the income statement The inflation adjustments accumulated in the accounts as financial expenses. Exchange differences are chargeable to asset acquisition costs while these assets are either being built or installed and until they are in a condition to be used.

accounts up to December 31, 2006 are not reversed and form a part of the balance of their respective accounts for all accounting purposes, until their cancellation, depreciation or amortization. The balance of the equity revaluation account may be reduced on the recognition of equity tax paid, but may not be distributed as profit until such time as the parent company and its subsidiaries are liquidated, or its value is capitalized in accordance with current legislation.

Once capitalized, it may serve to absorb losses, only when the parent company and its subsidiaries fall under dissolution cause, and may not be used to decrease capital. This capitalization represents occasional income for the shareholders which is non taxable.

#### **Foreign Currency Translation**

Foreign currency transactions are recorded at the Assets and liabilities are classified according to their applicable exchange rates prevailing on the date of intended use or the degree of realization, availabithe transaction. At the end of each period, balanlity, demandability or liquidation, in terms of time ces in cash, banks and accounts receivable or paya- and amounts.



#### Translation of financial statements

The financial statements of subsidiary Spice Investments Mercosur S.A., domiciled in Uruguay, are translated into Colombian pesos at the closing rate for 2012 of \$91.14\* (2011 - \$97.62\*) date for asset and liability accounts, at the monthly average rate for 2012 of \$92.69\* (2011 - \$96.91\*) for the income statement and at the historical rate for equity.

(\*) Expressed in Colombian pesos

#### **Classification of Assets and Liabilities**



For this purpose, current assets are understood to be those amounts that will be realizable or available over a term not to exceed one year. Current liabilities are those amounts that will be payable or settled over a term not to exceed one year.

#### Cash and equivalents

Cash represents immediate liquid resources the parent company and its subsidiaries count upon. Recorded in this heading are cash balances, bank current and savings accounts, as well as balances pending clearance in the banking system.

#### Accounts receivable

They represent resources that provide authorization to claim from a third party compliance with the right with the inherent right obligation either in cash, goods or services, as agreed upon between the parties, and as a result of any legal arrangement made in connection with credit payments.

Accounts receivable are recorded using the cost method, which, when applicable, is adjusted according to the unit of measure or functional currency agreed upon for their subsequent payment.

At the close of the period, recoverability is technica-Ily evaluated and a provision is recorded to cover any loss contingency.

#### Inventories

The inventory of goods not manufactured by the parent company and its subsidiaries are recorded at cost, which is calculated monthly using the retail method.

Inventories of materials manufactured by the parent company are recorded at cost, which is calculated using the weighted average method. Inventories of materials, spare parts and accessories of the parent company are recorded at cost. Valuation at the close of the year is calculated by the first-in-first-out (FIFO) method.

Inventories in transit are valued using the specific value method.

A provision to recognize the market value of inventories is recorded at the close of the year.

#### Investments

#### 1. Marketable Investments

These are investments represented by readily-disposable securities or instruments on which the investor has the firm intention to sell the incorporated economic right within a period not exceeding three (3) calendar years. These may be either of fixed or variable yield.

- a. Fixed Yield Marketable Investments are recorded using the cost method and exponentially, based on the internal return rate calculated on the purchase date. The difference with regard to the market or estimated value at the close of the period is recorded as a higher or lower value of the investment and as a gain or loss in the income statement.
- b. Variable Yield Marketable Investments are recorded using the cost method; the results of the differences arising from the periodic adjustments of market prices and the last value recorded are entered directly affecting the value of investments and in the income statement accounts.

#### 2. Permanent Investments

These are the investments the investor has the firm intention to keep until the date of maturity or redemption. They may be in controlled or non-controlled entities.

a. Permanent investments in controlled entities are recorded by the equity method, in accordance with the definition of the Financial Superintendent of Colombia whereby investments in subordinated entities in which the economic entity has the power to stipulate that in the following period they transfer to it their profits or surpluses, should be recorded under the equity method, except when they are acquired and maintained exclusively with the intention to be disposed of in the immediate future, in which case they should be considered marketable investments.

Under the equity method, the parent company accounts for its investments in its subordinated entities initially at cost adjusted for inflation until December 31, 2006. The investments are adjusted (increased or decreased) for changes in the equity and income statement of the subordinates, as appropriate, in accordance with their percentage of participation. The balancing entry for these adjustments in the financial statements of the parent company, is recorded in the income statement and/ or the capital surplus account - equity method, as indicated below:

- · Changes in equity of the subordinated entities which occurred during the year will be recognized by the parent company, increasing or decreasing the investment cost.
- · Changes in equity of the subordinated entities arising from the year net results will affect the parent company income statement.

- · Variations of the subordinated companies' equity not deriving from its income statement will not affect the parent company results; rather they will be recorded in the latter's capital surplus.
- The participation dividends of a company in which an investment is held, received in cash, corresponding to periods in which the Company applied the equity method, reduce the investment book value by such amount.

investments of controlling entities is lower than the adjusted cost, a provision for impairment is recorded and charged to results.

In respect to the investment in the Uruguayan company, Spice Investments Mercosur S.A., that country's rate was converted into the U.S. dollar, and the latter are capitalized. in turn into the Colombian peso. The gain or loss was recorded in the parent company and subsidiaries equity accounts in compliance with Decree 4918 of 2007.

b. Permanent investments in non controlled entities are recorded at cost, which includes inflation adjustments at December 31, 2006.

According to regulations issued by the Colombian Repairs and maintenance of these assets are char-Financial Superintendent, at the end of the period, ged to the income statement . if the realizable value of investments of non-con-Sales and retirements of such assets are discharged trolled entities (intrinsic or stock market value, as at their respective net cost and the differences betapplicable) is lower than their cost, the difference is ween the selling price and net cost are charged or crerecorded as devaluation and as a reduction of equidited to income statement. ty, in the capital surplus account. For non-contro-Depreciation is calculated on cost by the straight-line lled companies in dissolution to be subsequently method based on the probable useful life of the assets liquidated or with recurring losses, the lower value at the following annual rates. is recorded in the income statement, based on the parent company's prudence principle. • 5% for buildings and construction.

Any surplus in the market value or the estimated value at the close of the fiscal period is recorded separately as an increase / debit in the valuation account and credited to the equity valuation surplus, both balance sheet accounts.

Until the date of sale time in 2010, the investment in The acquisition costs of display fixtures such as gon-Cativén S.A. was recorded based on the Company's dolas; security tags, self-service shopping carts and securities' study prepared in December 2008. sign posting, among others, are depreciated using the straight-line method applying an accelerated depreciation percentage ranging from 25% to 50% for each additional shift.



#### Property, plant and equipment and depreciation

Property, plant and equipment includes all tangible resources controlled by the parent company, obtained, built or construction in process, and used in the normal course of business for the production of other goods or to provide services intended for internal consumption or for that of third parties, and whose contribution to the generation of income exceeds one calendar year.

Property, plant and equipment is recorded using the At the year-end close, if the amount estimated of cost method, which includes inflation adjustments until December 31, 2006.

> The cost of property, plant and equipment includes the value of all items required for start up or to become operational. For this reason, once the asset is in a potential condition to be used, no further related costs

> Expenses incurred as a result of the acquisition, installation or construction of the tangible asset, such as engineering, supervision, taxes, interest and monetary correction can only be treated as part of the cost of the asset until such time as the asset is in a condition to be used. Costs incurred after the date the asset is in a condition to be used are recorded as expense of the period they either accrue or disbursed, whichever occurs first,

- 10% for machinery and equipment, transportation equipment and office equipment.
- 20% for other transport equipment (vehicles), computers and POS scanning equipment.



For the case of the subsidiary Spice Investments Mercosur S.A., the following useful lives of the assets are used:

- 5% and 10% for construction and buildings
- 10%, 20% and 50% for furniture and fixtures
- 20% and 33% for computers and software
- 10% and 20% for machinery and equipment
- 10% for vehicles

Upon the parent company and its subsidiaries' policy, the residual value of fixed assets established for calculating depreciation is zero (0).

#### 1. Valuation methods

According to technical regulations, accepted valuation criteria are: the historical cost or value, the current or replacement value, the realization or market value and the present or discounted value.

- a. Historical cost or value, is the original value either in cash or cash equivalent incurred at the time of realization of an economic fact.
- **b.** Current or replacement value, represents the cash value that would be incurred in replacing an asset or that would be required in order to settle an obligation at the current time.
- c. Realization or market value, is the cash value an asset is expected to be converted into, or a liability settled during the normal course of business.
- d. Present or discounted value, is the present and/or current value of the net cash inflows or outflows an asset or liability would generate.

Upon considering the attributes that accounting information must have, as contained in Article 4 of Regulatory Decree 2649 issued in 1993, the parent company decided that property, plant and equipment be valued by the realizable or the market value method.

For valuation purposes, realizable or market value, is determined in accordance with commercial appraisals which must take place with a maximum frequency of three calendar years. All assets which have an adjusted value lower than twenty (20) basic legal monthly salaries are exempt from the appraisal requirement.

Appraisals are performed by persons who do not having any relationship with the parent company and its subsidiaries that could give rise to a conflict of inter-

est. This means that between the appraiser and the subsidiary companies no ties, relations or operations can exist which involve a real or potential interest that could, in turn, prevent a fair and equitable appraisal.

Where the value of property, plant and equipment is lower than book value the latter is adjusted by means of a provision which affects the parent company and its subsidiaries.

Where the value of property, plant and equipment is higher than book value, the latter figure is adjusted through the asset valuation account and the parent company and the subsidiaries' equity.

No appraisals are made of property, plant and equipment of Spice Investments Mercosur S.A. and its subsidiaries as they are recorded at their market value. Incluir en el de español.

#### Intangibles

Intangibles represent resources involving binding rights or privileges from third parties the exercise or exploitation of which, may produce economic benefits during various future periods.

Items such as assets received under trust arrangements, brands and goodwill, are classified under this category.

The cost of these assets corresponds to clearly identifiable expenses incurred, and inflation adjustments until December 31, 2006. In order to recognize their contribution to the company's generation of income, they are amortized systematically throughout their useful life.

#### Goodwill

The additional value paid for the purchase of entities or companies where control is acquired, is recorded as goodwill.

The value of goodwill in the case of acquiring control over other companies is the excess of the acquisition cost over the accounting equity of the acquired entity.

Goodwill acquired is recorded as an intangible and is amortized on a monthly basis affecting the income statement accounts over a term of 20 years.

The determination of the amortization is calculated upon applying the exponential amortization method pursuant to External Circular 034 of 2006 issued by the Colombian Financial Superintendent.

In compliance with the Joint Circular 011 of 2005 of the Financial Superintendent of Colombia, the Carulla goodwill is valued and compared against the book cost to determine the existence or not of a loss of value.

#### **Deferred Charges**

Deferred charges correspond to:

- 1. Prepaid expenses represent prepaid sums of money which must be amortized during the period services are received or costs or expense are accrued, such as interest, insurance, rentals and other expenses incurred to receive services in the future.
- 2. Deferred charges represent goods or services received for which economic benefits are expected in future periods. They include inflation adjustments up to December 31, 2006. Amortization is calculated as follows:
- a. Leasehold improvements are amortized over the lower period between the term of the respective agreement (not considering any extensions) and their probable useful life, when their cost is not recoverable.
- **b.** Computer software is amortized at annual rates of 33% and 20% depending on its acquisition purpose and considering the estimated useful life.
- 3. Deferred Monetary Correction. Credit corresponds to the inflation adjustments made to construction in progress and to non-monetary deferred charges in pre-operative stage. Amortization begins on the date revenues are received and over the term established for the respective deferred item. The deferred monetary correction debit corresponds to the proportional part of the adjustment of equity, in respect of the assets that generated the credit in the deferred monetary correction credit account. As a result of the elimination of the inflation
- As a result of the elimination of the limitation adjustments for accounting purposes as of January 1, 2007, the balances at December 31, 2006 of the deferred monetary correction debit and the deferred monetary correction credit, will continue to be amortized according to the useful life of the asset generating them, recording an extraordinary non-operating expense or a miscellaneous non-operating revenue, respectively. In the event the asset generating them is disposed of, transferred or written off, the accumulated balances must be eliminated.
- 4. Deferred tax. The effect of temporary differences involving the payment of a higher or lower income tax in the current year must be recorded as a deferred tax asset or liability, respectively calculated at current rates, provided that a reasonable expec-

tation exists that such differences will reverse and that enough taxable income will be generated in the periods such differences reverse.

The parent company did not record deferred tax on the result of the equity method as it is considered as a permanent difference, insofar as there is no expectation of the payment of dividends and in Spice Investments Mercosur S.A. In the event this occurred, they would be taxed in Uruguay.

The deferred tax is amortized in the periods in which the originating temporary differences reverse.

#### Valuations and devaluations

Asset valuations and devaluations which form a part of equity include:

- a. Excess of commercial appraisals of moveable property or real estate over their net book value.
- b. Excesses or shortfalls of the intrinsic or stock market value of certain investments, including fiduciary rights, at the end of the period, on their net book value.
- c. Investment valuations and devaluations based on regulations issued by the Colombian Financial Superintendent.

#### **Financial obligations**

These are obligations incurred by the parent company and its subsidiaries with credit or other financial institutions of the country or from abroad; bank overdrafts and hedge operations are also included.

The recorded value corresponds to the principal amount of the obligation, and the financial expenses which do not increase capital are recorded as accumulated expenses payable.

#### **Derivative financial instruments**

The parent company carried out various derivativebased transactions in order to reduce their exposure to fluctuations of the exchange and interest rates in the market of its obligations. Those instruments correspond to SWAPs and forwards and application of implicit derivatives.

The parent company records rights and obligations arising from contracts, and shows them net on its balance sheet, following hedge accounting procedures, as stipulated in External Circulars 025 and 049 issued in 2008 by the Colombian Financial Superintendent and follows IFRS 9 and IAS 39 for the valuation and recording of implicit derivatives in the absence of a Colombian explicit accounting standard.



In evaluating them the parent company has applied the following accounting policies:

- a. Derivative contracts entered into for commercial purposes are adjusted to their market value at the end of the period and are debited or credited to the income statement accounts, as applicable. The market value is determined based on stock quotes or, in lieu thereof, based on future discounted cash flow techniques or of option models.
- b. Derivative contracts entered into for financial liabilities' hedging purposes are also adjusted to their market value in the same way described above, but if the resulting adjustment is positive or negative, they are recorded in the equity account in its effective part and the differential in results of operations.

#### Suppliers and accounts payable

These represent obligations payable by the parent company and its subsidiary companies originated by goods or services received. The most important obligations, such as to suppliers, creditors and others, are recorded separately. Accounts payable are recorded using the cost method, which, when applicable, is adjusted according to the unit of measure or functional currency agreed upon for their payment.

#### Taxes, duties and rates

They represent the value of general and mandatory taxes payable by the parent company and its subsidiaries to the State calculated based on private liquidations generated in the respective tax period. These include, among others, income, sales and industry and commerce taxes.

The provision for income tax recorded in the income statement includes, in addition to the income tax on taxable income of the period, that applicable to temporary differences arising between commercial profits and net profit.

#### Labor obligations

They include liabilities payable by the parent company and its subsidiaries in favor of its employees or beneficiaries. Global estimates are recorded during the period, which are adjusted at the end of the year, determining the amount payable to each employee in accordance with current legislation and collective labor agreements.

The parent company and its subsidiaries make periodic contributions for severance and integral social security: healthcare, professional risks and pensions, to the respective Funds or to the Colombian Social Security Institute which assume these obligations.

#### Estimated liabilities and provisions

They consist of all current obligations payable by the parent company and its subsidiaries, whose ultimate value depends on a future but certain fact and which in complying with the principles of realization, prudence and accrual, require accounting recognition through provisions. The accounting recognition of estimated liabilities is made during the period in which they occur, affecting assets and/or results of the parent company and its subsidiaries, as the case may be.

A liability is understood to exist and accounting recognition of its estimated amount is necessary when. as a result of an economic fact, an obligation is generated, its definite value is not known with certainty there are sufficient elements to calculate its value on a reasonable basis.

#### Retirement pensions

A retirement pension is a special labor benefit provided by the parent company and its subsidiaries to its employees as a result of legal or contractual provisions and consist of the payment of a monthly sum of money, that is adjusted according to the indices stipulated by the Colombian Government or the parties, during the lifetime of the holder of the pension right or his or her legal beneficiaries, according to the parameters and procedures established by law or by contractual provisions.

Liability adjustments are made based on actuarial studies pursuant to legislation. Pension payments are recorded directly in the income statement.

#### Recognition of income, costs and expenses

Sales revenues are recognized when the exchange transaction takes place; revenues from leases are recognized in the same month they accrue, and revenues from services are recorded during the term of the contract or when services are provided. Costs and expense are recorded based on the accrual method.

#### Net profit per share

Net profit per share is calculated on the basis of outstanding subscribed shares of the parent company at the end of the year, for 2012 and 2011 of 447.604.316.

#### Debit and credit memorandum accounts

Commitments pending formalization and rights or conting 5% or more of total assets, current assets, total tingent liabilities, such as guarantees granted, unused liabilities, current liabilities, working capital, equity and documentary credits, assets received under custody results of operations, as appropriate. Lower amounts or guarantee, and contracts subscribed for the purare described when they are deemed to contribute to a chase of goods, property and equipment and hedging better interpretation of financial information operations are recorded under debit and credit memorandum accounts. Also included are control accounts Reclassifications used for internal control of assets, management infor-Certain items in the financial statements of 2011 have mation or future financial situations. Furthermore, tax been reclassified only for comparative purposes and memorandum accounts are used to record differences do not affect working capital. between the accounting and tax figures, respectively.

#### Materiality Concept

The recognition and presentation of economic facts is There were no significant changes in the parent comdetermined in accordance with their relative importance. pany and its subsidiaries internal accounting and An economic fact is material when due to its natuadministrative control during 2012 and 2011.

### Note 3. Transactions in Foreign Currency

Existing basic regulations allow the free negotiation of The financial statements of Spice Investments foreign currency through banks and other financial ins-Mercosur S.A., domiciled in Uruguay, are translated titutions at free rates of exchange. Nevertheless, for into Colombian pesos at the closing rate for 2012 of the parent company and its subsidiaries most transac-\$91.14\* (2011 - \$97.62\*) asset and liability accounts, tions in foreign currency still require official approval. with the monthly average rate for 2012 of \$92.69\* Operations and foreign currency balances are con-(2011 - \$96.91\*) for the income statement and with the verted at the representative market rate certified by historical rate for equity.

the Financial Superintendent of Colombia, which was used for the preparation of the financial statements at December 31, 2012 and 2011. The representative market exchange rate at December 31, 2012 was of \$1,768.23\* (2011 - \$1,942.70\*).

(\*) Expressed in Colombian pesos



re or amount, and the surrounding circumstances, knowing or not knowing it could significantly alter the economic decisions of information users.

In the preparation of the financial statements, including its notes, specific captions are broken down in accordance with legal provisions or on those represen-

#### Accounting and administrative internal control



(\*) Expressed in Colombian pesos.



The parent company and its subsidiaries had the following assets and liabilities in foreign currency, recorded at its equivalent in millions of Colombian pesos at December 31:

|  | 20          | 12   | 2011         |  |  |  |
|--|-------------|--|--------------|--|--|--|
|  | In US\$     | Equivalent<br>in millions of<br>Colombian<br>pesos | I In US\$    | Equivalent<br>in millions of<br>Colombian<br>pesos |  |  |
| ASSETS:                                  |             |  | I<br>I       |  |  |  |
| Marketable investments (1)               | 176,596,290 | 312,263  | 22,512,932   | 43,736   |  |  |
| Banks                                    | 44,316,107  | 78,361   | 24,696,742   | 47,978   |  |  |
| Accounts receivable                      | 30,480,892  | 53,897   | 3,252,977    | 6,320  |  |  |
| Cash - foreign currency                  | 56,407      | 100  | 155,943      | 303  |  |  |
| TOTAL CURRENT ASSETS                     | 251,449,696 | 444,621  | 50,618,594   | 98,337   |  |  |
| Investment abroad                        | 1,221,500   | 2,160  | -<br>        | -  |  |  |
| TOTAL NON CURRENT ASSETS                 | 1,221,500   | 2,160  | -<br>-       | -  |  |  |
| TOTAL ASSETS                             | 252,671,196 | 446,781  | 50,618,594   | 98,337   |  |  |
| LIABILITIES:                             |             |  | <br>         |  |  |  |
| Foreign suppliers                        | 95,470,507  | 168,814  | 52,174,070   | 101,358  |  |  |
| Foreign financial obligations (2)        | 8,969,498   | 15,860   | 21,870,875   | 72,925   |  |  |
| Accounts payable                         | 1,531,308   | 2,708  | 37,538,150   | 42,489   |  |  |
| TOTAL ASSETS                             | 105,971,313 | 187,382  | 111,583,095  | 216,772  |  |  |
| NET ASSET (PASSIVE) MONETARY<br>POSITION | 146,699,883 | 259,399  | (60,964,501) | (118,435)  |  |  |

(1) Includes the investment in subsidiary Casino Groupe Polca (Belgium) of US\$129,8 million and another investment in securities abroad of US\$15,0 millions and the investments of the subsidiary Spice investments Mercosur S.A. of US\$31,80 millions.

(2) At December 31, 2012, the parent company and its subsidiaries had no liability in foreign currency and in 2011 it corresponded to synthetic credits.

#### Exchange differences incurred in the year were recorded in the following accounts:

|  | 28,680     | (6,343)   |
|--|------------|-----------|
| FINANCIAL INCOME (EXPENSE), NET              |            |           |
| Income (Expense) of hedge operations (*)     | 1 22,953 I | (7,344)   |
| Financial expenses from exchange differences | (104,360)  | (121,598) |
| Financial income from exchange differences   | 110,087 I  | 122,599   |
|  | 2012       | 2011      |

(\*) Effect of hedging operations contracted to cover investments, foreign suppliers and financial obligations in foreign currency.



An adjustment for exchange difference of investments Locatel Panamá was recorded as follows:

|  | /\               |  |
|--|------------------|--|
|  | 2012             | 2011                                   |
| Financial income from exchange differences   | 294              | 44                                     |
| Financial expenses from exchange differences   | i (449) i        | (424                                   |
| NET (EXPENSE) INCOME   | (155)            | 2                                      |
| S.A. and Carulla Vivero Holding Inc was recorded as capital surplu                                     | is, as follows:  |  |
| <b>.</b>   |                  |  |
|  |                  | 0011                                   |
|  | 2012             | 2011                                   |
| Spice Investments Mercosur S.A. exchange difference  | 2012<br>(28,095) |  |
| Spice Investments Mercosur S.A. exchange difference<br>Carulla Vivero Holding Inc. exchange difference |                  | 11,64                                  |
|  | (28,095)         | 2011<br>11,648<br>11<br><b>11,65</b> 9 |

### At December 31 the balance of cash comprised:

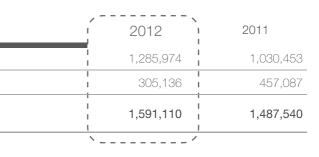
| Ranke | and | savings |           |
|-------|-----|---------|-----------|
| Dains | ana | Savings | CHILLIUGS |

Cash

TOTAL CASH

During 2012, the parent company and its subsidiaries recorded interest from savings accounts in banks and savings entities of \$28,653 (2011 - \$24,489).

Cash has no restrictions or liens that limit its disposition.





## Note 5. Marketable Investments

#### Marketable investments at December 31 consisted of:

|                                  | 2012    | Interest Rate           | 2011    | Interest Rate           |
|----------------------------------|---------|-------------------------|---------|-------------------------|
| Time deposit certificates        | 519,085 | 6.32% Efective          | 674,201 | 5.5% Efective           |
| Investment in bonds(*)           | 254,052 | 5.5% Efective           | 27,559  | 7.9% - 9.6%<br>Efective |
| Investments in foreign currency  | 109,544 | 6.09% Efective          | 43,736  | 1.8% Efective           |
| Fiduciary rights                 | 32,055  | 6.43% Efective          | 28,241  | 2.7% Efective           |
| Investments in local currency    | 1,252   | 2.8% - 3.9%<br>Efective | 12,405  | 6.75% Efective          |
| National taxes refund securities | 76      | -                       | -       | -                       |
| Investment in repos              | 3       | 6.10% Efective          | -       | -                       |
|                                  | 916,067 |                         | 786,142 |                         |
|                                  |         | /                       |         |                         |

(\*) Contains the investment made in Polca Holding, subsidiary of the Casino Group in Belgium, which was paid on January 28, 2013 for \$229,857 (See detail Note 27).

During 2012 the parent company recorded interest from marketable investments of \$47,181 (2011 - 18,604).

None of these investments has restrictions or liens that limit their realization or marketability except for the investment in Polca bonds, as they may only be negotiated in companies of the Casino Group.

### Note 6. Debtors, Net

#### The balance of debtors at December 31 consisted of:

|  | /                         |          |  |  |
|--|---------------------------|----------|--|--|
|  | 2012                      | 2011     |  |  |
| CURRENT:   |                           |          |  |  |
| Clients  | 152,565                   | 92,370   |  |  |
| Tax advances receivable (See Note 17)                      | 107,710                   | 118,545  |  |  |
| Provision for clients                                      | I (88) I                  | (84)     |  |  |
| SUBTOTAL   | 260,187                   | 210,831  |  |  |
| SUNDRY DEBTORS:  |                           |          |  |  |
| Other debtors (1)  | a 38,135                  | 40,278   |  |  |
| Promotional bonds (2)                                      | 17,677                    | 19,070   |  |  |
| Employees' Fund  | 14,581                    | 18,255   |  |  |
| Concessionaires  | 12,722                    | 16,476   |  |  |
| Compañía de Financiamiento Tuya S.A. (3)                   | 8,455                     | 6,338    |  |  |
| Advances to contractors, suppliers and travel expenses     | 9,440                     | 5,943    |  |  |
| From sale of fixed assets – real estate (4)                | a,377                     | 11,974   |  |  |
| Interest   | I 849 I                   | 3,614    |  |  |
| Parent company   | 72                        | 72       |  |  |
| Geant International (5)                                    |                           | 35,163   |  |  |
| Provision for account receivable                           | (5,715)                   | (40,314) |  |  |
| SUBTOTAL SUNDRY DEBTORS                                    | 99,593                    | 116,869  |  |  |
| TOTAL CURRENT DEBTORS                                      | I I<br>I 359,780 I<br>I I | 327,700  |  |  |
|  |                           |          |  |  |
| NON CURRENT:   |                           |          |  |  |
| Employees' fund  | 20,660                    | 21,237   |  |  |
| Advances for purchases of fixed assets and contractors (6) | i 11,219 i                | 7,650    |  |  |
| From sale of fixed assets – real estate (7)                | 5,680 I                   | 6,274    |  |  |
| Other sundry debtors                                       | 3,216                     | 2,240    |  |  |
| TOTAL CURRENT DEBTORS                                      | 40,775                    | 37,401   |  |  |
| TOTAL DEBTORS, NET   | i 400,555 i               | 365,101  |  |  |





- (1) For 2012, other debtors consist of: account receivable from Casino of \$5,030, accounts receivable from employees of \$3,590, tax claims (VAT and tariffs for indicative prices in imports) of \$3,509, legal embargoes of \$3,476, business sales agreements of \$3,040, agreements of alternate channels of \$3,015, advances to retired people of \$1,522, rents pending collection of \$834, assignment of contracts Sodimac Colombia of \$488, Familias en Acción of \$432, Hogar Sacerdotal (formerly, Arquidiócesis de Medellín) of \$169 and other small accounts of \$13,030 (of which \$8,273 was recorded in Spice Investments Mercosur S.A.).
- (2) This refers to the account receivable related with agreements with the various family subsidy entities of the country, as well as with numerous employee funds of public and private sector companies of our economy.
- (3) This covers headings associated with the business operation of the Éxito Card, such as royalties, reimbursement of shared expenses and charge for collection of coupons that will be paid in January and February 2013.
- (4) For 2012 this consists of: \$2,097 for the barter of Avenida Estación business premises in Cali, \$460 for the barter of the business premises 9954 of Centro Comercial Este in Medellín, \$284 for the civil Works of Éxito Rionegro in the Department of Antioquia, \$261 for the sale of the business premise 9936 of Centro Comercial Este in Medellín, \$240 for the sale of the business premise where Centro de Distribución Belén operated in Medellín to Comfenalco Antioquia and others for \$35.
- (5) The payment of the last installment of the investment in Cativén S.A. was received during 2012, which enabled the payment of the account receivable of \$35,163 and recover the provision for the same amount.
- (6) Advances given to contractors for the purchase of real estate and remodeling of stores, payment of which will be through the validation of work minutes and/or formalization of public deeds during 2012; however, they are classified as long term in accordance with their final purpose which is the acquisition of fixed assets.
- (7) Account receivable generated from the sale of the local where the Belén Distribution Center operated in Medellín to Comfenalco Antioquia, at an agreed interest rate of DTF + 1 point semi-annually, which expires in 2014.

During 2012, the parent company and its subsidiaries recorded a accounts receivable written off for \$1,687 (2011 - \$310) and included the recovery of \$35,302 (2011 - \$32,049).

#### Long-term debtors of the parent company and its subsidiaries will be recovered as follows:

| Year                 | Advances for<br>purchases of fixed<br>assets and to<br>contractors | Accounts receivable from<br>Employees Fund of<br>Almacenes Exito S.A. | Sundry debtors from<br>sale of fixed assets –<br>Real Estate | Other sundry<br>debtors | Total  |
|----------------------|--|---|--|-------------------------|--------|
| 2014                 | 11,219   | 4,112   | 4,390  | 209                     | 19,930 |
| 2015                 | -  | 3,356   | 1,290  | -                       | 4,646  |
| 2016                 | -  | 2,418   | -  | -                       | 2,418  |
| 2017                 | -  | 1,680   | -  | -                       | 1,680  |
| 2018                 | -  | 1,365   | -  | -                       | 1,365  |
| 2019 and there-after | -  | 7,729   | -  | 3,007                   | 10,736 |
| TOTAL                | 11,219   | 20,660  | 5,680  | 3,216                   | 40,775 |

Debtors have no restrictions or liens that limit their marketability or realization and are duly insured against all risks.

### Note 7. Inventories, Net

#### The balance of inventories at December 31 comprised:

Commercial goods for sale

Inventories in transit

Finished product

Materials, spare parts, accessories and packing

Products in process

Raw materials

Provision for protection of inventories

TOTAL INVENTORIES

Inventories have no restrictions or liens that limit their marketability or realization and are duly insured against all risks.



| /   | ,         | ۶.       |
|-----|-----------|----------|
| 1   | 2012      | 2011     |
| 1   | 1,059,002 | 965,641  |
| 1   | 51,170    | 27,031   |
| 1   | 4,154     | 6,025    |
| 1   | 22,275    | 24,189   |
| 1   | 8,145     | 13,479   |
| 1   | 5,896     | 8,441    |
| 1   | (44,504)  | (50,305) |
|     | 1,106,138 | 994,501  |
| ``` |           | ,        |



### Note 8. Permanent Investments, Net

#### Balances or permanent investments at December 31 comprised:

|   |                     |  | ,·<br>!        |                               |                                 | 2012      |                      | 、                     | 2011   |
|---|---------------------|--|----------------|-------------------------------|---------------------------------|-----------|----------------------|-----------------------|--------|
| Economic Entity   | Valuation<br>method | Date of<br>Intrinsic or<br>market<br>value | -              | Valuation<br>(See Note<br>12) | Devaluation<br>(See Note<br>12) | Provision | Realization<br>Value | Dividends<br>received | 80010  |
| 1. Variable yield invest-<br>ments, in non-controlled,<br>voluntary and participative<br>entities       |                     |  | <br> <br> <br> |                               |                                 |           |                      | <br> <br> <br> <br>   |        |
| Bonds - Tuya S.A. (formerly<br>Sufinanciamiento) (1)  |                     |  | 119,500        | -                             | -                               | -         | 119,500              | <br> -<br>            | 74,500 |
| Automercados de la<br>Salud S.A. Panamá   | Intrinsic           | July                                       | 2,157          | 1,101                         | -                               | -         | 3,258                | - 1                   | 2,370  |
| Fogansa S.A.  | Intrinsic           | November                                   | 1,000          | -                             | (184)                           | -         | 816                  | - 1                   | 1,000  |
| Other smaller ones  |                     |  | 477            | 23                            | -                               | (25)      | 475                  | 5                     | 327    |
| Promotora de<br>Proyectos S.A.  | Intrinsic           | November                                   | 240            | -                             | (200)                           | -         | 40                   | <br>-  <br>           | 240    |
| Central de Abastos<br>del Caribe S.A.   | Intrinsic           | November                                   | 26             | 45                            | -                               | -         | 71                   | -                     |        |
| Spice Investments<br>Mercosur S.A.  |                     |  | 206            | -                             | -                               | -         | 206                  | -<br> <br>            |        |
| 2. Variable yield invest-<br>ments, in non-controlled,<br>mandatory and non-par-<br>ticipative entities |                     |  | <br> <br>      |                               |                                 |           |                      | <br> <br> <br>        |        |
| Peace Solidarity Bonds (2)  |                     |  | 1,375          | -                             | -                               | -         | 1,375                | - I<br>- I            | 1,375  |
| SUBTOTAL VARIABLE<br>YIELD INVESTMENTS  |                     |  | 1<br>124,981   | 1,169                         | (384)                           | (25)      | 125,741              | 5 <sup>1</sup>        | 84,178 |
| Provision for the protection of investments   |                     |  | (25)           | -                             | -                               | -         | -                    | <br> <br> <br>        | (24)   |
| TOTAL PERMANENT<br>INVESTMENTS  |                     |  | 1<br>124,956   | 1,169                         | (384)                           | (25)      | 125,741              | 5,                    | 84,154 |

(1) Bonds issued by Compañía de Financiamiento Tuya S.A. (formerly Sufinanciamiento) as part of the shared publicity agreement with the company upon the EXITO Card, for a nominal amount of \$119,500 of which \$45,000 were issued during 2012 for a term of 10 years and a yield of IPC + 2% plus the agreement profit percentage.

(2) Peace Solidarity Bonds are securities issued by the State to the bearer with a seven year term, which yield annually 110% of the Percentage of Adjustment of the Taxable Year (PAAG, its Spanish acronym). Yields recorded in 2011 amounted to \$42 (2011 - \$52). The balance of the bonds corresponds to the investment made in 2007 for \$1,375, which expires in 2014.

Permanent investments do not have restrictions or liens that limit their marketability or realization, except for the investment of the parent company in bonds of Tuya S.A. (formerly, Sufinanciamiento), which were issued as part of the publicity agreement shared by the ÉXITO card.

#### Below is additional information on permanent investments:

| Type of investment in accordance with the economic entity                           | Economic<br>Activity  | Type of<br>Share | Num<br>of sha |           | % of participation on subscribed capital |           |  |
|---|-----------------------|------------------|---------------|-----------|--|-----------|--|
|   |                       |                  | 2012          | 2011      | 2012                                     | 2011      |  |
| Variable yield investments, in non-controlled, voluntary and participative entities |                       |                  |               |           |  |           |  |
| Promotora de Proyectos S.A.   | Services              | Common           | 212.169       | 212.169   | 3.49                                     | 5.64      |  |
| Central de Abastos del Caribe S.A.  | Commerce              | Common           | 3.430         | 3.430     | 0.14                                     | 0.14      |  |
| Automercados de la Salud S.A.<br>Panamá   | Commerce              | Common           | 20.000        | 20.000    | 20.00                                    | 20.00     |  |
| Fogansa S.A.  | Cattle raising        | Common           | 500.000       | 500.000   | 0.89                                     | 0.89      |  |
| Maostar S.A   | Real-estate<br>holder | Common           | 55.000        | 55.000    | 50                                       | 1<br>1 50 |  |
| Paynel S.A.   | Travel agency         | Common           | 7.000.000     | 7.000.000 | 50                                       | 50        |  |
| Ferosan S.A.  | Without activity      | Common           | <br>  _       | 90.505    | _  | 100       |  |
| Aljuba S.A.   | Without activity      | Common           | <br>  -       | 95.394    | -  | 100       |  |
| Almirez S.A.  | Without activity      | Common           | <br>  _       | 95.376    | _  | 100       |  |
| Deira S.A.  | Without activity      | Common           |               | 110 170   | -  | 100       |  |
| Bedal S.A.  | Without activity      | Common           | <br>  _       | 55.370    |  | 49        |  |
| Falaris S.A.  | Without activity      | Common           |               | 90.400    | -  | 100       |  |

#### For investments in shares of these companies, the company has no immediate realization plans scheduled.

Investments in Ferosan S.A., Aljuba S.A., Almirez S.A., Deira S.A., Bedal S.A. and Falaris S.A., inactive companies, were liquidated in 2012.

For investments where the intrinsic value was not available at December 31, 2012, the data available at July and November, 2012 was taken and compared with the value recorded in the books at December 31, 2012 to determine its valuation or devaluation.





### Companies where the investment is higher than 10% of equity

#### **Corporate purpose:**

Automercados de la Salud S.A. Panamá, organized by public deed 3380 issued by the 5th Notary's Office of the Circuit of Panamá, on June 9, 2004. Its main buy, sell, and negotiate all type of consumables, shadispose of real estate; to borrow and lend money, with or without guarantee, enter into, extend, comply and

execute contracts of any nature; guarantee the realization and compliance with all contracts; and to carry on any business which is not prohibited, etc.

Investments in Maostar S.A., Paynel S.A., Ferosan corporate purpose is establishing, processing and S.A., Aljuba S.A., Almirez S.A., Deira S.A., Bedal S.A. carrying out the business of an investor Company; to and Falaris S.A., (the last six liquidated in 2012), come from the subsidiary of Spice Investments Mercosur res, bonds and securities; to buy, sell, rent, acquire or S.A. and although the participation exceeds 50% of its equity, no control is exercised since it is shared.

Evolution of assets, liabilities, equity and net income of the company with permanent investment higher than 10%:

The figures shown below were taken from the certified financial statements subject to the stipulations of current legal regulations of permanent investment at July 31, 2012 and Decembre 31 2011, respectively:

| Company                                    | Assets   |                           | Assets Liabilities |       | Equity      |             | Results  |            | Ne <sup>:</sup><br>Reven |      |
|--|----------|---------------------------|--------------------|-------|-------------|-------------|----------|------------|--------------------------|------|
|  | 2012     | 2011 <sup>I</sup>         | 2012               | 2011  | 2012        | 2011        | 2012     | 2011       | 2012                     | 2011 |
| Automercados<br>de la Salud<br>S.A. Panamá | 16,192   | 17,598  <br>17,598  <br>1 | 447  <br> <br>     | 1,044 | 1<br>15,745 | 1<br>16,554 | 492      | i<br>6,416 | <br>     <br>            | 442  |
|  | <u>`</u> |                           | /                  |       | <u> </u>    | /           | <u>`</u> |            | <u> </u>                 |      |

## Note 9. Property, Plant and Equipment, Net

#### At December 31 property, plant and equipment and depreciation consisted of:

|   | 2012 2011    |                             |           |              |                             |           |
|---|--------------|-----------------------------|-----------|--------------|-----------------------------|-----------|
|   | i Cost       | Accumulated<br>Depreciation | Net cost  | i Cost       | Accumulated<br>Depreciation | Net cost  |
| Construction and buildings (*)              | 1,842,021    | (726,806)                   | 1,115,215 | 1,800,679    | (648,986)                   | 1,151,693 |
| Land  | 503,530      | -                           | 503,530   | 498,915      | -                           | 498,915   |
| Machinery and equipment                     | 936,494      | (634,773)                   | 301,721   | 832,347      | (573,369)                   | 258,978   |
| Office equipment                            | 685,189      | (476,735)                   | 208,454   | 630,045      | (439,035)                   | 191,010   |
| Construction in progress                    | 81,786       | -                           | 81,786    | 123,597      | -                           | 123,597   |
| Computers and communication equipment       | 1<br>259,536 | (204,817)                   | 54,719    | 1<br>250,059 | (192,601)                   | 57,458    |
| Transportation equipment                    | 40,240       | (34,878)                    | 5,362     | 39,662       | (32,760)                    | 6,902     |
| Security armament                           | 58           | (50)                        | 8         | 58 I         | (44)                        | 14        |
| SUBTOTAL                                    | 4,348,854    | (2,078,059)                 | 2,270,795 | 4,175,362    | (1,886,795)                 | 2,288,567 |
| Provision for property, plant and equipment | <br> <br>  - | (21,886)                    | (21,886)  | <br>  -<br>  | (22,782)                    | (22,782)  |
| TOTAL PROPERTY, PLANT<br>AND EQUIPMENT, NET | 4,348,854    | (2,099,945)                 | 2,248,909 | 4,175,362    | (1,909,577)                 | 2,265,785 |
|   | <b>`</b>     |                             | /         |              |                             |           |

#### (\*) During 2012, the parent company sold the following land:

| Real Estate                                   | City     | Sales Value | Net Cost | Profit<br>on sale |
|---|----------|-------------|----------|-------------------|
| Carulla Buga                                  | Buga     | 1,660       | 1,429    | 231               |
| Commercial locals Bulevar Suramérica 101      | Medellín | 300         | 246      | 54                |
| Commercial locals Bulevar Suramérica 103      | Medellín | 130         | 109      | 21                |
| Commercial locals Bulevar Suramérica 122      | Medellín | 115         | 104      | 11                |
| Commercial locals Bulevar Suramérica 124      | Medellín | 125         | 111      | 14                |
| Commercial locals 9936 shopping mall del Este | Medellín | 277         | 190      | 87                |
| Commercial locals 9954 shopping mall del Este | Medellín | 460         | 460      | -                 |
| Commercial locals Bulevar Suramérica 135      | Medellín | 66          | 62       | 4                 |
| Commercial locals Avenida Estación            | Cali     | 2,097       | 57       | 2,040             |
| Surtimax Sogamoso                             | Sogamoso | 2,100       | 1,726    | 374               |
| TOTAL (SEE NOTE 26)                           |          | 7,330       | 4,494    | 2,836             |





Depreciation charged to the income statement during 2012 amounted to \$229,240 (2011 - \$213,342).

Property, plant and equipment do not have restrictions or liens limiting their realization or marketability and represent fully-owned assets.

The Company's assets are covered by insurance policies.

### Valuation of Property, Plant and Equipment

At December 31, the summary of valuations and provisions subject to appraisals in accordance with the policy is as follows:

#### 1. With appraisal

| ·、                       |                       |             |                            |                      |             |                           |  |
|--------------------------|-----------------------|-------------|----------------------------|----------------------|-------------|---------------------------|--|
|                          | 1<br>1                | 2012        |                            | 2011                 |             |                           |  |
| Туре                     | Realization<br>Value  | Net<br>Cost | Appraisal<br>(See Note 12) | Realization<br>Value | Net<br>Cost | Appraisal<br>(See Note12) |  |
| Land and buildings       | 2,823,256             | 1,557,518   | 1,265,738                  | 2,717,977            | 1,538,995   | 1,178,982                 |  |
| Machinery and equipment  | 146,909               | 82,233      | 64,676                     | 211,412              | 130,683     | 80,729                    |  |
| Office equipment         | 62,608                | 37,578      | 25,030                     | 106,295              | 68,205      | 38,090                    |  |
| Computers                | 11,270                | 3,099       | 8,171                      | 15,594               | 7,497       | 8,097                     |  |
| Transportation equipment | 4,514                 | 1,399       | 3,115                      | 5,887                | 2,611       | 3,276                     |  |
| TOTAL VALUATION          | ı<br>1 3,048,557<br>1 | 1,681,827   | 1,366,730                  | 1<br>1 3,057,165     | 1,747,991   | 1,309,174                 |  |
|                          | `                     |             | /                          |                      |             |                           |  |

#### 2. With provision

|                         | /                    |          | \         |                      |          |           |
|-------------------------|----------------------|----------|-----------|----------------------|----------|-----------|
|                         | 1                    | 2012     |           | 2011                 |          |           |
| Туре                    | Realization<br>Value | Net Cost | Provision | Realization<br>Value | Net Cost | Provision |
| Land and buildings      | 40,010               | 61,376   | (21,366)  | 61,698               | 84,179   | (22,481)  |
| Machinery and equipment | 4,308                | 4,800    | (492)     | 624                  | 873      | (249)     |
| Computers               | 19                   | 32       | (13)      | 19                   | 50       | (31)      |
| Office equipment        | 219                  | 234      | (15)      | 552                  | 573      | (21)      |
| TOTAL PROVISION         | 44,556               | 66,442   | (21,886)  | 62,893               | 85,675   | (22,782)  |
|                         |                      |          |           |                      |          |           |

N\_\_\_\_/

Technical appraisals of real estate and movable assets of the parent company and its subsidiaries are made every three years in accordance with Article 64 of Decree 2649 of 1993 "Accounting Principles Generally Accepted in Colombia".

For consolidation purposes, of real estate of the subsidiary Spice Investments Mercosur S.A. assets were appraised at September 30, 2011, the date of purchase.



# Note 10. Intangibles, Net

#### At December 31, the amount of intangibles is represented by:

|  | ,                                     | 2012                     | \           | 1                    | 2011                     |             |
|--|---------------------------------------|--------------------------|-------------|----------------------|--------------------------|-------------|
|  | Cost                                  | Accumulated amortization | Net<br>cost | i<br>I Cost          | Accumulated amortization | Net<br>cost |
| Goodwill in the parent company of<br>Spice investments Mercosur S.A. (1) | 1,027,979                             | (32,176)                 | 995,803     | 1,028,061            | (6,348)                  | 1,021,713   |
| Goodwill Carulla Vivero S.A. (2)   | 1,001,940                             | (141,157)                | 860,783     | 1,001,940            | (108,866)                | 893,074     |
| Goodwill of the subsidiary Spice investments Mercosur S.A. (3)           | 150,752                               | (72,425)                 | 78,327      | 161,449              | (68,881)                 | 92,568      |
| Real estate (land) fiduciary<br>rights (4)                               | 113,948                               | (35,980)                 | 77,968      | 50,599               | (12,384)                 | 38,215      |
| Brands (5)   | 27,648                                | (3,571)                  | 24,077      | 32,363               | (6,259)                  | 26,104      |
| Other rights (6)   | 68,650                                | (4,868)                  | 63,782      | 21,970               | (827)                    | 21,143      |
| Goodwill Home Mart   | 5,141                                 | (2,590)                  | 2,551       | 5,141                | (1,480)                  | 3,661       |
| Goodwill, others (7)   | 14,034                                | (12,161)                 | 1,873       | 14,034               | (11,433)                 | 2,601       |
| Rights in shares   | 54                                    | -                        | 54          | 54                   | -                        | 54          |
| TOTAL INTANGIBLES, NET   | 2,410,146                             | (304,928)                | 2,105,218   | 1<br>  2,315,611<br> | (216,478)                | 2,099,133   |
|  | · · · · · · · · · · · · · · · · · · · |                          | /           |                      |                          |             |

(1) Goodwill was recorded during 2011 and corresponds to the equity surplus paid by the parent company on the acquisition of Spice Investments Mercosur S.A. for \$1,028,061 (including all costs incurred by the Company for the purchase of said company).

(2) The goodwill was recorded during 2007 and corresponds to the equity surplus paid by the parent company on the acquisition of Carulla Vivero S.A. amounting to \$ 692,101 (including all costs incurred by the Company for the purchase of said company).

In December 2009 the Company acquired an additional 22.5% of Carulla Vivero S.A. recording goodwill of \$306,159; in 2010 an additional \$3,680 was recorded.

At the close of the year there are no contingencies that could adjust or accelerate the amortization of the goodwill acquired with Carulla Vivero S.A. A valuation was made to confirm it has not lost value, in accordance with Joint Circular No. 011 of August 18, 2005 of the Superintendent of Securities (today Financial Superintendent of Colombia).

(3) The goodwill in Spice Investments Mercosur S.A., corresponds to the equity surplus recorded at December 31 of 2012, for the group companies: Lanin \$97,401 (2011 - \$104,312), Devoto Hermanos S.A. \$2,707 (2011 - \$2,899) y Grupo Disco Uruguay S.A. \$50,644 (2011 - \$54,238).

(4) Includes in 2012, the contributions to the Autonomous Equity Centro Comercial San Pedro in Neiva of \$33,990 (2011 - \$26,998), the contributions tos et-up the Autonomous Equity Viva Laureles in Medellín for \$28,578 (2011 - \$0) and others for \$15,400 (2011 - \$11,217).

(5) Includes the Surtimax and Merquefácil brands, received from the merger with Carulla Vivero S.A.

(6) Includes in 2012 amounts paid for purchases of establishments for 44,689 (2011 - \$15,636), fiduciary rights AESA, Tesoro rights stage 3 for \$0 (2011 - \$2,268) and others for \$19,093 (\$2011 - \$3,239).

(7) Includes goodwill of Merquefácil and Carulla, among others, received from the merger with Carulla Vivero S.A.



# Note 11 Deferred Charges, Net

#### At December 31 deferred charges comprised:

|   | 1                | 2012                        |              |         | 2011                        |              |  |
|---|------------------|-----------------------------|--------------|---------|-----------------------------|--------------|--|
|   | Cost             | Accumulated<br>Amortization | Net<br>Value | Cost    | Accumulated<br>Amortization | Net<br>Value |  |
| PREPAID<br>EXPENSES:                            | <br> <br>        |                             | 1            |         |                             |              |  |
| Insurance                                       | 12,801           | -                           | 12,801       | 12,492  | -                           | 12,492       |  |
| Leases  | 2,230            | -                           | 2,230        | 2,938   | -                           | 2,938        |  |
| Publicity                                       | 1,384            | -                           | 1,384        | 2,073   | -                           | 2,073        |  |
| Others  | <b>1</b> ,130    | -                           | 1,130        | 1,066   | -                           | 1,066        |  |
| Maintenance                                     | 722              | -                           | 722          | 927     | -                           | 927          |  |
| SUBTOTAL PREPAID EXPENSES                       | 18,267           | -                           | 18,267       | 19,496  | -                           | 19,496       |  |
| Deferred income tax (See Note 17)               | 26,770           | -                           | 26,770       | 31,905  | -                           | 31,905       |  |
| SUBTOTAL CURRENT DEFERRED<br>CHARGES            | 45,037           | -                           | 45,037       | 51,401  | -                           | 51,401       |  |
| DEFERRED CHARGES:<br>Leasehold improvements (1) | i<br>i 508,708   | (295,864)                   | 212,844 i    | 445,976 | (259,338)                   | 186,638      |  |
| Deferred income tax<br>(See Note 17) (2)        | 86,694           | -                           | 86,694       | 109,172 | -                           | 109,172      |  |
| (Computer sottware (3)                          | 185,586          | (149,141)                   | 36,445       | 167,068 | (135,137)                   | 31,931       |  |
| Leases (4)                                      | <b>1</b> 9,924   | -                           | 9,924        | 9,759   | -                           | 9,759        |  |
| Deferred monetary correction                    | 19,331           | (16,965)                    | 2,366        | 19,331  | (15,962)                    | 3,369        |  |
| Delered actuarial calculation                   | 2,331            | -                           | 2,331        | 2,590   | -                           | 2,590        |  |
| SUBIOIAL NON CURRENT                            | 812,574          | (461,970)                   | 350,604      | 753,896 | (410,437)                   | 343,459      |  |
|   | 857,611          | (461,970)                   | 395,641      | 805,297 | (410,437)                   | 394,860      |  |
| INTEREST  | 450              | -                           | 450          | 311     | -                           | 311          |  |
| SUBTOTAL NON CURRENT<br>DEFERRED CHARGES        | 450              | -                           | 450          | 311     | -                           | 311          |  |
| Deferred income tax (See Note 17)               | 9,204            | -                           | 9,204        | 16,742  | -                           | 16,742       |  |
| Laterred monoton ( correction                   | 29,481           | (25,801)                    | 3,680        | 29,480  | (24,242)                    | 5,238        |  |
|   | 1<br>1<br>38,685 | (25,801)                    | 12,884       | 46,222  | (24,242)                    | 21,980       |  |
|   | ı<br>. 39,135    | (25,801)                    | 13,334       | 46,533  | (24,242)                    | 22,291       |  |



(1) Leasehold improvements consist of adaptations made in 2012 by subsidiary Spice Investments Mercosur S.A. of \$131,158 (2011 - \$133,891),, plus the improvements made by the parent company of \$377,550 (2011 - \$312,085).

(2) Non-current deferred income tax in 2012 includes deferred income taxes of the parent company of \$39,387 (2011 - \$66,133) and of Spice Investments Mercosur S.A of \$47,307 (2011 - \$43,039).

(3) In 2012, the parent company acquired computer software for a cost of \$19,078, for its expansion program.

(4) In 2012 the prepayment of lease contracts of the locals where the Éxito San Martín stores operated in city of Bogotá was included for \$9,180 (2011 - \$8,846) and Pomona San Lucas in the city Medellín for \$744 (2011 - \$913).

### Note 12. Valuations

#### At December 31 the summary of valuations is as follows:

|   | ,<br> <br>J | 2012        |                  |                | 2011        |                  |  |
|---|-------------|-------------|------------------|----------------|-------------|------------------|--|
|   | Valuation   | Devaluation | Net<br>Valuation | Valuation      | Devaluation | Net<br>Valuation |  |
| Constructions and buildings<br>(See Note 9) | 1,265,738   | -           | 1,265,738        | 1,178,982      | -           | 1,178,982        |  |
| Movable assets (See note 9)                 | 100,992     | -           | 100,992          | 130,192        | -           | 130,192          |  |
| Fiduciary rights                            | 65,607      | -           | 65,607           | 21,130         | -           | 21,130           |  |
| Investments                                 | 1,170       | (384)       | 786              | 1,003          | (413)       | 590              |  |
| TOTAL VALUATIONS                            | 1,433,507   | (384)       | 1,433,123        | ,<br>1,331,307 | (413)       | 1,330,894        |  |
|   | ×           |             | /                |                |             |                  |  |

# Note 13. Financial Obligations

### Balances at December 31 comprised

| Balances at December 31 comprised: |                                 |             | 0011       |
|------------------------------------|---------------------------------|-------------|------------|
|                                    |                                 | 2012        | 2011       |
|                                    | Entity                          | Book value  | Book value |
| SHORT TERM                         | I                               | i<br>I      |            |
| Credit cards                       | Bancolombia                     | 15          | 105        |
| TOTAL LOCAL CURRENCY LOAN          |                                 | 15          | 105        |
| Credit cards                       | BBVA                            | 476 i       | 1,892      |
|                                    | HSBC                            | 1,664       | 608        |
|                                    | Santander                       | 567         | 496        |
|                                    | ACAC                            | _ 1         | 59         |
|                                    | Marketing                       | - 1         | 17         |
| Foreign currency loan              | Bancolombia                     | - 1         | 31,083     |
| <u> </u>                           | Banco de Bogotá                 | <br>-       | 38,854     |
| Forward hedge operation            | Fiduciaria Corfico-<br>Iombiana | <br>-  <br> | (3)        |
|                                    | Helm Bank S.A.                  | - 1         | (81)       |
| TOTAL FOREIGN CURRENCY LOANS       |                                 | 2,707       | 72,925     |
| TOTAL FINANCIAL OBLIGATIONS        | 1                               | 2,722       | 73,030     |
|                                    |                                 | /           |            |



The parent company and its subsidiaries does not expect to restructure its borrowings. The parent company amortizes its financial obligations on their respective due dates. None of the financial obligations is in arrears.

## Note 14. Suppliers

At December 31, the balance of suppliers comprised:

|                 | ×/        |           |
|-----------------|-----------|-----------|
| TOTAL SUPPLIERS | 1,654,026 | 1,443,809 |
| Foreign         | 168,801   | 101,359   |
| Local           | 1,485,225 | 1,342,450 |
|                 | 2012      | 2011      |
|                 | /\        |           |

### Note 15. Accounts Payable

#### At December 31, the balance of short-term accounts payable comprised:

|   | 2012        | 2011      |
|---|-------------|-----------|
| DIVIDENDS PAYABLE (1)   | 49,697      | 1,006     |
| SUNDRY CREDITORS:   |             | <br> <br> |
| Costs and expenses payabler   | ı 203,699 i | 206,031   |
| Withholding tax payable   | 59,986      | 50,968    |
| Orders for retirement of goods to be used                             | 39,772      | 33,564    |
| Contractors   | 38,074      | 53,618    |
| Contribution to the Social Security Law and payroll contributions (2) | 4           | 797       |
| Other sundry creditors  | 6,348       | 5,478     |
| SUBTOTAL SUNDRY CREDITORS   | 347,883     | 350,456   |
| TOTAL SHORT TERM ACCOUNTS PAYABLE                                     | 397,580     | 351,462   |
|   | `'          |           |

(1) A quarterly dividend of \$108.75 (\*) per share was declared at the General Shareholders' Meeting of parent company held on March 16, 2012, payable in four installments between the sixth (6th) and the tenth (10th) business days of April, July and October, 2012 and January 2013.

(\*) Expressed in Colombian pesos.

(2) Includes amounts payable for Social security and payroll contributions at December 31, 2012 and 2011.

At December 31, 2012 and 2011, the parent company and its subsidiaries satisfactorily complied with all rules relating with the Social Security Law and payroll contributions.

The parent company and its subsidiaries do not have accounts payable with a period exceeding five years.



# Note 16. Bonds

By means of Resolution No. 0414 issued in March 2006 by the Colombian Financial Superintendent, the parent company, Almacenes Éxito S.A., was authorized to issue bonds with the following characteristics:

| Authorized amount:                  | \$200,000  |
|-------------------------------------|--|
| Amount placed at December 31, 2006: | \$105,000  |
| Nominal value:                      | \$1  |
| Payment form:                       | Upon maturity  |
| Maturity date                       | 26.04.2013   |
| Issue Administrator:                | Depósito Centralizado de Valores de Colombia S.A<br>DECEVAL S.A. |

The prospectus for the placement of the 2006 common bonds of the parent company, stipulates the following general guarantee for the bonds:

"To respond to the holders of Common Bonds with all the assets, in the capacity of general collateral, for compliance with all commitments acquired as a result of the issue of the Common Bonds". By means of Resolution No. 0335 issued on April 27, 2005 by the Colombian Superintendent of Securities (now Colombian Financial Superintendent), Carulla Vivero S.A.(company absorbed by Almacenes Éxito in 2010), was authorized to issue bonds with the following characteristics:

| Authorized amount:             | \$150,000   |
|--------------------------------|---|
| Amount placed at May 31, 2005: | \$150,000   |
| Nominal value:                 | \$10  |
| Payment form:                  | Upon maturity   |
| Maturity date                  | 05.05.2015  |
| Issue Administrator:           | Depósito Centralizado de Valores de Colombia S.A. –<br>DECEVAL S.A. |

issuer of these bonds to the name of Almacenes Éxito S.A. was approved.

#### At December 31, 2011, the market values were:

| Issue Date | Value<br>\$ | Date of maturity | Term    | Interest Rate  |
|------------|-------------|------------------|---------|----------------|
| 26.04.2006 | 74,650      | 26.04.2013       | 7 años  | IPC + 5.45% SV |
| 05.05.2005 | 150,000     | 05.05.2015       | 10 años | IPC + 7.5%     |
| TOTAL      | 224,650     |                  |         |                |

During this year 2012, the parent company charged interest from these bonds of \$22,715 (2011 - \$22,859, to results. Accrued interest was recorded at December 31, 2012 of \$3,608 (2011 - \$3,846).

### In the General Assembly of Bondholders of Carulla Vivero S.A. held in Bogotá on June 18, 2010, the change of



# Note 17. Taxes, Duties and Rates

Advances and balance in favor an taxes, duties and rates at December 31 were comprised of the following:

|  | 2012      | 2011      |
|--|-----------|-----------|
| Income tax   | (75,346)  | (86,905)  |
| Excesses in private liquidation of tax of subsidiary Spice Investments Mercosur S.A. | (7,750)   | (7,412)   |
| Industry and commerce and real estate tax advance                                    | (4,399)   | (3,723)   |
| Industry and commerce tax withholdings receivable                                    | (2,980)   | (2,445)   |
| Sales tax in favor and VAT withholdings  | (9,743)   | (11,793)  |
| Real estate tax advance of the subsidiary Spice Investments Mercosur S.A.            | (7,485)   | (6,256)   |
| Tax advance upon organization of companies   | (7)       | (11)      |
| INCLUDED IN CURRENT ASSETS (SEE NOTE 6)  | (107,710) | (118,545) |
| Income tax payable of the subsidiary Spice Investments Mercosur S.A.                 | 9,898     | 5,286     |
| Current equity tax payable   | 55,100    | 58,822    |
| Sales tax payable  | 44,282    | 31,820    |
| Industry and commerce and real estate tax  | 22,491    | 20,398    |
| Promotion installments   | 72        | 80        |
| INCLUDED IN CURRENT LIABILITIES  | 131,843   | 116,406   |
| LONG TERM EQUITY TAX   | 49,291    | 96,965    |
| TOTAL TAXES, DUTIES AND RATES, NET   | 73,424    | 94,826    |

#### The estimated current asset for income tax at December 31 comprised of the following:

|                                       | /\        |           |
|---------------------------------------|-----------|-----------|
|                                       | 2012      | 2011      |
| LIABILITIES - PROVISION FOR THE YEAR  | 66,440    | 32,786    |
| Adjustment of prior periods provision |           | 7,186     |
| TOTAL INCOME TAX LIABILITY            | 66,440    | 39,972    |
| Less advances                         | (12,555)  | (12,211)  |
| Less tax withholding                  | (119,333) | (109,380) |
| TOTAL INCOME TAX RECEIVABLE (*)       | (65,448)  | (81,619)  |
|                                       | `/        |           |

(\*) This amount is composed of \$75,346 (2011 - \$86,905) recorded in current assets of the parent company and \$9,898 (2011 \$5,286) recorded in current liabilities of the subsidiary Spice Investments Mercosur S.A.



#### The movement of deferred income tax during the year was the following:

|  | 2012          | 2011      |
|--|---------------|-----------|
| BALANCE AT BEGINNING OF YEAR   | (124,335)     | (124,942) |
| Deferred income tax in the year from:  |               |           |
| Non deductible accrued expenses  | (7,426)       | (8,503)   |
| Non deductible provision for inventories   | i (10,620) i  | (15,971)  |
| Non deductible taxes in the current year   | (8,639)       | (8,100)   |
| Adjustment of depreciation expense for accounting and tax difference                             | 436           | 634       |
| Deferred tax payable - Actuarial calculation   | 544 I         | -         |
| Use of deductible accrued liabilities  | 8,503         | 12,882    |
| Use of deductible provision for inventories  | 5,633         | 10,236    |
| Deductible taxes   | 8,100 I       | 5,962     |
| Deferred tax receivable on fiscal leases in subsidiary Spice Investments<br>Mercosur S.A. losses | (7,234)       | (7,290)   |
| Amortization / excess of presumptive over ordinary income (1)                                    | 24,330        | 2,440     |
| Deferred tax payable – goodwill deduction  | (8,371)       | 8,371     |
| Tax reform efect - income tax rate changes   | 1<br>11,853   | -         |
| NET MOVEMENT OF YEAR   | 17,109        | 661       |
| ADJUSTMENT FROM CURRENCY CONVERSION  | 1 2,966 I     | (54)      |
| BALANCE AT END OF YEAR (2)   | i (104,260) i | (124,335) |

#### (1) The movement of 2012 c sponds to 33% of the amortization of of the parent company. The movement of the year corresponds to 33% of the amortization of excess of presumptive income over net ordinary income over net ordinary income of prior years of \$11,600 and to 33% of the higher excess of presumptive income of 2010 of \$4,320 also of the parent company.

(2) Included in the balance sheet as follows:

### Current assets Deferred Charges (See Note 11) Non current assets Deferred charges, net (See Note 11) Non current liabilities Deferred charges (See Note 11)

#### TOTAL

sumptive income over net ordinary income of prior years of \$73,726

| ,        | 、                     |
|----------|-----------------------|
| 2012     | 2011                  |
|          |                       |
| (26,77   | 70) <b>i</b> (31,905) |
|          |                       |
| I (86,69 | 94) (109,172)         |
| I        | 1                     |
| I 9,2    | 04 16,742             |
| (104,26  | 60) (124,335)         |
| ×        | /                     |



#### The reconciliation between accounting profit and taxable income for tax purposes is as follows:

|   | 2012                      | 2011      |
|---|---------------------------|-----------|
| Accounting profit before income tax   | 558,854                   | 422,902   |
| Plus:   | I I<br>I I                |           |
| Provision for investments   |                           | 11        |
| Provision for property, plant and equipment   | 2,223 I                   | -         |
| Provision for other assets  | 168                       | 526       |
| Non deductible expenses for accrued liabilities   | 6,494                     | 13,131    |
| Provision for unknown shrinkage   | 32,360                    | 48,398    |
| Tax on financial movements  | 8,575                     | 14,495    |
| Industry and commerce tax and equity tax expense provision  | 26,179                    | 24,544    |
| Non deductible expenses   | 12,510                    | 6,269     |
| Recovery of depreciation on sale of assets  | 1,360                     | 5,984     |
| Exchange differences of Subsidiary Spice Investments<br>Mercosur S.A.                                   | <br>  -  <br>             | 11,648    |
| Depreciation expense adjustment for accounting and tax difference                                       | I I<br>I - I              | 1,322     |
| Reimbursement of deduction for investment in productive fixed assets                                    | 260                       | 639       |
| Effect on subsidiaries  | 62,910                    | 82,218    |
| Less:<br>Retirement of profit on sale of fixed assets declared due<br>to capital gains                  | i i<br>i i<br>i (3,771) i | (11,173)  |
| Recovery of provision for assets (*)  | (37,989)                  | (37,078)  |
| Provision for prior years' liabilities, deductible in the current year                                  | (10,331)                  | (28,481)  |
| Payments of the year of industry and commerce and equity tax  | (24,544)                  | (20,242)  |
| Deduction of goodwill additional to accounting  | (125,912)                 | (147,460) |
| Provision for prior year inventories, deductible in the current year                                    | (29,017)                  | (33,958)  |
| Tax adjustments of subsidiary Spice Investments Mercosur S.A.   | (19,264) I                | (64,558)  |
| Income upon equity method of results  | i (62,791) i              | (28,995)  |
| Revenue not constituting income or capital gains  | I (43) I                  | (52)      |
| Other non taxable income  | (1,132)                   | (2,766)   |
| Deduction of 40% for investment in income producing assets  | (77,651)                  | (76,000)  |
| Amortization of excess of presumptive income of prior years   | (73,726)                  | (11,713)  |
| Compensation of prior years' tax losses   | (4,914)                   | (73,984)  |
| Deduction for exchange difference of the investment in the subsidiary<br>Spice Investments Mercosur S.A | (29,973)                  | -         |
|   |                           |           |

(\*) In 2012, recoveries of provisions were recorded as follows: Cativén S.A. of \$35,163 (2011 - \$32,974), recovery of provisions for fixed assets of \$2,510 (2011 - \$2,621), recovery of provision for other investments of \$316 (2010 - \$626), recovery of provision for Predios del Sur S.A. "in liquidation" for \$0 (2011 - \$857).



#### For tax purposes, capital gains are as follows:

|  | 2012  | 2011   |
|--|---|--|
| Sales price of fixed assets real estate sold (owned for more   |   |  |
| than two years)  | 5,856   | 42,214   |
| Sales price of movable fixed assets  | 1,119   | 2,633  |
| Liquidation / sales price of investments liquidated/sold   |   | 2,455  |
| TOTAL SALES PRICE  | 6,975   | 47,302   |
| Tax cost of real estate fixed assets sold  | (5,856)   | (36,815)   |
| Tax cost of movable fixed assets sold  | (1,025) I   | (2,731)  |
| Tax cost of liquidated / sold investments  |   | (3,450)  |
| TOTAL COST   | (6,881)   | (42,996)   |
| TAXABLE CAPITAL GAINS  | 1 94 1  | 4,306  |
| TAX ON CAPITAL GAINS   | 31  | 1,421  |
| Current liability from income tax was determined as follows:   | 2012  | 2011   |
|  |   |  |
|  | 2012  | 2011   |
| Net equity at December 31 of the prior year  | 6,326,370   | 3,500,301  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded   | 6,326,370 (71,240)  | 3,500,301<br>(59,434)  |
| Net equity at December 31 of the prior year  | 6,326,370   | 3,500,301  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded   | 6,326,370 (71,240)  | 3,500,301<br>(59,434)  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br>NET EQUITY BASE OF PRESUMPTIVE INCOME  | 6,326,370<br>(71,240)<br>6,255,130  | 3,500,301<br>(59,434)<br><b>3,440,867</b>  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br><b>NET EQUITY BASE OF PRESUMPTIVE INCOME</b><br>Presumptive income on net equity   | 6,326,370<br>(71,240)<br>6,255,130<br>171,243   | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226   |
| Net equity at December 31 of the prior year Less: net equity to be excluded NET EQUITY BASE OF PRESUMPTIVE INCOME Presumptive income on net equity Ordinary net income   | 6,326,370<br>(71,240)<br>6,255,130<br>171,243<br>210,836  | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628   |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br><b>NET EQUITY BASE OF PRESUMPTIVE INCOME</b><br>Presumptive income on net equity<br>Ordinary net income<br><b>NET TAXABLE INCOME (*)</b>   | 6,326,370<br>(71,240)<br>6,255,130<br>171,243<br>210,836<br>210,836   | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b>  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br><b>NET EQUITY BASE OF PRESUMPTIVE INCOME</b><br>Presumptive income on net equity<br>Ordinary net income<br><b>NET TAXABLE INCOME (*)</b><br>Income tax before capital gains (33%)  | 6,326,370         (71,240)         6,255,130         171,243         210,836         210,836         66,049                                     | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b><br>32,165                                    |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br><b>NET EQUITY BASE OF PRESUMPTIVE INCOME</b><br>Presumptive income on net equity<br>Ordinary net income<br><b>NET TAXABLE INCOME (*)</b><br>Income tax before capital gains (33%)<br>Tax on capital gains  | 6,326,370         (71,240)         6,255,130         171,243         210,836         210,836         66,049                                     | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b><br>32,165<br>1,421                           |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br><b>NET EQUITY BASE OF PRESUMPTIVE INCOME</b><br>Presumptive income on net equity<br>Ordinary net income<br><b>NET TAXABLE INCOME (*)</b><br>Income tax before capital gains (33%)<br>Tax on capital gains<br>Tax discount for investment in cattle raising companies   | 6,326,370<br>(71,240)<br>6,255,130<br>171,243<br>210,836<br>210,836<br>66,049<br>31   | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b><br>32,165<br>1,421<br>(800)                  |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br>NET EQUITY BASE OF PRESUMPTIVE INCOME<br>Presumptive income on net equity<br>Ordinary net income<br>NET TAXABLE INCOME (*)<br>Income tax before capital gains (33%)<br>Tax on capital gains<br>Tax discount for investment in cattle raising companies<br>TOTAL CURRENT LIABILITY FOR INCOME TAX                               | 6,326,370         (71,240)         6,255,130         171,243         210,836         210,836         66,049         31         -         66,440 | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b><br>32,165<br>1,421<br>(800)<br><b>32,786</b> |
| Net equity at December 31 of the prior year<br>Less: net equity to be excluded<br>NET EQUITY BASE OF PRESUMPTIVE INCOME<br>Presumptive income on net equity<br>Ordinary net income<br>NET TAXABLE INCOME (*)<br>Income tax before capital gains (33%)<br>Tax on capital gains<br>Tax discount for investment in cattle raising companies<br>TOTAL CURRENT LIABILITY FOR INCOME TAX<br>Current income tax expense | 6,326,370         (71,240)         6,255,130         171,243         210,836         210,836         66,049         31         -         66,440 | 3,500,301<br>(59,434)<br><b>3,440,867</b><br>103,226<br>95,628<br><b>95,628</b><br>32,165<br>1,421<br>(800)<br><b>32,786</b> |

(\*) For 2012, the group net taxable income comprised the parent company presumptive income of \$167,893, plus presumptive income of the subsi-diary Didetexco S.A. of \$3,351, at a rate of 33% plus less tax loss of the subsidiary Spice Investments Mercosur S.A. of \$39,592 at the rate of 25%.



#### Reconciliation between accounting equity and tax equity:

|  | />              |             |  |  |
|--|-----------------|-------------|--|--|
|  | 2012            | 2011        |  |  |
| ACCOUNTING EQUITY AT DECEMBER 31   | 7,591,779       | 7,237,724   |  |  |
| Plus:  | 1               |             |  |  |
| Cleaning of net fixed assets and tax adjustments   | 243,510         | 189,406     |  |  |
| Effect of subsidiaries   | 618,645         | 578,066     |  |  |
| Provision for fixed assets (See Note 9)  | 21,886          | 22,782      |  |  |
| Tax items of subsidiary Spice Investments Mercosur S.A.                                    | - 1             | 191,527     |  |  |
| Provision for investments (See Note 8)   | 25              | 24          |  |  |
| Estimated liabilities for expenses   | 33,588          | 35,600      |  |  |
| Provision for inventories(See Note 7)  | 44,504          | 50,305      |  |  |
| Deferred tax payable (See Note 11)   | 9,204           | 16,742      |  |  |
| Provision for industry and commerce tax  | 2,127           | 2,025       |  |  |
| Tax adjustments for temporary investments  | 2,684           | 2,684       |  |  |
| Elimination of accumulated depreciation from difference in accounting and tax useful lives | <br> <br> <br>- | 1,881       |  |  |
| Provision for accounts receivable (See Note 6)   | 5,803           | 40,398      |  |  |
| Equity method of Almacenes Éxito Inversiones SAS   | - 1             | 23          |  |  |
| Less:  | 1               |             |  |  |
| Valuations of fixed assets (See Note 12)   | (1,366,730)     | (1,309,174) |  |  |
| Valuations of investments (See Note 12)  | (786)           | (590)       |  |  |
| Deferred tax receivable (See Note 11)  | (113,464)       | (141,077)   |  |  |
| Excess of tax amortization of intangible over accounting amortization                      | (789,985)       | (458,462)   |  |  |
| Elimination of equity method of Spice Investments Mercosur S.A.                            | (77,480)        | (25,153)    |  |  |
| Elimination of equity method of Didetexco S.A.   | (40,601)        | (25,192)    |  |  |
| Elimination of equity method of Almacenes Gato Inversions S.A.S                            | (567)           | -           |  |  |
| Amortization of capitalized Expenses deferred charges                                      | (81,783)        | (81,783)    |  |  |
| Difference between accounting and tax for income tax balance in favor                      | - 1             | (1,386)     |  |  |
| TOTAL NET EQUITY   | 6,102,359       | 6,326,370   |  |  |
|  | /               |             |  |  |

### Income tax and capital gains applicable to the parent company and its subsidiaries Didetexco S.A. and Almacenes Éxito Inversiones S.A.S.

On December 26, 2012, the Colombian Congress approved the Tax Reform Law 1607 which introduces significant changes in income tax as well as the creation of the CREE tax, intended mainly for the financing of SENA, ICBF, Institutions and the health care social security system, which will become effective as of 2013 and which we will discuss in detail hereinafter. The current tax provisions applicable to the parent company and its subsidiaries Didetexco S.A. and Almacenes Éxito Inversiones S.A.S. stipulate that:

- a. Until 2012 taxable income is subject to the rate f. At December 31, 2011, the parent company had a of 33%. readjusted tax loss of \$59,197, which was compenb. The base to determine the income tax may not be sated in the 2011 income tax return. At December less than 3% of its net equity in the last day of the 31, 2012, the parent company has excess of preprevious taxable year. sumptive income over net income readjusted for tax purposes of \$228,381, of which \$73,726 is were eliminated for tax purposes and the tax on capital expected to be compensated in the 2012 income tax return for a final balance pending compensagains was reactivated also at the rate of 33%, for legal tion of \$154.655. At December 31, 2012, the subentities, calculated on total revenues earned under this sidiary Didetexco S.A. has a readjusted tax loss of heading by taxpayers during the taxable year. \$25,516 pending compensation.
- c. As of taxable year 2007, integral inflation adjustments
- d. The percentage of annual readjustment for the cost of movable assets or real estate having the nature of fixed assets for 202 is of 3.04% (2011 - 3.65%).
- e. As of taxable year 2007 and until taxable year 2009, the deduction for effective investments made in real productive fixed assets is of 40% and its use does not generate profit taxed in the name of partners or shareholders.

In accordance with current tax regulations, as of taxable year 2007, companies may compensate, without percentage limitation and at any time, tax losses readjusted for tax purposes, with net ordinary income notwithstanding the presumptive income of the year. Excess of presumptive income over ordinary income made as of taxable year 2007, may be compensated with net ordinary income determined within the Taxpayers who acquire fixed productive deprefollowing five (5) years readjusted for tax purposes. ciable assets as of January 1, 2007 and use the deduction established herein, may only depreciate Companies' losses will not be transferable to partners. such assets by the straight-line method and will not Tax losses originated in revenues not constituting incobe entitled to the audit benefit even if they comply me or capital gains and in costs and deductions not with the premises established to access to it in tax having a cause-effect relationship with the generation regulations. Before January 1, 2007, this deduction of taxable income, in no case may be compensated applied on investments in fixed productive assets with net income of the taxpayer.



without the obligation to depreciate these assets by the straight-line method. In the event that the assets on which the deduction benefit indicated above was claimed cease being used in the income generation activity or are disposed of, the proportion of this deduction, equivalent to the remaining useful life at the time of their abandonment or sale, constitute taxable income at the current rates.

Law 1370 of 2009 decreased for 2010 the deduction rate for effective investments made in real productive fixed assets from 40% to 30%; Law 1430 of December 29, 2010 eliminates the special deduction for investment in real productive fixed assets as of 2011. However, for those investors who have filed a request to access to legal stability contracts before November 1, 2010, the likelihood of stabilizing this rule for a term of maximum three vears is authorized.

The parent company may request until 2017 40% of these investments since article 158-3 of the Tax Code is included in the Legal Stability contract stipulated in Law 963 of July 2005, signed with the State for a term of ten years counted as of August 2007.





The parent company tax returns of 2008 (showed tax loss) and 2011 (tax loss was compensated) are subject to review for 5 years counted as of their filing date; the parent company tax return of 2010 is subject to review until 2013. The tax returns of the subsidiary Didetexco S.A. since 2008 (reflected tax loss) and until 2011 (compensation of tax losses) are subject to review for 5 years counted as of their filing date. The equity tax returns for the taxable periods 2010 and 2011 are subject to the review of the tax authorities. Tax counsel and the company's management consider that no higher taxes payable will arise other than those accrued at December 31, 2012.

### Equity tax for taxable year 2011

The National Government approved Law 1370 of December 30, 2009 and introduced tax changes; it created the equity tax for taxable year 2011 payable by legal entities, individuals and de facto companies, and taxpavers that declare income tax. For purposes of this tax, the concept of wealth is equivalent to total net equity of the obligated party, which amount is equal or higher than three thousand million pesos (\$3,000).

The base for the calculation of this tax corresponds to net equity at January 1, 2011 and the rate is 2.4% for equities which taxable base is equal or higher than three thousand million pesos (\$3,000), without exceeding five thousand million pesos (\$5,000) and of 4.8% for equities which taxable base is equal or higher than five thousand million pesos (\$5,000).

The equity tax for 2011 should be paid in eight equal installments during 2011, 2012, 2013 and 2014, within the terms established by the National Government.

The tax for taxable year 2011 including the surtax established in Decree 4825 of 2010 amounts to \$187,461 which was recorded by the company as a reduction of the equity revaluation.

### Changes in the equity tax with the tax reform of December 2010

The National Government approved Law 1429 of December 29, 2010 and introduced changes in the equity tax for taxable year 2011, namely:

#### a. Clarification of the taxable base to be taken into account for purposes of applying the rate

Article 296-1 of the Tax Code is amended clarifying that the tax rate is applied on the taxable base defined in article 295-1, when net equity exceeds the limits of three thousand million pesos (\$3,000) and five thousand million pesos (\$5,000) established in Law 1370 of 2009.

#### b. Composition of the taxable base in order to determine the tax due by taxpayers

Two rules are included which seek to control the decreases of equities which are the base of the tax:

- 1. If the taxpayer carried out spinoff processes during 2010, it should add the equities of the spun-off companies and beneficiaries in order to calculate the tax due.
- 2. If during 2010 the taxpaver formed simplified stock companies, it should add to its equity the new legal entities in order to determine the taxable base of the equity tax.

#### c. Certain additional considerations of the social emergency Decree 4825 of 2010

Upon the issuance of Decree 4825 of 2010, the following additional measures to take into account were adopted:

- 1. The creation of an equity tax on net equities exceeding one thousand million pesos (\$1,000) and two thousand million pesos (\$2,000) at the rate of 1% and 1.4%, respectively.
- 2. A surtax of 25% is established for equity taxpayers of Law 1370 of 2009, for whom the effective rate would pass from 2.4% to 3% for net equities ranging from three thousand and five thousand (\$3,000 and \$5,000) and from 4.8% to 6% for net equities in excess of five thousand million pesos (\$5,000).

### Tax Reform Law 1607 of December 26, 2012

#### 1. Income Tax Rate

The income tax rate is reduced from 33% to 25% as of 2013. The formula to calculate non taxed dividends is changed to avoid double taxation for the shareholder, the concepts of permanent establishment, sub-capitalization and the abuse in tax matters are introduced to the tax system and business reorganizations are limited.

#### 2. Income tax CREE)

The CREE income tax is created as of January 1, 2013 as a contribution of companies and legal entities, and assimilated companies that are declarers of income tax for the benefit of employees, the generation of employment and the social investments with contributions to SENA, ICBF, the health care social security system and transitorily to public universities and to social investment of the farming and livestock system.

The rate is of 8%, however, transitorily and for the years 2013, 2014 and 2015 the rate will be of 9%.

The taxable base is gross revenues of the year, including capital gains less returns, rebates and discounts, less revenues not constituting income or capital gains (incrngo), less costs and deductions but without including donations, contributions to Mercosur S.A. mutual investment funds, the deduction in income generating fixed assets and deductions for science and technology and the environment, and finally less certain exempt income. The CREE does not permit the compensation of tax losses or the compensation



for excess of presumptive income.

#### 3. Exoneration of payroll contributions and contributions to health care

Employers who are legal entities declarers of income tax are exempt from the contributions to SENA, ICBF, the health care social security regime, in respect of employees who earn up to 10 minimum monthly salaries.

#### 4. Dividends or participation in profits

Included in the definition of dividends is the transfer of Colombian source income earned through agencies, permanent establishments or branches in Colombia in favor of foreign related parties; the revenue is accrued at the time of the transfer of profits abroad.

The rule changes to determine non taxed dividends in the name of shareholders for profits earned as of January 1, 2013, thus avoiding the double taxation of the partner-shareholder.

#### 5. Capital gains

The tax rate for capital gains upon the sale of fixed assets owned for more than two years or from the perception of dinations is reduced from 33% to 10%.

### Taxes applicable to the subsidiary Spice Investments

Current tax provisions applicable to the subsidiary Spice Investments Mercosur S.A. stipulate that the income tax rate of the business activity (IRAE) is of 25% for 2012 and 2011. The tax is applied to net income (difference between tax income and disbursements), with a deduction of 7% on dividends distributed from the Uruguayan income.

The equity tax is assessed on the possession of net equity within the national territory, i.e., the difference between the asset and the liability adjusted from a tax point of view at a rate of 1.5%.



# Note 18. Labor Obligations

At December 31, the balance of labor obligations of the parent company and its subsidiaries comprised:

| 1  | 2012             |                   | 2011             |                   |
|--|------------------|-------------------|------------------|-------------------|
|  | Current<br>Value | Non current value | Current<br>Value | Non current value |
| Vacations and vacation bonus payable (1)       | 31,686           | - 1               | 27,584           | -                 |
| Severance Law 50                               | 25,206           | -                 | 22,226           | -                 |
| Salaries and other fringe benefits payable (2) | 23,034           | -                 | 28,514           | -                 |
| Retirement pensions (See Note 19)              | 3,079            | -                 | 3,079            | -                 |
| Interest on severance payable                  | 2,997            | -                 | 2,780            | -                 |
| Accumulated severance previous regime          | 392              | 540               | 392              | 558               |
| TOTAL LABOR OBLIGATIONS                        | 86,394           | 540               | 84,575           | 558               |

(1) For 2012 includes the subsidiary Spice Investments Mercosur S.A. of \$13,179 (2011 - \$14,152).
(2) For 2012 includes the subsidiary Spice Investments Mercosur S.A. of \$6,096 (2011 - \$6,956).

#### Information on the parent company and its subsidiaries' employees

|                | Headcount |        | Perso<br>expens |         |       | of loans<br>nted |
|----------------|-----------|--------|-----------------|---------|-------|------------------|
|                | 2012      | 2011   | 2012            | 2011    | 2012  | 2011             |
| Management (1) | 938       | 699    | 80,987          | 51,284  | 983   | 737              |
| Other (2)      | 43.239    | 42.588 | 609,578         | 482,174 | 985   | 1,323            |
| TOTAL          | 44.177    | 43.287 | 690,565         | 533,458 | 1,968 | 2,060            |

(1) Includes president, vice-presidents, corporate business managers, directors, administrators of distribution centers and stores, store managers and district heads.

(2) Includes salaries and fringe benefits paid.

For the Disco company included in the financial statements of Spice Investments Mercosur S.A., data at 100% of the number of employees are taken and their expenses reflected in the financial statements at 62.49% of participation of the parent company.

### Note 19. Retirement Pensions Estimated Liability

The amount of the parent company obligations for retirement pensions has been determined based on actuarial studies, taking into account Decree 4565 of December 7, 2010, whereby the technical bases for the preparation of such calculations were changed.

The parent company is responsible for the payment of retirement pensions to employees who meet the following requirements:

- Employees who at January 1, 1967 had more than 20 years of services (full responsibility).
- Employees and former employees with more than 10 years of service and less than 20, at January 1, 1967 (partial responsibility).

For other employees, the Colpensiones (before Social Security Institute) or authorized pension funds assume responsibility for the payment of their pensions.

The actuarial calculations and the amounts recorded are detailed below:

Actuarial calculation of the obligation (100% amortized)

Less: Current portion (See Note 18)

NON CURRENT PORTION

At December 31, 2012, the actuarial calculation includes 176 individuals (2011 - 188).

The benefits covered correspond to monthly retirement pensions, pension readjustments in accordance with legal provisions, dependent survivors' income, funeral allowances and legally established bonuses payable in June and December.

The deferred retirement pension cost was amortized in accordance with tax regulations. For the parent company, the net balance at December 31, 2012 and 2011 represents 100% of actuarial calculations of the total contingent obligation at the end of such years.



ars of services (full responsibility). years of service and less than 20, at January 1, 1967

| ,       |         |
|---------|---------|
| 2012    | 2011    |
| 19,715  | 20,799  |
| (3,079) | (3,079) |
| 16,636  | 17,720  |
| `/      |         |



### Note 20. Estimated Liabilities and Provisions

#### At December 31, the balance of estimated liabilities and provisions comprised:

|  | />     |        |  |
|--|--------|--------|--|
|  | 2012   | 2011   |  |
| Provision for brand loyalty (*)            | 25,616 | 24,009 |  |
| Municipal taxes                            | 9,623  | 10,448 |  |
| Labor and civil processes                  | 7,458  | 6,720  |  |
| Legal stability contract                   |        | 865    |  |
| Other                                      | 2,320  | 2,140  |  |
| TOTAL ESTIMATED LIABILITIES AND PROVISIONS | 45,017 | 44,182 |  |
|  | `'     |        |  |

(\*) Liability generated by brand loyalty programs of clients, denominated "ÉXITO Points" and "CARULLA Superclient" for 2012 of \$15,165 (2011 - \$15,165) and Liability generated by the brand loyalty programs of clients, denominated "Hypermiles" of Supermercados Devoto and "Tarjeta Mas" of Supermercados Disco of Uruguay S.A. for 2012 of \$10,451 (2011 - \$8,844).

### Note 21. Other Liabilities

#### At December 31 the balance of other liabilities comprised:

|   | /\         |        |
|---|------------|--------|
|   | 2012       | 2011   |
| Collections received for third parties (1)      | 23,138     | 12,335 |
| Project advances (2)                            | 7,416      | 7,943  |
| Withheld in guarantee (3)                       | 3,130      | 808    |
| Installments received for "Reserve it Plan" (4) | 1,842      | 2,302  |
| SUBTOTAL OTHER CURRENT LIABILITIES              | 35,526     | 23,388 |
| Other non current liabilities (5)               | 58,986     | 62,118 |
| TOTAL OTHER LIABILITIES                         | ı 94,512 ı | 85,506 |
|   | ×/         |        |

(1) For 2012 and 2011, includes collections for third parties for items such as; utilities, mobile telephone. TV by cable, non bank correspondents. remittances and others

(2) Advance received by Disco for the sale of the Punta Carretas commercial locals.

(3) The account balance in 2012 includes payment of withholdings made from Cooperativa Nacer of \$572 and civil works in Éxito Simón Bolívar in Cali of \$972, Pomona Calle 110 in Bogotá of \$193, Carulla Calle 82 in Bogotá of \$128, Exito Soledad in Barranquilla of \$122 and other smaller ones of \$1.143

(4) In 2012, the heading of uses was charged to results, corresponding to unclaimed items of \$322 during the period from January 2008 to June 30, 2009, and in 2011. \$198 was recorded for unclaimed items in 2007 for the same heading.

(5) During 2010, the parent company signed a purchase-sale agreement for the construction of a Locatel building in Centro Comercial Puerta del Norte in the municipal jurisdiction of Bello for \$3,198 and Éxito Colombia for \$1,163. In 2008, the Company signed three business cooperation contracts with EASY Colombia, whose corporate purpose is the delivery by Almacenes Éxito S.A. of the tenancy of locals in Éxito Occidente, Éxito Norte and Éxito Américas in Bogotá and permits EASY Colombia the installation and economic exploitation. The accumulated balance of the construction of these locals in 2011 was \$61,254, of which \$6,629 has been amortized.



### Note 22. Equity

#### 22.1 Capital

The parent company authorized capital is represented Additional paid-in capital represents the premium paid by 530.000.000 common shares with a par value of over the par value of the shares. In accordance with \$10 (\*) each. Subscribed and paid-in capital amounts legal provisions, this balance may be distributed as proto \$4,482 (2011 - \$4,482), the number of subscribed fits on the entity's liquidation or its value is capitalized. shares amounts to 447.604.316 and the number of Capitalization is understood to be the transfer of the surown shares reacquired each year is 635.835. plus to a capital account, as a result of the issue of a dividend in shares.

(\*) Expressed in Colombian pesos.

The capital movement and the additional paid-in shares during 2011 corresponded to:

|                        | Shares      | Price (*) | Capital | Additional<br>Paid-in Capital |
|------------------------|-------------|-----------|---------|-------------------------------|
| Issue of common shares | 114.270.684 | 21,900    | 1,142   | 2,553,877                     |

(\*) Expressed in Colombian pesos.

The exchange difference of the investment in Spice Investments Mercosur S.A. was recorded as capital surplus of \$28,095 (2011 - \$11,648).

#### 22.3 Reserves

Except for the reserve for the reacquisition of shares, the other reserves were set-up with retained earnings and are at the free disposition of the parent company General Shareholders' Meeting.

The parent company is required to appropriate as a legal reserve 10% of its net annual earnings until the With the issuance of Law 1111 of December 27, reserve balance reaches 50% of subscribed capital. 2006, the National Government eliminated the integral inflation adjustments for tax purposes. For accounting The reserve is not distributable before the liquidation of the Company but may be used to absorb or reduce purposes, they were eliminated by means Decree 1536 losses. The appropriations made in excess of the aboof May 7, 2007 effective January 1, 2007. ve mentioned 50% are at the free disposition of the Law 1370 of December 30, 2009 established the General Shareholders' Meeting. equity tax from 2011 to 2014. The parent company

#### 22.2 Additional paid-in capital

#### 22.4 Equity Revaluation

Inflation adjustments of equity balance accounts accumulated until December 31, 2006, have been credited to this account, with the charge against results, but excluding the valuation surplus. In accordance with legal provisions, this balance may be distributed as profit upon the liquidation of the entity or its value may be capitalized. Capitalization is understood to occur when surplus is transferred to a capital account as a result of the issuance of a dividend in shares.

and its subsidiary Didetexco recorded as a reduction of the revaluation of equity \$193,930 corresponding to the tax payable over the 4 years (2011 to 2014).



### Note 23. Debit and Credit Memorandum Accounts

#### At December 31, the balance comprised:

|   | /\        |           |  |
|---|-----------|-----------|--|
|   | 2012      | 2011      |  |
| Recovered accounts receivable                   | 11        | 13        |  |
| SUBTOTAL CONTINGENT RIGHTS                      | i 11 i    | 13        |  |
| Tax debtors                                     | 1,604,985 | 1,446,242 |  |
| SUBTOTAL TAX DEBTORS                            | 1,604,985 | 1,446,242 |  |
| Unused credits in favor (1)                     | 1,463,972 | 1,427,987 |  |
| Property, plant and equipment fully depreciated | 820,188   | 722,286   |  |
| Inflation adjustments of non monetary assets    | 202,496   | 219,083   |  |
| Assets given in trust (2)                       | 94,110    | 43,705    |  |
| Goods on consignment (3)                        | 82,140    | 53,928    |  |
| Litigation and lawsuits (4)                     | 15,529    | 16,455    |  |
| Unused letters of credit                        | 26,154    | 36,925    |  |
| Postdated checks                                | 1,758     | 2,879     |  |
| SUBTOTAL CONTROL DEBIT ACCOUNTS                 | 2,706,347 | 2,523,248 |  |
| Other litigation and lawsuits (5)               | 43,626    | 30,647    |  |
| Litigation and labor lawsuits                   | 10,438    | 10,811    |  |
| Other contingent liabilities (6)                | 9,600 I   | -         |  |
| Purchase-sale agreements                        | 1 500 I   | 500       |  |
| Assets and securities received in guarantee     | 337 I     | 343       |  |
| SUBTOTAL CONTINGENT LIABILITIES                 | 64,501    | 42,301    |  |
| Tax credit accounts                             | 84,199    | 366,321   |  |
| SUBTOTAL TAX CREDIT ACCOUNTS                    | 84,199    | 366,321   |  |
| Equity inflation adjustments                    | 134,267   | 134,267   |  |
| Baskets   | 517       | 599       |  |
| SUBTOTAL CONTROL CREDIT ACCOUNTS                | 134,784   | 134,866   |  |
| TOTAL DEBIT AND CREDIT MEMORANDUM ACCOUNTS      | 4,594,827 | 4,512,991 |  |
|   | `'        |           |  |
|   |           |           |  |

#### (2) Includes the following real estate:

### Project

| San Pedro Plaza 2                          |
|--|
| Viva Laureles                              |
| San Pedro Plaza 3                          |
| San Pedro Plaza                            |
| Del Este                                   |
| Surtimax Girardot                          |
| Vizcaya                                    |
| Other merger rights Carulla- La Castellana |
| Iwana                                      |
| Serrizuela                                 |
| Tesoro Etapa 3                             |
| Proyecto Spring                            |
| Deposit in guarantee (Corficolombiana)     |
| Terreno Armenia Trust                      |
| Bima Lot                                   |
| TOTAL                                      |

(1) Certain financial entities granted current credit limits, which are at the Company's disposition.



| 2012       | 2011             |
|------------|------------------|
| 33,990     | 1<br>1<br>27,012 |
| 28,578     | · 27,012         |
| 11 518     | <u> </u><br>     |
| I 7,707    | i 6,012          |
| 4,507      | 4,171            |
| I          | · 4, 171         |
| 4,001      | I                |
| 1,957      | 1,095            |
| 954<br>880 | 950              |
| I          |                  |
| 18<br>I    | 18               |
|            | 2,268            |
|            | I 1,317          |
| -          | 101              |
|            | 107              |
| -          | 4                |
| 94,110     | 43,705           |
| ۱<br>۲     |                  |





#### (3) Includes goods belonging to the following suppliers:

|   | /\        |        |
|---|-----------|--------|
| Supplier  | 2012      | 2011   |
| Continente S.A.   | 20,667    | 14,585 |
| Jen S.A.  | 3,400     | 3,053  |
| Brightstar Colombia S.A.                                | 3,203     | 3,846  |
| Ad Electronics S.A.                                     | 2,652     | 1,072  |
| Challenger S.A.   | 2,532     | 1,676  |
| Carvajal Educación                                      | 2,522     | 3,537  |
| Pernod Ricard Colombia                                  | 2,210     | 2,383  |
| Laboratorios de Cosméticos Vogue S.A.                   | i 2,065 i | 1,812  |
| Sociedad de Comercialización Internacional Pansell S.A. | 2,017     | 1,820  |
| Distribuidora de Vinos y Licores                        | 1,756     | 36     |
| C.I. Distrihogar S.A.                                   | 1,753     | 1,735  |
| Industrias Cannon                                       | 1,728     | 365    |
| Zapf S.A.   | 1,575     | 866    |
| Baby Universe S.A.S.                                    | 1,173     | -      |
| C.I. Creytex S.A.                                       | 1,042     | -      |
| Impobe S.A.   | 951       | 462    |
| Jhon Restrepo A. y C.                                   | 951       | -      |
| Altipal S.A.  | 927       | 109    |
| J.E. Rueda Compañía Ltda.                               | 881       | 589    |
| Industria Colombiana                                    | 858       | 112    |
| Inval S.A.  | 848       | 1,441  |
| Other smaller amounts                                   | 26,429    | 14,429 |
| TOTAL   | 82,140    | 53,928 |

(4) For 2012, includes the following legal processes qualified as possible and/or remote and which, therefore, do not affect the parent company or its subsidiaries' results:

a. Various customs processes with the National Tax and Customs Administration of \$3,629 (2011 - \$3,253).

b. Other processes with municipal jurisdictions for an approximate amount of \$\$5,331 (2011 - \$4,984).

c. Recovery of Murillo Lot in Barranquilla of \$3,325 (2011 - \$3,325).

d. Other minor items of \$3,244 (2011 - \$4,893).

(5) Includes for 2012, among others the following processes, qualified as possible and/or remote and which, therefore, do not affect the results of the parent company or of its subsidiaries (\*):

(\*) The cases originated by these items are estimated for the amount of claims and qualified by litigation experts as follows:

• Probable: Higher probability of incidence in the distribution of resources.

• Possible: Lower probability of incidence in the distribution of resources.

• Remote: Very remote probability of incidence in the distribution of resources.

a. Extra-contractual civil responsibility processes of approximately \$33,479 (2011 - \$21,281).

b. Other processes with municipalities and other third parties for approximately for \$7,647 (2011 - \$6,866).

c. Litigation concerning the claim due to the increase in the management fee of Centro Comercial Bello for \$2,500 (2011 - 2,500).

(6) Independent bank guarantee with Bancolombia S.A.



### Note 24. Net Revenues

At December 31 net revenues consisted of:

|   | /\         |           |
|---|------------|-----------|
|   | 2012       | 2011      |
| NET SALES (1)                             | 9,705,414  | 8,390,801 |
| OTHER OPERATING REVENUES                  |            |           |
| Special exhibition negotiation            | 202,765    | 184,358   |
| Concessionaires, leases and royalty(2)    | 183,683    | 157,450   |
| Revenues from events                      | 48,718     | 30,658    |
| Sales with discounts – loyalty program(3) | 42,162     | 36,060    |
| Miscellaneous (4)                         | 29,443     | 29,364    |
| Services                                  | 17,448     | 16,019    |
| SUBTOTAL OTHER OPERATING REVENUES         | 524,259    | 453,909   |
| NET REVENUES                              | 10,229,673 | 8,844,710 |
|   | `'         |           |

(1) Discounts granted by the parent company in 2012 amounted to \$405,753 (2011 - \$280,181).

(3) Income received from the Loyalty program and Tricolor (redemption of products with cash and points).

(4) Miscellaneous includes: other uses of \$4,427 (2011 - \$3,995), commission revenues from non bank correspondents of \$4,178 (2011 - \$2,535), premium in commercial locals of \$3,133 (2011 - \$2,299), income from home delivery service of \$1,899 (2011 - \$1,360), publicity of \$800 (2011 - \$554) and other income of \$15,006 (2011 - 18,621).

Returns of goods are recorded as a reduction of sales, taking into account that the parent company policy is changing goods. When the customer returns an item, the client receives a change card to be used as a payment for other purchases.

(2) Includes royalties of Éxito-Tuya S.A. Suramericana de seguros, Avianca Taca S.A. and business collaboration agreement with Cafam.



### Note 25. Selling, General and Administrative Expenses

#### At December 31 Selling, general and administrative expenses corresponded to:

|   | /<br> <br>     | 2012      |                                | 1              | 2011      |                                |
|---|----------------|-----------|--------------------------------|----------------|-----------|--------------------------------|
|   | Administrative | Selling   | Total<br>operating<br>Expenses | Administrative | Selling   | Total<br>operating<br>Expenses |
| Personnel expenses  | 128,861        | 749,760   | 878,621                        | 116,332        | 552,705   | 669,037                        |
| Services  | 9,708          | 277,106   | 286,814                        | 8,908          | 269,911   | 278,819                        |
| Depreciation  | 18,180         | 204,675   | 222,855                        | 21,142         | 188,688   | 209,830                        |
| Leases  | 3,115          | 219,368   | 222,483                        | 2,227          | 178,331   | 180,558                        |
| Taxes   | 33,279         | 87,866    | 121,145                        | 31,284         | 76,526    | 107,810                        |
| Amortization  | 78,079         | 63,624    | 141,703                        | 60,831         | 49,001    | 109,832                        |
| Maintenance<br>and repair                                 | 4,163          | 60,795    | 64,958                         | 3,341          | 46,857    | 50,198                         |
| Packing material and labeling                             | 275            | 48,563    | 48,838                         | 411            | 36,883    | 37,294                         |
| Debit and credit card commissions                         | -<br> <br>     | 34,398    | 34,398                         |                | 27,238    | 27,238                         |
| Insurance   | 3,652          | 19,509    | 23,161                         | 3,823          | 15,681    | 19,504                         |
| Participation in sales (1)                                | -<br> <br>     | 13,312    | 13,312                         | -<br> <br>     | 12,501    | 12,501                         |
| Fees  | 14,497         | 1,475     | 15,972                         | 10,861         | 1,227     | 12,088                         |
| Travel expenses   | 6,941          | 3,069     | 10,010                         | 7,415          | 3,130     | 10,545                         |
| Adaptations<br>and facilities                             | 374            | 5,317     | 5,691                          | 823            | 5,615     | 6,438                          |
| Legal expenses  | 1,439          | 3,218     | 4,657                          | 1,000          | 2,844     | 3,844                          |
| Contributions<br>and affiliations                         |                | 773       | 1,374                          | 771            | 109       | 880                            |
| Miscellaneous (2)   | 6,604          | 73,038    | 79,642                         | 6,107          | 68,200    | 74,307                         |
| TOTAL OPERATING<br>ADMINISTRATIVE AND<br>SELLING EXPENSES | 309,768        | 1,865,866 | 2,175,634                      | 275,276        | 1,535,447 | 1,810,723                      |

(1) Includes business cooperation agreement between Almacenes Éxito and Cafam S.A. of \$\$13,261.

(2) Miscellaneous expenses include for 2012, among others, cleaning materials and fumigation expenses of \$7,643 (2011 - \$7,006), store opening expenses of \$6,275 (2011 - \$5,776), stationery, supplies and forms of \$6,250 (2011 - \$5,722), replacement of store items of \$5,556 (2011 - \$5,291), cafeteria and restaurant of \$4,894 (2011 - \$5,132), regional supports of \$4,072 (2011 - \$4,281), tools and storage materials of \$1,278 (2011 -\$1,440), fuels for energy plants of \$708 (2011 - \$567), and other small items of \$42,966 (2011 - \$39,092).



# Nota 26. Other Non Operating Income and Expenses, Net

#### Other non operating income and expenses corresponded to

|  | ,            |         |
|--|--------------|---------|
|  | 2012         | 2011    |
| NON OPERATING INCOME   |              |         |
| Recovery of provisions for the sale of the investment in Cativén S.A.                      | 35,163       | 32,974  |
| Profit on sale of property, plant and equipment, investments and intangibles (1)           | 5,282        | 13,730  |
| Recovery of provisions (2)   | 3,701        | 7,448   |
| Amortization of deferred monetary correction upon the elimination of inflation adjustments | 1,559 I      | 1,559   |
| Recovery of costs and expenses   | 310          | 1,097   |
| Other non operating income   | 2,369        | 1,515   |
| TOTAL NON OPERATING INCOME   | 48,384       | 58,323  |
| NON OPERATING EXPENSES   | 1 1          |         |
| Tax on financial movements (four per thousand)   | (11,435)     | (19,327 |
| Royalty expense Compañía de Sufinanciamiento Tuya S.A.                                     | i (10,982) i | (9,599  |
| Amortizations, bonuses and indemnities (3)   | (10,635)     | (5,157  |
| Legal fees, claims and legal processes   | (8,372)      | (3,242  |
| Equity tax (4)   | (6,482)      | (2,334  |
| Costs of losses  | i (3,975) i  | (1,655  |
| Donations  | (2,383)      | (2,696  |
| Provision for property, plant and equipment  | (2,223)      | (111    |
| Special project expenses   | (1,560)      | (1,615  |
| Retirement pensions  | (154)        | (308    |
| Losses on sale and retirement of assets  |              | (289    |
| Accounts receivable written off  |              | (71     |
| Other non operating expenses (5)   | (10,329)     | (19,472 |
| TOTAL NON OPERATING EXPENSES   | (68,530)     | (65,876 |
|  | (20,146)     | (7,553  |

For 2011 this corresponds mainly to the sale of fixed assets, real estate of the Marbella lot in Cartagena, Pomona Oviedo in Medellín, San Francisco in Barranquilla, Buenavista in Barranquilla, Panorama in Barranquilla, Ley Libertadores in Santa Marta and others for \$11,531 and movable fixed assets and intangibles of \$2,168 and smaller ones of \$31.

of \$333.

For 2011, this is the recovery of the provisions for labor processes of \$1,263, restructuring of accounts receivable of \$1,232, investment in Predios del Sur S.A. of \$857, legal processes of \$626 and others of \$3,470.

(3) For 2012 this corresponds to the R1 program of \$4,330, bonuses and indemnities of \$4,161, organizational excellence of \$1,120 and others of \$1,024. For 2011, this is the provision for organizational excellence, institutional plans, blue Project, non operating indemnities, reconversions, and others of \$5,157.

(4) For 2012 and 2011 this is the equity tax paid by Spice Investments Mercosur S.A. (5) For 2012, this is the payment made to Padron Guillermo and Asociates of \$4,009, taxes assumed of \$3,110, deferred monetary correction debit of \$1,002

and others \$2,208.

For 2011, this is the payment made to Geant International of \$8,742, fines, taxes assumed of \$3,085, deferred monetary correction debit of \$1,241, expenses inherent to purchase and sale of assets of \$879, and others \$1,432.

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siness premi-\$2.046 and

(2) For 2012 this is the recovery of the provisions for real estate of \$2,511, provision for labor proceedings of \$578, provision for legal processes of \$279 and others



### Nota 27. Relevant Facts

### 2012

#### Cativén S.A.

On December 2012, the market was informed that the parent company had received the payment of US\$18.1 million corresponding to the last installment from the sale of Cadena de Tiendas Venezolanas S.A. – Cativén S.A., equivalent to 28.62% of that company's capital.

The provision for accounts receivable set-up for this operation was reversed upon the credit of the last installment.

#### Investment in Grupo Casino Subsidiaries

The General Shareholders' Assembly for parent company in an extraordinary meeting held on December 13, 2012, approved a proposition related with the generation o fan option for the diversification of the management of part of the head office's liquidity excesses by means of the acquisition of short-term bonds ("The Bonds"), issued by a subsidiary of Casino Guichard Perrachon ("Casino Group"), dedicated to Generalities of the project the administration of cash within the Casino Group.

By means of this mechanism, an additional alternative would be generated to invest temporarily a part of the resources available of head office Almacenes Éxito S.A., complementing its current investment alternatives in financial entities.

It is worth noting that in order to ensure liquidity for parent company Almacenes Éxito S.A., the Casino Group has offered a liquidity guarantee under which the bonds should be acquired at any time and without any condition, is so required by Éxito S.A.

The investment in bonds will take place only under the assumption that the net return is equal or higher than the net return mean granted by the current investments of Grupo Éxito through the principal banks in Colombia.

In accordance with the provisions of article 23 of Law 222 of 1995 and Decree 1925 of 2009, as well as by the head office's Good Government Code, the transaction was submitted to the consideration of the General Shareholders' Meeting since the deal is a transaction between related parties which implementation corresponds to the Board of Directors, where members participate that are also employees of the Casino Group.

#### **Opening of the Centro Comercial under** the "VIVA" brand

In November 2012, the parent company Almacenes Éxito S.A. opened its first business premise in Centro Comercial under its "VIVA" brand developed in alliance with "Arquitectura & Concreto", a firm with origin in Antioquia, the new commercial center "VIVA Laureles". It has as anchor store an Éxito hypermarket- the fourth in sales of the organization - which has operated since 1997. New and recognized local and international brands offer in 86 business premises, their products and services with an extensive offer of restaurants, banks and clothing.

This real estate project is the first one of its class and was constructed in line with the parent company expansion plan of openings in several principal and intermediate cities in Colombia.

- GLA (area for leasing): 20.500 m<sup>2</sup> (approximately, including Éxito anchor store)
- · Quantity of business premises: 86
- Investment of Grupo Exito: COP93,000 million

#### **VIVA Villavicencio**

The parent company and Grupo Argos S.A. ("Argos") agreed on the investment and development conditions of a real estate project in Villavicencio, denominated Centro Comercial VIVA Villavicencio ("The Project").

In "The Project" the parent company has the capacity of promoter, developer, administrator and investor, with a participation of 51% thereof and Grupo Argos will have the capacity of investor with a participation equivalent to 49%.

The investment for the development of "The Project" will be of approximately \$213,000, in regard to which the head office will make an estimated contribution of \$109,000 and Grupo Argos of \$104,000.

The contribution of parent company Almacenes Éxito S.A. consists of a contribution of 54 of the 58 business premises making up the Centro Comercial La Sabana Propiedad Horizontal, located in calle 7 N° 45 – 185

of the municipality of Villavicencio in Department of Meta, representing 90.05% of the coefficients of the co-ownership and a lot for future development inside the stated Commercial Center. These contributions in kina are valued at an equivalent amount of \$63,000. which are complemented with a capital contribution of approximately \$46,000.

The Centro Comercial Viva Villavicencio will have approximately 159 business premises and 1.569 parking spaces. It will open its doors in the second half of 2014, in the place where the Centro Comercial La Sabana operates.

#### **Convergence to International Financial Reporting Standards**

In accordance with the provisions of Law 1314 of 2009 and the regulatory decrees 2706 and 2784 of December 2012, the parent company is required to initiate the convergence process of accounting principles generally accepted in Colombia to international financial reporting standards (IFRS) as they are issued by the IASB (International Accounting Standards Board).

Taking into account that this convergence to IFRS is complex and will have significant effects for the companies, the Public Accounting Technical Council classified the companies under three groups for the transition, where the Company belongs to group one (1), which mandatory transition period starts on January 1. 2014 and the issuance of its first comparative financial statements under IFRS will be December 31, 2015.

The parent company should submit to the Financial Superintendence of Colombia an implementation plan to IFRS before February 28, 2013, which should be approved by the Board of Directors, the executive council or the body which exercises equivalent functions in the entity, and additionally, should be informed in the next shareholders' meeting or highest corporate body of the entity.

### 2011

#### Issue of shares

An issue of shares of up to US\$1,400 million without preferential subscription right was approved at the extraordinary General Shareholders' Meeting held on July 6, 2011. This issue was of 114.270.684 common shares of the Company at a price of \$21,900 (\*) per share, increasing capital by \$1,142 and additional paid-in capital of \$2,553,877.

(\*) Amount expressed in Colombian pesos.



The Casino Group subscribed for shares in the proportion of its participation, which represented approximately US\$750 million.

Resources obtained from the issue of shares will be dedicated to accelerate the local expansion strategy through coverage in large cities, penetration in medium sized cities and the development of real estate projects together with retail investments other than food, complementary businesses and the updating of the current logistical and technological platforms.

Likewise, Almacenes Éxito S.A. began its international expansion by acquiring the leading retail chains in Uruguay, Disco and Devoto, for US\$746 million.

#### Cativén S.A.

As a result of the sale of Cativén S.A. in 2010, the parent company Almacenes Éxito S.A. received during 2011 the sum of US\$54.3 million equivalent to 60% of the sales price. The final installment of US\$ 18.1 million included as an account receivable will be paid in November 2012.

The provision for accounts receivable created for this operation was reversed by the same proportion in the financial statements of parent company Almacenes Éxito S.A. at December 31. The US\$18.1 million balance of the provision will be reversed at the time the last installment is received in 2012.

#### Acquisition in Uruguay

In September 2011, the parent company acquired 100% of Spice Investments Mercosur S.A., located in the Republic of Uruguay for US\$746 million. Spice is a holding company which owns 96.55% of Lanin S.A. and 62.49% of Grupo Disco Uruguay S.A., which are the direct or indirect owners of the supermarket chains operating under the Disco, Devoto and Geant brands.

These chains add 53 establishments and represent the largest retail operation in Uruguay, with a market participation of approximately 43%, close to double its closest competitor.



# Comments to the consolidated financial results year 2012

#### **Operating revenues:**

For the year ended in December 2012 they reached \$10,229,673 million. The figure for 2011 amounted to \$86,418 million in 2012 versus income of \$6,766 \$8,844,710 million, increasing by 15.6%.

#### **Gross profit:**

It amounted to \$2,669,801 million, reflecting an increase in respect of the prior year of 19.5%, upon reaching the good handling of the sales margin and to the revenues generated by the development in real estate.

#### **Operating administrative and selling** expenses:

They reflected an increase of 20.2% reaching red to \$33,447 million in 2011. \$2,175,634 million.

#### **Operating profit:**

It reached \$494,167 million in 2012 compared to a percentage of operating revenues it represents 4.6% \$423,322 million in 2011. This corresponds to 4.8% of and 4.4% in 2011. operating revenues in 2012 and 2011.

#### EBITDA:

With an amount of \$858,725 million for 2012, it reached 8.4% as a percentage of operating revenues, decreasing by 0.01% in respect of 2011, due to the efficiency in the handling of expenses and the margin.

#### Financial income and expenses:

The net financial income showed an increase of million of 2011, explained mainly by financial yields on securities and savings accounts and the decrease of the financial debt.

#### Other non operating income and expenses:

26.1% of operating revenues. This trend was due to For 2012 the parent company and its affiliates reflect a net expense of \$20,146 million, versus a net expense of \$7,553 million in 2011.

#### Income tax:

This provision reached \$83,549 million in 2012 compa-

#### Net profit:

This heading amounted to \$475,305 million in 2012. As

# Consolidated Financial Indicators

|   | 2012  | 2011  |
|---|-------|-------|
| 1. LIQUIDITY INDEXES                                    |       |       |
| Current ratio   | 1.65  | 1.71  |
| Net working capital / Operating income                  | 15.54 | 17.07 |
| Inventories acid test                                   | 1.21  | 1.25  |
| Suppliers / Goods inventories                           | 1.53  | 1.49  |
| 2. BORROWING INDEXES (%)                                |       |       |
| Total borrowing   | 26.32 | 26.11 |
| Concentration of short term borrowing                   | 89.39 | 83.45 |
| Financial borrowing                                     | 2.20  | 3.03  |
| Financial leverage                                      | 2.99  | 4.11  |
| Short-term borrowing                                    | 1.20  | 24.53 |
| Medium and long-term borrowing                          | 98.80 | 75.47 |
| Total borrowing in foreign currency                     | 1.20  | 24.53 |
| Total borrowing in local currency                       | 98.80 | 75.47 |
| Net financial expense on EBITDA                         | 10.06 | 0.91  |
| Gross debt on EBITDA (times)                            | 0.26  | 0.40  |
| Operating profit on net financial expenses (times)      | 5.72  | 62.57 |
| Operating income on total financial obligations (times) | 44.99 | 29.71 |
| 3. PROFITABILITY INDEXES (%)                            |       |       |
| Profit margin before operating income and expenses      | 4.83  | 4.79  |
| Net margin  | 4.65  | 4.40  |
| Asset profitability                                     | 4.60  | 3.97  |
| Equity profitability                                    | 6.26  | 5.38  |
| EBITDA margin (*)                                       | 8.39  | 8.40  |
| Gross profit / Total operating income                   | 26.10 | 25.26 |
| 4. TREND AND OPERATING EFFICIENCY INDIXES (TIMES)       |       |       |
| Total assets turnover                                   | 0.99  | 0.90  |
| Portfolio turnover                                      | 10.73 | -     |
| Inventory turnover                                      | 7.36  | 7.39  |
| Suppliers turnover                                      | 4.88  | 5.22  |
| Hedge of gross profit over selling expenses             | 1.43  | 1.45  |
| Fixed assets turnover                                   | 4.55  | 3.90  |
| Administrative expenses / gross profit (%)              | 11.60 | 12.32 |
| Selling expenses / gross profit (%)                     | 69.89 | 68.73 |
| Personnel expenses / operating income                   | 8.59  | 7.56  |

(\*) Earning before interest, taxes, amortization, depreciation and inflation adjustments.



#### AT DECEMBER 31, 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)



# Analysis of Financial Consolidated Indicators

AT DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

# Liquidity indexes

The working capital of parent company and its subsidiaries at December 31, 2012 is of 1,589,924 (2011 - \$1,510,121) and solidity index has a capacity of 3.80 financial demostrating Consistency.

The parent company counts upon \$1.65 to cover its short-term obligations, and the suppliers' inventories ratio improved to 1.53 in 2012 compared to 1.49 of 2011, which demonstrates an improvement in the negotiation capacity with suppliers.

# Borrowing indexes

The parent company and its subsidiaries total of borrowing reflects an increase of 0.21% in 2012 upon passing from 26.11% to 26.32%.

The proportion financed with financial obligations is of 2.20%.

The index of borrowing concentration during 2012 is 89.39% in the short term, represented in the account payable to suppliers.

Medium and long-term borrowings with the finan- ver of 10.73 equivalent 34 days.

cial sector include the bonds credit of \$224 million with expiration in 2013 and 2015.

Operating income over financial expenses reflected a variation of 56.85 points obtained from financial yields from securities and savings accounts, upon passing from 62.57 in 2011 to 5.72 in 2012.

### **Profitability indexes**

The margin before interest, taxes, depreciation and amortization (EBIDTA) shows the capacity for the generation of cash of the parent company and its subsidiaries through its operation, which was of 8.39% during 2012.

The parent company and its subsidiaries generated a net margin of 4.65% during 2012.

# Trend and operating efficiency indexes

The parent company and its subsidiaries purchases inventory which is held on average 49 days and are paid over a term of 74 days.

A 3.8% of the parent company and its subsidiaries's sales are credit sales with accounts receivable turno-

# Consolidated Operational Indicators

### Number of stores, selling area (owned/leased)

# COLOMBIA

|        | Stores | %   | Area (sqm) | %   |
|--------|--------|-----|------------|-----|
| Own    | 145    | 34  | 424,087    | 57  |
| Leased | 282    | 66  | 315,453    | 43  |
| TOTAL  | 427    | 100 | 739,540    | 100 |

# URUGUAY

|        | Stores | %   | Area (sqm) | %   |
|--------|--------|-----|------------|-----|
| Own    | 13     | 25  | 25,575     | 34  |
| Leased | 39     | 75  | 47,802     | 66  |
| TOTAL  | 52     | 100 | 73,377     | 100 |

# Number of stores and selling area by brand

| Brand             | Stores | Selling<br>area (sqm) |
|-------------------|--------|-----------------------|
| Éxito             | 224    | 594,000               |
| Carulla - Pomona  | 79     | 72,619                |
| Surtimax          | 119    | 64,681                |
| Others            | 5      | 8,239                 |
| TOTAL COLOMBIA    | 427    | 739,540               |
| Devoto            | 24     | 33,118                |
| Disco             | 27     | 29,285                |
| Geant             | 1      | 10,974                |
| TOTAL URUGUAY     | 52     | 73,377                |
| TOTAL GRUPO ÉXITO | 479    | 812,917               |



# AT DECEMBER 31, 2012

(Amounts expressed in millions of Colombian pesos)



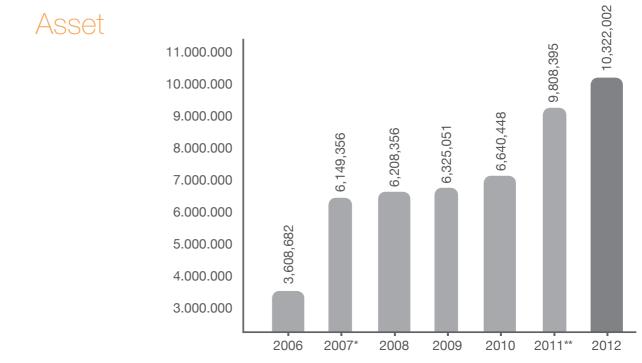
# Consolidated statistics charts

# Openings, closings and convertions for the twelve month period ended on December 31, 2012

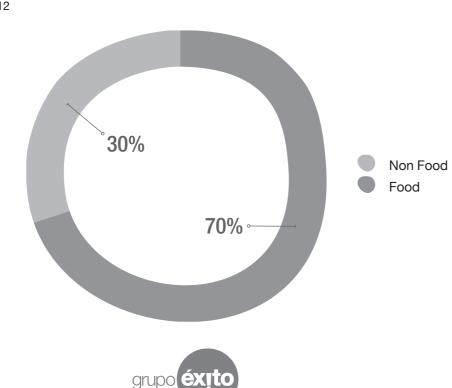
| Brand                       | Opened | Closed      | Converted |  |  |
|-----------------------------|--------|-------------|-----------|--|--|
| Éxito                       | 38     | 8 (Express) | 4         | From Cafam, Ley<br>and Surtimax brands |  |
| Carulla - Pomona            | 4      | -           | 11        | From Pomona brand                      |  |
| Surtimax                    | 44     | 2           | -         |  |  |
| Other: Ley, Homemart, Cafam | -      | -           | -         |  |  |
| Disco                       | -      | -           | -         |  |  |
| Devoto                      | -      | -           | -         |  |  |
| Geant                       | -      | -           | -         |  |  |
| TOTAL GRUPO EXITO           | 86     | 10          | 15        |  |  |

# Capex executed in 2012

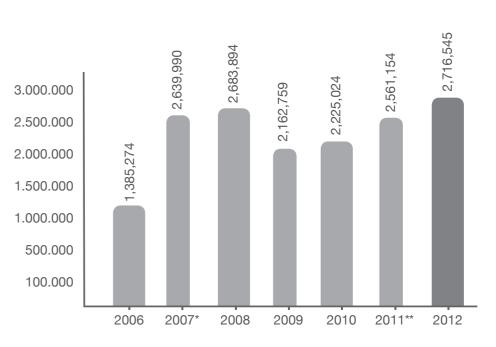
|   | COP Million |
|---|-------------|
| For expansion in Colombia: 71% openings, conversions and remodelings and 29% $\Pi$ for $\Pi$ , logistics and others | 429,510     |
| Uruguay   | 42,542      |
| TOTAL CAPEX GROUP ÉXITO   | 472,052     |



Sales Mix in 2012



# Liabilities



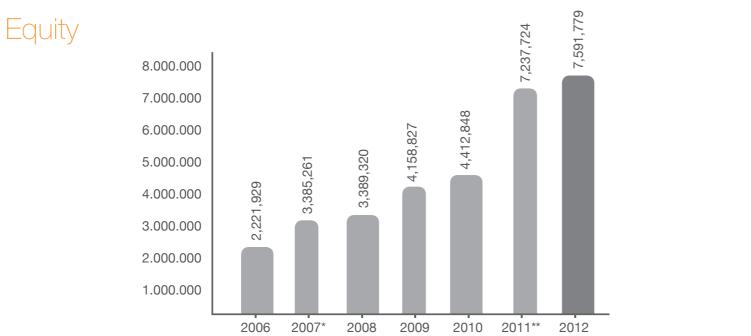
\* Year 2007 Acquisition of Carulla Vivero S.A.

\*\* Year 2011 Acquisitión of Spice Investments Mercosur S.A.



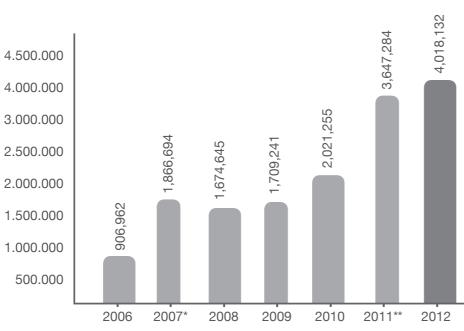




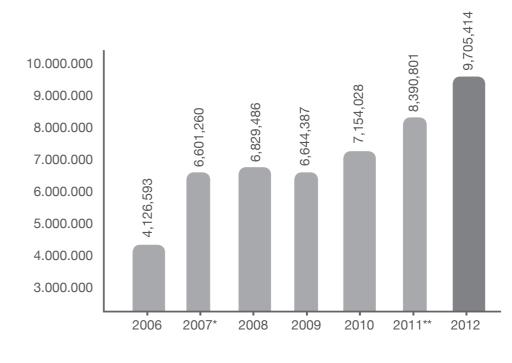












\* Year 2007 Acquisition of Carulla Vivero S.A.

\*\* Year 2011 Acquisitión of Spice Investments Mercosur S.A.

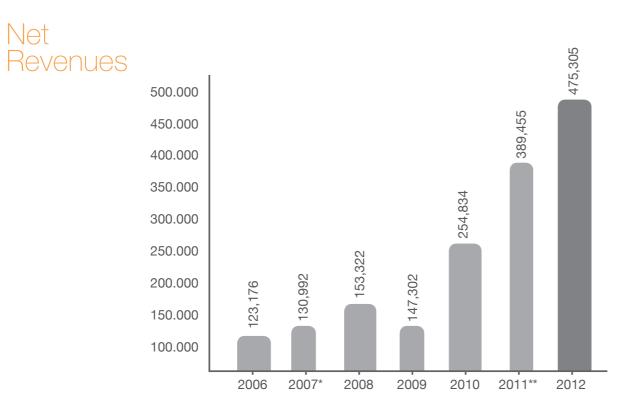


\* Year 2007 Acquisition of Carulla Vivero S.A.

\*\* Year 2011 Acquisitión of Spice Investments Mercosur S.A.





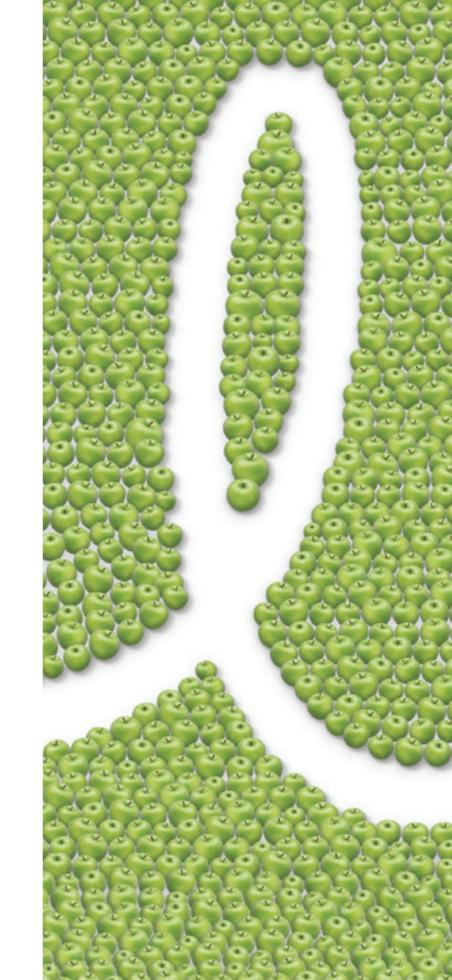


\* Year 2007 Acquisition of Carulla Vivero S.A.

\*\* Year 2011 Acquisitión of Spice Investments Mercosur S.A.







# **I ERNST & YOUNG**

Ernst & Young Audit Ltda. Calle 7 sur No. 42 - 70 Edificio Forum 2 / Of. 616 Medellín - Colombia Tel: +57 4 369 84 00 Fax: +57 4 369 84 84 www.ey.com/co

Statutory Auditor's Report

To the Shareholders of Almacenes Exito S.A.

I have audited the accompanying non consolidated financial statements of Almacenes Exito S.A., which comprise the non consolidated balance sheets as at December 31, 2012 and 2011 and the related non consolidated statements of income, changes in equity, changes in financial position and cash flows for the years then ended, and the summary of significant accounting policies and other explanatory notes.

The Company's administration is responsible for the preparation and fair presentation of the non consolidated financial statements, in accordance with accounting principles generally accepted in Colombia. This responsibility includes designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatements whether due to fraud or error; and selecting and applying appropriate accounting policies and making estimates that are reasonable in the circumstances.

My responsibility is to express an opinion on these non consolidated financial statements based on my audits. I obtained the necessary information to comply with my functions and performed my examinations in accordance with auditing standards generally accepted in Colombia. These standards require that an audit is planned and performed to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit includes examining, on a test basis, evidence supporting amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatements in the financial statements. In making those risk assessments, the auditor considers the internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of significant estimates made by management, as well as evaluating the overall presentation of the financial statements. I believe that my audits provide a reasonable basis for my audit opinion.

In my opinion, the non consolidated financial statements present fairly, in all material respects, the non consolidated financial position of Almacenes Éxito S. A. as of December 31, 2012 and 2011, and the non consolidated results of its operations, the changes in its financial position and the cash flows for the years then ended, in accordance with accounting principles generally accepted in Colombia, issued by the Colombian Government, and accounting instructions issued by the Superintendencia Financiera de Colombia, consistently applied.

Further, based on the scope of my audits, I am not aware of situations indicating that the Company has not: 1) kept minute books, the shareholders' register and the accounting records in accordance with legal requirements and prescribed accounting principles; 2) carried out its operations in accordance with the by-laws and the decisions of the Shareholders' and Board of Directors' meetings, and the rules related with the integral social security system; 3) retained correspondence and the accounting vouchers; and, 4) adopted internal control measures for the maintenance and custody of the Company's assets and those of third parties held by it. Additionally, there is agreement between the accompanying financial statements and the accounting information included in the management report prepared by the Company's administration.

Medellín, Colombia February 19, 2013

# **I ERNST & YOUNG**



Sandra Milena Buitrago Estrada Statutory Auditor Professional Card 67229-T Designated by Ernst & Young Audit Ltda. TR-530

# Certification of the Financial Statements

Messrs GENERAL SHAREHOLDERS' MEETING OF ALMACENES EXITO S.A. Envigado

THE UNDERSIGNED LEGAL REPRESENTATIVE AND PUBLIC ACCOUNTANT OF ALMACENES ÉXITO S.A., EACH ONE WITHIN THEIR COMPETENCE

# **CERTIFY:**

That we have previously verified the assertions contained in the Company's financial statements at December 31, 2012 and 2011, in accordance with the regulations, and that they have been truthfully taken from the books.

Based on the above, in connection with the financial statements referred to above, we express the following:

- 1. The company's assets and liabilities exist and the transactions recorded have been made in the corresponding year.
- 2. All economic facts performed have been recognized.
- 3. Assets represent rights obtained and liabilities obligations in charge of the company.
- 4. All elements have been recognized for the appropriate amounts
- 5. The economic acts have been correctly classified, described and disclosed.

The foregoing is for purposes of complying with article 37 of Law 222 of 1995.

In testimony whereof this certification is signed on February 19, 2013.

# Certification of the Financial Statements Law 964 of 2005

Messrs GENERAL SHAREHOLDERS' MEETING OF ALMACENES ÉXITO S. A. Envigado

THE SUBSCRIBED LEGAL REPRESENTATIVE OF ALMACENES ÉXITO S.A.

# **CERTIFIES:**

That the financial statements and the Company's operations at December 31, 2012 and 2011, do not contain vices, inaccuracies or errors that prevent being aware of its true equity situation.

The above for purposes of complying with article 46 of Law 964 of 2005.

In testimony this certification is signed on February 19, 2013.

law Gonzalo Restrepo López Legal Representative

Vaudice Patricia Alvarez Claudia Patricia Álvarez Agudelo

Public Accountant Professional Card 69447-T







# Balance Sheet

# AT DECEMBER 31 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|                                      |        | /                                     |           |
|--------------------------------------|--------|---------------------------------------|-----------|
| Assets                               | Notas  | 2012                                  | 2011      |
| CURRENT ASSETS                       |        |                                       |           |
| Cash                                 | 4      | 1,470,350                             | 1,386,507 |
| Marketable investments               | 5      | 808,987                               | 702,442   |
| Accounts receivable, net             | 6      | 265,314                               | 246,643   |
| Inventories, net                     | 7      | 992,543                               | 865,432   |
| Deferred charges, net                | 13     | 42,743                                | 48,216    |
| TOTAL CURRENT ASSETS                 |        | i 3,579,937 i                         | 3,249,240 |
|                                      |        | · · · · · · · · · · · · · · · · · · · |           |
|                                      |        |                                       |           |
|                                      |        |                                       |           |
| NON CURRENT ASSETS                   |        | i i<br>I I                            |           |
| Accounts receivable, net             | 6      | 39,646                                | 35,976    |
| Permanent investments, net           | 9 y 10 | 736,759                               | 651,598   |
| Property, plant, and equipment, net  | 11     | 2,047,862                             | 2,052,883 |
| Intangibles, net                     | 12     | 2,026,855                             | 2,006,529 |
| Deferred charges, net                | 13     | 248,461                               | 249,148   |
| Other assets                         |        | 285 I                                 | 285       |
| Valuations                           | 14     | 1,351,862                             | 1,255,248 |
| TOTAL NON CURRENT ASSETS             |        | 6,451,730                             | 6,251,667 |
| TOTAL ASSETS                         |        | 10,031,667                            | 9,500,907 |
| DEBIT AND CREDIT MEMORANDUM ACCOUNTS |        | i 4,538,859 i                         | 4,450,290 |
|                                      | I      | ·                                     |           |

personne **Gonzalo Restrepo López** Legal Representative (See attached certification)



|   | Liabilities and Shareholders' Equ                                |
|---|--|
|   | CURRENT LIABILITIES  |
|   | Financial obligations  |
|   | Suppliers  |
|   | Accounts payable   |
|   | Taxes, levies and rates  |
|   | Labor obligations  |
|   | Estimated liabilities and provisions                             |
|   | Deferred charges, net  |
|   | Bonds  |
|   | Other liabilities  |
|   | TOTAL CURRENT LIABILITIES  |
|   | NON CURRENT LIABILITIES  |
|   | Taxes, levies and rates  |
|   | Labor obligations  |
|   | Estimated retirement pensions liability                          |
|   | Bonds  |
|   | Deferred charges, net  |
|   | Other liabilities  |
|   | TOTAL NON CURRENT LIABILITIES                                    |
|   | TOTAL LIABILITIES  |
|   | SHAREHOLDERS' EQUITY (SEE ATTACHED STATEMEN                      |
|   | TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY                       |
|   | DEBIT AND CREDIT MEMORANDUM ACCOUNTS                             |
| - | The accompanying notes are an integral part of the financial sta |

Vandia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant Professional Card 69447-T (See attached certification)

grupo éxito

# AT DECEMBER 31 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

| iity   | Notas | 2012       | 2011      |
|--------|-------|------------|-----------|
| ,<br>, |       |            |           |
|        |       |            |           |
|        | 15    | 11 I       | 69,953    |
|        | 16    | 1,496,861  | 1,254,768 |
|        | 17    |            | 286,889   |
|        | 19    | 10/ 100    | 113,801   |
|        | 20    |            | 63,257    |
|        | 22    | 00.000     | 34,739    |
|        | 13    | 450        | 311       |
|        | 18    | 74.050     | -         |
|        | 23    | 26,211     | 15,207    |
|        |       | 2,150,521  | 1,838,925 |
|        |       |            |           |
|        |       |            |           |
|        | 19    | 46,865     | 93,730    |
|        | 20    | 540        | 558       |
|        | 21    | 16,636     | 17,720    |
|        | 18    | 150,000    | 224,650   |
|        | 13    | 12,884     | 21,980    |
|        | 23    | 58 USK     | 62,118    |
|        |       |            | 420,756   |
|        |       | 2,436,432  | 2,259,681 |
| IT)    | 24    | 7,595,235  | 7,241,226 |
|        |       | 10,031,667 | 9,500,907 |
|        | 25    | 4,538,859  | 4,450,290 |

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Sandra Milena Buitrago Estrada Statutory Auditor Professional Card 67229-T (Designated by Ernst & Young Audit Ltda. TR-530 (See my report of February 19, 2013)

# Income Statement

# FOR THE YEARS ENDED DECEMBER 31,

2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|   |       | /\                                  |                     |
|---|-------|-------------------------------------|---------------------|
|   | Notas | ı 2012 ı                            | 2011                |
| NET REVENUES  |       | i i                                 |                     |
| Sales   |       | 8,657,748                           | 8,105,601           |
| Other Net Revenues                                  |       | 507,116                             | 446,804             |
| TOTAL OPERATING REVENUES                            | 26    | 9,164,864                           | 8,552,405           |
| COST OF SALES                                       |       | (6,856,028)                         | (6,427,755)         |
| GROSS PROFIT  |       | 2,308,836                           | 2,124,650           |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES        |       |                                     |                     |
| Salaries and fringe benefits                        |       | i (729,647) i                       | (627,233)           |
| Other operating administrative and selling expenses |       | (820,784)                           | (791,772)           |
| Depreciation and amortization                       |       | I (332,011) I                       | (306,628)           |
| TOTAL SELLING, GENERAL AND ADMINISTRATIVE EXPENSES  | 27    | (1,882,442)                         | (1,725,633)         |
| OPERATING INCOME                                    |       | 426,394                             | 399,017             |
| NON OPERATING INCOME AND EXPENSES                   |       | i i                                 |                     |
| Financial income                                    |       | 200,406                             | 160,963             |
| Dividends and participations                        |       | 4                                   | 801                 |
| Income under equity method, net                     | 10    | i 62,791 i                          | 28,995              |
| Financial expenses                                  |       | (120,652)                           | (154,248            |
| Other non operating income and expenses, net        | 28    | ı (13,859) ı                        | (4,609)             |
| TOTAL NON OPERATING INCOME AND EXPENSES, NET        |       | 128,690                             | 31,902              |
| INCOME BEFORE TAXES                                 |       | 555,084                             | 430,919             |
| INCOME AND COMPLEMENTARY TAX                        |       |                                     | (00 551)            |
| Current Deferred                                    |       | (55,436)                            | (33,551)<br>(7,913) |
| TOTAL INCOME AND COMPLEMENTARY TAX                  | 19    | I (79,779) I                        | (41,464)            |
| NET INCOME  |       | 1 (105,105)<br>1 1 1<br>1 475,305 1 | 389,455             |
| NET INCOME PER SHARE                                | 2     | I 1,061.89* I                       | 870.09*             |
|   |       | · · · ·                             |                     |

(\*) Expressed in Colombian pesos

The accompanying notes are an integral part of the financial statements.

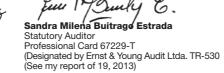
perante Gonzalo Restrepo López

Legal Representative (See attached certification)

Vandia Patricia Alvarez Claudia Patricia Álvarez Agudelo

grupo **EXIto** 

Public Accountant Professional Card 69447-T (See attached certification)



Statement Of Changes In Equity

|  |       |         |                    |       |   | Rese                       | rves                |                       |                   |                          |                      |                              |                      |           |
|--|-------|---------|--------------------|-------|---|----------------------------|---------------------|-----------------------|-------------------|--------------------------|----------------------|------------------------------|----------------------|-----------|
|  | Notes | Capital | Capital<br>surplus | Legal | Occasional<br>Future<br>expansion and<br>improvements | Reacquisition<br>of shares | Tax<br>depreciation | Future divi-<br>dends | Total<br>reserves | Revaluation<br>of equity | Retained<br>earnings | Unappropria-<br>ted earnings | Valuation<br>surplus | Total     |
| Balance at December 31, 2010   |       | 3,340   | 2,278,518          | 7,857 | 392,618   | 19,266                     | 8,741               | 1,419                 | 429,901           | 321,728                  | 7,813                | 254,834                      | 1,121,088            | 4,417,222 |
| Appropriations by the General<br>Shareholders' Meeting:<br>Dividend in cash of \$75 (*)<br>per share and quarter, from<br>April 2011 to March 2012 on<br>333.333.632 outstanding sha-<br>res of Almacenes Exito S.A.     |       |         |                    |       |   |                            |                     |                       |                   |                          |                      | (100,000)                    |                      | (100,000) |
| Transfer of earnings without<br>appropriation and tax reserves<br>to reserve for future expansion<br>and improvements  |       |         |                    |       | 163,575   |                            | (8,741)             |                       | 154,834           |                          |                      | (154,834)                    |                      | -         |
| Exchange difference foreign investment   | 24    |         | 11,648             |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 11,648    |
| Increase per equity method   |       |         | 9,440              |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 9,440     |
| Decrease of valuation of financial instruments   |       |         | 11,743             |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 11,743    |
| Additional paid-in capital   | 24    |         | 2,553,877          |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 2,553,877 |
| Issue of shares  | 24    | 1,142   |                    |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 1,142     |
| Equity tax 2011  | 24    |         |                    |       |   |                            |                     |                       |                   | (187,461)                |                      |                              |                      | (187,461) |
| Increase in valuation surplus  |       |         |                    |       |   |                            |                     |                       |                   |                          |                      |                              | 134,160              | 134,160   |
| Net income at<br>December 31, 2011   | 2     |         |                    |       |   |                            |                     |                       |                   |                          |                      | 389,455                      |                      | 389,455   |
| Balance at December 31, 2011   |       | 4,482   | 4,865,226          | 7,857 | 556,193   | 19,266                     | -                   | 1,419                 | 584,735           | 134,267                  | 7,813                | 389,455                      | 1,255,248            | 7,241,226 |
| Appropriations by the General<br>Shareholders' Meeting: Dividend<br>in cash of \$108.75 (*) per share<br>and quarter, from April 2012 to<br>March 2013 on 447.604.316<br>outstanding shares of Almace-<br>nes Exito S.A. |       |         |                    |       |   |                            |                     |                       |                   |                          |                      | (194,708)                    |                      | (194,708) |
| Transfer of non appropriated<br>gains and tax reserves to<br>reserve for future expansion and<br>improvements  |       |         |                    |       | 194,747   |                            |                     |                       | 194,747           |                          |                      | (194,747)                    |                      | -         |
| Decrease of valuation of financial instruments   |       |         | (577)              |       |   |                            |                     |                       |                   |                          |                      |                              |                      | (577)     |
| Exchange difference foreign investment   | 24    |         | (28,095)           |       |   |                            |                     |                       |                   |                          |                      |                              |                      | (28,095)  |
| Increase per equity method   |       |         | 5,470              |       |   |                            |                     |                       |                   |                          |                      |                              |                      | 5,470     |
| Increase in valuation surplus  |       |         |                    |       |   |                            |                     |                       |                   |                          |                      |                              | 96,614               | 96,614    |
| Net income at<br>December 31, 2012   | 2     |         |                    |       |   |                            |                     |                       |                   |                          |                      | 475,305                      |                      | 475,305   |
| (Balance at December 31, 2012  |       | 4,482   | 4,842,024          | 7,857 | 750,940   | 19,266                     | t :                 | 1,419                 | 779,482           | 134,267                  | 7,813                | 475,305                      | 1,351,862            | 7,595,235 |

(\*) Expressed in Colombian pesos

The accompanying notes are an integral part of the financial statements.

personne Gonzalo Restrepo López

Legal Representative (See attached certification)

Claudia Patricia Álvarez Agudelo Public Accountant Professional Card 69447-T (See attached certification)



# FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

Naudia Patricia Alvarez



Sandra Milena Buitrago Estrada Statutory Auditor Professional Card 67229-T (Designated by Ernst & Young Audit Ltda. TR-530 (See my report of 19, 2013)

# Statement Of Changes In Financial Position

# FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)

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|  |       | /\                   |           |  |
|--|-------|----------------------|-----------|--|
|  | Notas | 2012                 | 2011      |  |
| FINANCIAL RESOURCES PROVIDED BY:   | 1     |                      |           |  |
| Net Income   | 1     | 475,305              | 389,455   |  |
| Plus (less) charges (credits) to operations not affecting working capital: | 11 I  | 210,668 <sup>I</sup> | 205,395   |  |
| Depreciation of property, plant and equipment                              | 11    | 210,000              | 200,090   |  |
| Amortization of deferred charges   | [     | 61,123               | 60,745    |  |
| Amortization of intangibles  | 1     | 64,247               | 44,433    |  |
| Profit on sale of property, plant and equipment, net                       | 28    | (3,348)              | (13,112)  |  |
| Profit on sale of intangibles  | 28    | (2,069)              | (297)     |  |
| Increase in long-term deferred tax   | 1     | 18,589 i             | 9,668     |  |
| Decrease of provision for property, plant and equipment, net               | <br>  | (2,510)              | (2,599)   |  |
| Increase of amortization of long-term actuarial calculation                | 21    | 824                  | 876       |  |
| Profit per equity method of statement of income                            | 10    | (62,791)             | (28,995)  |  |
| Increase (decrease) of provision for protection of investments, net        | <br>  | 1                    | (845)     |  |
| Adjustment for exchange difference of foreign investments abroad, net      |       | 155 i                | (25)      |  |
| Amortization of prepaid lease  | 1     | 223                  | 169       |  |
| Loss on sale of investments  | I     | - 1                  | 995       |  |
| Adjustment of debt reduction securities                                    |       | - 1                  | (5)       |  |
| Amortization of deferred monetary correction                               | 1     | (557)                | (318)     |  |
| Returns fron fiduciary rights  | 1     | (7)                  | (7)       |  |
| Trust profits  | 1     | (3,901)              | (3,270)   |  |
| Dividends and participations received                                      | 1     | (4) I                | (801)     |  |
| Advance of profits – Trusts  |       | 2,306                | -         |  |
| Provision for the protection of assets                                     | 28    | 2,223                | 22        |  |
| Depreciaciones Patrimonios Autónomos                                       | 1     | (2,650)              | -         |  |
| Other  | 1     | 3                    | 2,120     |  |
| WORKING CAPITAL PROVIDED BY OPERATIONS                                     | 1     | 757,830              | 663,604   |  |
| FINANCIAL RESOURCES GENERATED BY OTHER SOURCES                             |       |                      |           |  |
| Proceeds from sale of property, plant and equipment, net                   | -     | 7,849                | 46,445    |  |
| Income from sale of investments  | 1     | - 1                  | 165       |  |
| Proceeds from sale of intangibles  | 1     | 4,500                | 348       |  |
| Decrease in long-term labor obligations                                    | 20    | (18)                 | (17)      |  |
| Issue of shares  | 24    | - 1                  | 1,142     |  |
| Addiotal paid-in capital   | 24    | - 1                  | 2,553,877 |  |
| (Decrease) Increase in other long-term liabilities                         | 23 L  | (3,132)              | 19,323    |  |
| Redemption of debt reduction securities                                    |       | 54 i                 | 129       |  |
| Transfer from long to short term of bonds and commercial papers            | 18    | (74,650)             |           |  |
| TOTAL FINANCIAL RESOURCES PROVIDED   |       | 692,433              | 3,285,016 |  |
|  | 1     |                      |           |  |

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Gonzalo Restrepo López

Legal Representative (See attached certification)

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# FINANCIAL RESOURCES WERE USED IN: Acquisition of investments Acquisition of property, plant and equipment, and other asset Increase of intangibles Decrease in non current debtors Increase in non current deferred assets Dividends declared Increase in taxes, levies and rates Equity tax Transfer of short term debtors to intangibles Effect of valuation of derivative financial instruments Transfer of debtors to property, plant and equipment Amortization of actuarial calculation TOTAL FINANCIAL RESOURCES USED INCREASE IN WORKING CAPITAL ANALYSIS OF CHANGES IN WORKING CAPITAL INCREASE (DECREASE) IN CURRENT ASSETS Cash Marketable investments Debtors Inventories Deferred charges TOTAL INCREASE IN CURRENT ASSETS (INCREASE) DECREASE IN CURRENT LIABILITIES Financial obligations Suppliers Accounts payable Taxes, levies and rates Labor obligations Estimated liabilities Commercial papers and short-term bonds Deferred charges Other liabilities TOTAL INCREASE IN CURRENT LIABILITIES INCREASE IN WORKING CAPITAL The accompanying notes are an integral part of the financial statements.

Maudia Patricia Alvarez

Claudia Patricia Álvarez Agudelo Public Accountant Professional Card 69447-T (See attached certification)

**Financial Statements** 06

grupo **EXIto** 

# FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|     | I     | /             | 、<br>、          |
|-----|-------|---------------|-----------------|
|     | Notas | 2012          | 1 2011          |
|     |       | 1             | l<br>I          |
|     |       | 45,203        | 432,378         |
| ets |       | 229,580       | 223,383         |
|     |       | 63,879        | 1,045,820       |
|     |       | 3,670         | (15,597)        |
|     |       | 85,079        | 80,832          |
|     |       | 194,708       | 100,000         |
|     | 19    | -             | (93,730)        |
|     |       | 46,865        | 187,461         |
|     |       | (3,000)       | 11,181          |
|     |       | 577           | (11,743)        |
|     |       | 5,688         | -               |
|     |       | 1,083         | -               |
|     |       | 673,332       | 1,959,985       |
|     |       | 19,101        | 1,325,031       |
|     |       | 1             | 1               |
|     |       | 1             | 1               |
|     |       | I<br>I 00.040 | I 070.400       |
|     | 4     | 83,843        | 872,120         |
|     | 5     | 106,545       | i 427,990       |
|     | 6     | 18,071        | (108,684)       |
|     | 7     | 127,111       | 42,824          |
|     | 13    | (5,473)       | 6,622           |
|     |       | 330,697       | 1,240,872       |
|     |       | 1             | 1               |
|     | 15    | 69,942        | 287,341         |
|     | 16    | (242,093)     | I (156,272)     |
|     | 17    | (42,200)      | (14,448)        |
|     |       | (10,337)      | (53,963)        |
|     | 20    | (2,271)       | (13,194)        |
|     | 22    | 1,156         | 7,783           |
|     | 18    | (74,650)      | <b>i</b> 30,350 |
|     | 13    | (139)         | (311)           |
|     | 23    | (11,004)      | (3,127)         |
|     |       | (311,596)     | 84,159          |
|     |       | 19,101        | 1,325,031       |
|     |       |               |                 |

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Sandra Milena Buitrago Estrada

Statutory Auditor Professional Card 67229-T (Designated by Ernst & Young Audit Ltda. TR-530 (See my report of 19, 2013)

# Statement Of Cash Flows

# FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

`----'

|   | 2012                                       | 2011   |
|---|--|--|
| CASH RECEIVED FROM SALE OF GOODS, SERVICES AND OTHERS:  |  |  |
| Goods, services and others  | I I0,179,352 I                             | 9,607,023  |
| Paid to suppliers   | (7,478,856)                                | (6,998,014)  |
| Paid for wages, salaries and fringe benefits  | (729,058)                                  | (636,761)  |
| Paid for administrative expenses  | ı (82,594) ı                               | (81,991)   |
| Paid for selling expenses   | (831,123)                                  | (776,885)  |
| Paid for sales tax  | (145,713)                                  | (162,048)  |
| Paid for income tax   | (112,154)                                  | (102,909)  |
| TOTAL CASH GENERATED BY THE OPERATION   | 1 799,854 I                                | 848,415  |
| Acquisition of property, plant and equipment, net   | I (235,702) I                              | (189,670)  |
| Acquisition of deferred charges   | (84,745)                                   | (79,483)   |
| Income from sale of property, plant and equipment, net  | 54,042                                     | 48,669   |
| Acquisition of investments  | i (45,203) i                               | (433,178)  |
| Acquisition of intangibles  | (63,879)                                   | (1,045,820)  |
| Income from sale of intangibles   | 4,500                                      | 348  |
| SUBTOTAL NET CASH USED IN CAPITAL ASSETS  | (370,987)                                  | (1,699,134)  |
| Purchases of marketable investments   | (107,700)                                  | (427,991)  |
| Income from sale of permanent investments   | i - i                                      | 107,700  |
| Advance of profits - trusts   | 2,306                                      | -  |
| Interest received   | 142,396                                    | 71,416   |
| Dividends and participations received   | 4  | 801  |
| SUBTOTAL NET CASH GENERATED BY (USEDIN) OTHER INVESTMENTS   | i 37,006 i                                 | (248,074)  |
| TOTAL NET CASH USED IN INVESTING ACTIVITIES   | i (333,981) i                              | (1,947,208)  |
| Loans received  | і і<br>і 185,312 і                         | 2,319,695  |
| Payment of installments of loans capital  | (243,919)                                  | (2,536,838)  |
| Dividends declared and paid   | (145,985)                                  | (119,907)  |
| Issue of shares   | - I  | 2,553,877  |
| Interest paid on loans and bonds  | (70,385)                                   | (137,641)  |
| Payment of certificate of indebtedness  |  | (30,350)   |
|   | . (274,977) i                              | 2,048,836  |
| NET CASH (USED IN) GENERATED BY FINANCING ACTIVITY  |  |  |
| NET CASH (USED IN) GENERATED BY FINANCING ACTIVITY  | 1 1,221                                    | 12,710   |
|   |  |  |
| Income from cash from other headings  | 1,221                                      | (43,768)   |
| Income from cash from other headings<br>Outflow of cash for other headings  | 1,221<br>(61,409)                          | (43,768)<br>(46,865)   |
| Income from cash from other headings<br>Outflow of cash for other headings<br>Outflow of cash for payment of equity tax                                     | 1,221<br>(61,409)<br>(46,865)              | (43,768)<br>(46,865)<br>(77,923)                                 |
| Income from cash from other headings<br>Outflow of cash for other headings<br>Outflow of cash for payment of equity tax<br>NET CASH USED FOR OTHER HEADINGS | 1,221<br>(61,409)<br>(46,865)<br>(107,053) | 12,710<br>(43,768)<br>(46,865)<br>(77,923)<br>872,120<br>514,387 |

|   | 2012        | 2011     |
|---|-------------|----------|
| RECONCILIATION OF NET INCOME WITH NET   |             |          |
| CASH GENERATED BY THE OPERATION   |             |          |
| NET INCOME  | 475,305     | 389,455  |
| Adjustments to reconcile net income with net cash provided by operating activities:<br>Amortization of deferred monetary correction | (557)       | (318)    |
| Depreciation of property, plant and equipment, net  | 210,668     | 205,395  |
| Amortization of deferred charges  | 61,123      | 60,745   |
| Amortization of intangibles   | 64,247      | 44,433   |
| Amortization of prepaid leases  | (111)       | 169      |
| Adjustment of prepaid expense   | _           | (1,349)  |
| Increase of the amortization of the retirement pensions liability   | (1,083)     | 876      |
| Profit on sale of property, plant and equipment, net  | (3,348)     | (13,113) |
| Profit in income statement equity method  | (62,791)    | (28,995) |
| Profit from sale of intangibles   | (2,069)     | (297)    |
| Decrease of provision for the protection of investments, net  | 1           | (845)    |
| Provision for property, plant and equipment, net  | i (2,510) i | (2,599)  |
| Adjustment for exchange difference of non controlled foreign investments abroad   | 155         | (25)     |
| Loss on sale of investments   | i <u> </u>  | 995      |
| Variations in non operating accounts  | (51,253)    | 18,375   |
| Accrued expenses  | 6,992       | (209)    |
| Donations   | 2,061       | 2,478    |
| Tax on financial movements  | 11,066      | 18,517   |
| Increase in inventories   | (127,111)   | (42,824) |
| Increase in suppliers   | 242,093     | 156,272  |
| Increase in labor obligations   | 1,672 I     | (10,404) |
| Interest received   | (142,551)   | (71,391) |
| Interest paid   | 70,200      | 137,855  |
| Taxes payable   | 45,436      | (14,000) |
| Dividends and participations received   | (4)         | (801)    |
| Provision for Protection of Assets  | 2,223       | 20       |
| CASH NET PROVIDED BY OPERATIONS   | 799,854     | 848,415  |

The accompanying notes are an integral part of the financial statements.

perante **Gonzalo Restrepo López** Legal Representative (See attached certification)

Claudia Patricia Álvarez Agudelo Public Accountant Professional Card 69447-T (See attached certification)



# FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

Vandia Patricia Alvarez



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Sandra Milena Buitrago Estrada Statutory Auditor Professional Card 67229-T (Designated by Ernst & Young Audit Ltda. TR-530 (See my report of 19, 2013)

# Notes To Financial Statements

AT DECEMBER 31 2012 AND 2011 (Amounts expressed in millions of Colombian pesos (COP\$) and in US\$)

# Nota 1. Reporting Entity

Almacenes Éxito S.A. was incorporated according to the Colombian law on March 24, 1950. The Company's business purpose is to acquire, store, transform and, in general, distribute and sell under any type of commercial arrangement, including financing of all types of goods and products, produced locally or abroad, either wholesale or retail.

Its main domicile is located in the municipality of Envigado, Colombia, at the following address: Carrera 48 N° 32B Sur 139. The legal term of the Company's existence expires on December 31, 2050.

In May 2007, the Casino Group, based in France, acquired a controlling stake in the Company. At December 31, 2012 it held 54,77% in share capital.

# Nota 2. Principal Accounting Policies And Practices

In the preparation of its financial statements the Company follows accounting principles generally accepted in Colombia, legally prescribed by regulations and instructions of the Financial Superintendence of Colombia; these principles may differ in certain aspects from those established by other State control entities. Described below are the principal policies and practices the Company has adopted in accordance thereof.

### Inflation adjustments

By means of Law 1111 of December 27, 2006, the Colombian Government eliminated inflation adjustments for tax purposes as of January 1, 2007. These adjustments were eliminated for accounting purposes by means of Decree 1536, issued on May 7, 2007, and retroactively as of January 1, 2007. The inflation adjustments accumulated in the accounts up to December 31, 2006 are not reversed and form a part of the balance of their respective accounts for all accounting purposes, until their cancellation, depreciation or amortization. Also, the balance of the equity revaluation account may be decreased upon the recognition of the equity tax paid, and may not be distributed as profit until such time as the Parent Company and its subsidiaries are liquidated or its value is capitalized in accordance with current legislation. Once capitalized,

it may serve to absorb losses, only when the Parent Company and its subsidiaries fall under dissolution cause and may not be used to decrease capital. This capitalization represents for the shareholders revenues not constituting income or capital gains.

The Company not recorded the equity revaluation for 2012 upon following the above mentioned standard and in accordance with Law 1370 of December 2009, it recorded \$187,461 for this same heading for 2011.

### Foreign exchange translation

Foreign currency transactions are recorded at the applicable exchange rates prevailing on the respective dates. At the end of each period, balances in cash, banks and accounts receivable or payable, financial obligations and investments in foreign currency are adjusted using the applicable exchange rate that, since late 1991 has been the Representative Market Rate, certified by the Colombian Financial Superintendence. Concerning balances payable, only exchange differences that are not chargeable to costs of acquiring assets are recorded in the income statement accounts as financial expenses. Exchange differences are chargeable to assets' acquisition costs while these assets are either being built or installed and until they are in a condition to be used.

### Classification of assets and liabilities

Assets and liabilities are classified according to their intended use or the degree of realization, availability, demandability or liquidation, in terms of time and amounts.

For this purpose, current assets are understood to be those amounts that will be realizable or available over a term not to exceed one year and as current liabilities, those amounts that will be payable or settled also over a term not to exceed one year.

### Cash and equivalents

These are funds available the Parent Company and its subsidiaries count upon. This account includes cash, banks and savings entities, as well as balances pending clearing with different banking networks.

# Accounts receivable

These accounts represent resources granting the right to claim to a third party compliance with the inherent right obligation either in cash, goods or services, as agreed **2. Permanent investments** upon between the parties, as a result of any legal arrangement made with regard to credit payments.

Accounts receivable are recorded using the cost method, which, when applicable, is adjusted according to the unit of measure or functional currency agreed upon for their subsequent payment.

At the close of the period, their recoverability is technically evaluated and the contingencies of loss of value are recognized.

### Inventories

Inventories of goods not manufactured by the Company are recorded at cost, which is calculated monthly using the retail method each month and is adjusted to FIFO at year end.

Inventories of materials manufactured by the Company are recorded at cost, which is calculated using the weighted average method.

Inventories of materials, spare parts and accessories are recorded at cost. Their valuation at the close of the year is calculated by the first-in-first-out (FIFO) method. Inventories in transit are valued using the specific value method.

A provision to recognize the market value of inventories is recorded at the close of the year.

### Investments

### 1. Marketable investments

These are investments represented by readily-disposable securities or instruments on which the investor has the serious purpose to sell the incorporated



economic right within a period not exceeding three (3) calendar years. These may be either of fixed or variable vield.

- a. Fixed yield marketable investments are recorded using the cost method and subsequently in an exponential way, based on the internal return rate calculated on the purchase date. The difference with regard to the market or estimated value at the close of the period is recorded as a higher or lower value of the investment in the income statement accounts.
- b. Variable vield marketable investments are recorded using the cost method; the results of the differences arising from the periodic adjustments of market prices and the last value recorded are entered directly affecting the value of the investments against income statement accounts.

These are the investments the investor has the firm intention to keep until the date of maturity or redemption. They may be of controlling or non-controlling entities.

### a. Permanent investments of controlling enti-

ties are recorded by the equity method, in accordance with the definition of the Financial Superintendence of Colombia whereby investments in subordinated entities regarding which the economic entity has the power to stipulate that in the following period they transfer to it their profits or surpluses, should be recorded under the equity method, except when they are acquired and maintained exclusively with the intention to be disposed of in the immediate future, in which case they should be considered marketable investments.

Under the equity method, the Company accounts for its investments in its subordinated entities initially at cost adjusted for inflation until December 31, 2006 and it adjusts them (increasing or decreasing them) upon changes in equity and income statement of the subordinates, as appropriate, in accordance with their percentage of participation. The balancing entry of this adjustments in the financial statements of the parent company, is recorded in the income statement and/or the capital surplus account equity method, as indicated below:

- Changes in equity of the subordinated entities arising from the year net result, will affect the parent company income statement.
- · Variations of the subordinated entities' equity not deriving from its income statement will not affect the parent company results; rather they will be recorded in the latter's capital surplus.
- The participation dividends of a company where an investment is made, received in cash, corresponding to periods in which the Company applied the equity method, reduce the investment book value by such amount.

The effect of the conversion into Colombian pesos of foreign currency investments, are recorded in the equity account - capital surplus.

Concerning the year close, if the estimated value of controlling entities' investments is lower than the adjusted cost, a provision for demerit / impairotherwise, it is recorded as valuation.

Concerning the investment in the Uruguayan company, Spice Investments Mercosur S.A., that country's rate was converted into the U.S. dollar and the latter in turn into the Colombian peso: the effects were recorded in the Company's equity accounts in compliance with Decree 4918 of 2007.

For the application the equity method of Uruguayan Society Spice Investment Mercosur S.A., were converted their financial statements with colombian regulations and politics of company Almacenes Exito S.A.

# b. Permanent investments of non controlling enti-

ties are recorded at cost, which includes inflation adjustments at December 31, 2006.

According to regulations issued by the Colombian Financial Superintendence, at the end of the period, if the realizable value of investments of non-controlling entities (intrinsic or stock market value, as applicable) is lower than their cost, the difference is recorded as devaluation and as a reduction of equity, in the capital surplus account, except for the non-controlled companies under dissolution for subsequent liquidation or that recurring losses arise, in which case the lower value is recorded in the income statement, based on the Parent Company's prudence principle.

Any surplus in the market value or the estimated value at the close of the fiscal period is recorded separately as valuation and credited to the equity valuation surplus. Until the sale time in 2010, the investment in Cativén S.A. was recorded based on the Company's securities' study prepared at December 2008.

### Property, plant and equipment and depreciation

Property, plant and equipment includes all tangible resources controlled by the Company, obtained, built or in construction process and used in the normal course of business for the production of other goods or to provide services intended for their own consumption or for that of third parties and which contribution in the generation of income exceeds one calendar year.

Property, plant and equipment is recorded using the cost method, which includes inflation adjustments until December 31, 2006.

The cost of property, plant and equipment includes the value of all items required for start up or operation purposes. For this reason, once the asset is in a potential condition to be used, the recognition as ment against the income statement must be made; a higher cost of the asset, of the value of the items accrued or disbursed after such date or of the additions thereto ceases.

> In that sense, expenses incurred as a result of the acquisition, installation or construction of the tangible asset, such as engineering, supervision, taxes, interest and monetary correction, are feasible of becoming part of the cost of said asset, only until such a time as the asset is in a condition to be used, regardless of its real or material use, and once the asset can be used, these items are recorded as expense of the period they either accrue or disbursed, whichever occurs first.

> Repairs and maintenance of these assets are charged to income statement accounts.

> Sales and retirements of such assets are discharged at their respective net cost and the differences between the selling price and net cost are charged to income statement accounts.

> Depreciation is calculated on cost, which includes inflation adjustments until December 3, 2006, using the straight-line method, based on the probable useful life of the assets at the following annual rates:

- 5% for buildings and construction.
- 10% for machinery and equipment, transportation equipment and office equipment.
- 20% for other transport equipment (vehicles), computers and POS scanning equipment.

The acquisition of display fixtures such as gondoand equipment is lower than their book cost, the latlas; security tags, self-service shopping carts and ter is adjusted by means of provisions which affect the sign posting, among others, are depreciated using the Company income statement accounts. straight-line method applying an accelerated depreciation percentage ranging from 25% to 50% for each In such cases where the value of property, plant and additional shift equipment is higher than their book cost, the latter

Upon the Company's policy, the residual value of fixed assets established for calculating depreciation is zero (0).

# Valuation Methods

According to technical regulations, accepted valuation criteria are: the historical cost or value, the current or replacement value, the realization or market value and the present or discounted value.

- a. Historical cost or value is the original value either in cash or cash equivalent incurred at the time of and goodwill. realization of an economic fact
- b. Current or replacement value represents the cash value that would be incurred in replacing an asset or that would be required in order to settle an obligation at the current time.
- c. Realization or market value this is the cash value representing the cash amount an asset is expected to be converted into or a liability settled during the normal course of business.
- d. Present or discounted value is the present and/or current value of the net cash inflows or outflows an goodwill. asset or liability would generate.

Upon considering the attributes that accounting inforcost versus to accounting equity of the acquired entity. mation must have, contained in Article 4 of Regulatory Goodwill acquired is recorded as an intangible and is Decree 2649 issued in 1993, the Company has deciamortized on a monthly basis affecting the income staded that the property, plant and equipment be valued tement accounts over a term of 20 years. by the realization or the market value method. The determination of the amortization is calculated

For valuation purposes, at realization or market applying the exponential amortization method purvalue, it is determined in accordance with commersuant to External Circular 034 of 2006 issued by the cial appraisals which must take place with a maxi-Colombian Financial Superintendence. mum frequency of three calendar years. Upon making The Carulla goodwill is valued and compared against these appraisals, all assets which adjusted value is book cost to determine the existence or not of a loss lower than twenty (20) basic legal monthly salaries are of value, in complying with the contents of the Joint exempt by the law. Circular 011 of 2005 of the Financial Superintendence Appraisals are performed by persons not having of Colombia

any relationship with the Company that could give rise to conflicts of interest, this means that between the appraiser and its subsidiary companies no ties, relations or operations exist involving a real or potential interest, that could, in turn, prevent a fair and equitable pronouncement adjusted to the reality of the appraisal target.

In such cases where the value of property, plant



figure is adjusted by means of appraisals which directly affect the Company's equity.

# Intangibles

Intangibles represent resources involving a right or privilege binding on third parties, which exercise or exploitation may produce economic benefits during several future years.

Classified under this category are items such as; assets given under trust arrangements, brands

The cost of these assets corresponds to clearly identifiable expenses incurred, and inflation adjustments until December 31, 2006. In order to recognize their contribution to the company's generation of income, they are amortized systematically throughout their useful life.

# Goodwill

The additional value paid for the purchase of entities or companies where control is gained, is recorded as

The value of goodwill in the case of acquiring control over other companies is the excess of the acquisition

# **Deferred Charges**

Deferred charges correspond to:

1. Prepaid expenses represent prepaid sums of money which must be amortized during the period services are received or costs or expense are accrued, such as interest, insurance, rentals and other expenses incurred to receive services in the future.



- 2. Deferred charges represent goods or services received of which economic benefits are expected in other periods. They include inflation adjustments up to December 31, 2006 and their amortization is calculated as follows:
- a. Leasehold improvements, are amortized in the lower period between the term of the respective agreement (not considering any extensions) and their probable useful life, when their cost is not recoverable.
- b. Software is amortized at annual rates of 33% and 20% depending on the purpose they were acquired for, and their probable useful life.
- 3. Deferred Monetary Correction, the deferred monetary correction credit corresponds to the inflation adjustments made to construction in progress and to non-monetary deferred charges in pre-operative stage, and their amortization occurs as of the date revenues are received and during the term established for the respective deferred item. The deferred monetary correction debit corresponds to the proportional portion of the adjustment of equity, in respect to assets that generated a credit in the deferred monetary correction credit account.

As a result of the elimination of the inflation adjustments for accounting purposes as of January 1. 2007, the balances at December 31, 2006 of the deferred monetary correction debit and the deferred monetary correction credit, will continue to be amortized according to the useful life of the asset generating them, recording an extraordinary nonoperating expense or a miscellaneous non-operating revenue, respectively. In the event the asset generating them is disposed of, transferred or written off, the accumulated balances must be eliminated as well.

4. Deferred tax. The effect of temporary differences involving the payment of a lower or higher income tax in the current year must be recorded as deferred tax asset or liability, at current rates or at the rate it is expected to recover, provided that a reasonable expectation exists that such differences will reverse and that enough taxable income will be generated in the periods such differences reverse.

The Company did not record deferred tax on the result of the equity method as it is considered as a permanent difference, insofar as there is no expectation of the payment of dividends and in Spice Investments Mercosur S.A., in the event it occurred, they would be taxed in Uruguay.

The deferred tax is amortized in the periods temporary differences originating it reverse.

### Valuations and devaluations

Asset valuations and devaluations forming a part of equity include:

- a. Excess of commercial appraisals of moveable property or real estate, at their net cost, per books.
- **b.** Excesses or shortfalls of the intrinsic or stock market value of certain investments, including fiduciary rights, at the end of the period, on their net book cost.
- c. Investment valuations and devaluations based on regulations issued by the Colombian Financial Superintendence.

### **Financial obligations**

These are obligations incurred by the Company with credit or other financial institutions of the country or abroad; bank overdrafts and hedge operations are also included.

The recorded value corresponds to the principal amount of the obligation and financial expenses which do not increase capital are recorded as accumulated expenses payable.

### **Derivative financial instruments**

The Company carried out various derivative-based transactions in order to reduce their exposure to fluctuations of the exchange and interest rates in the market of its obligations. Those instruments correspond to SWAPs, forwards and application of implicit derivatives.

The Company records rights and obligations arising from contracts, and shows them net on its balance sheet, following hedging accounting procedures, as stipulated in External Circulars 025 and 049 issued in 2008 by the Colombian Financial Superintendence and follows IFRS 9 and IAS 39 for the valuation and recording of implicit derivatives, in the absence of a Colombian explicit accounting standard.

In evaluating them the Company applies the following accounting policies:

- a. Derivative contracts entered into for commercial purposes are adjusted at their market value at the end of the period and are debited or credited to the income statement accounts, as applicable. The market value is determined based on stock quotes or, in lieu thereof, based on future discounted cash flow techniques or of option models
- b. Derivatives' contracts entered into for financial liabilities' and assets hedging purposes are also

adjusted at their market value in the same way described above, but if the resulting adjustment is positive or negative, they are recorded in equity accounts in their effective part and the differential in results.

### Suppliers and accounts payable

They represent obligations payable by the Company and its subsidiary companies originated by goods or services received. The most important obligations such suppliers, creditors and others, are recorded separately, Accounts payable are recorded using the cost method, which, when applicable, is adjusted according to the unit of measure or functional currency agreed upon for payment.

### Taxes, duties and rates

They represent the value of general and mandatory taxes payable by the Company to the State calculated based on private liquidations generated in the for the respective tax period. These include, among others, income, sales and industry and commerce taxes.

The provision for income tax recorded in the income statement includes, in addition to the income tax on taxable income of the period, that applicable to temporary differences arising between commercial profits and net profit.

# Labor obligations

They include liabilities payable by the Company in favor of its employees or beneficiaries. Global estimates are recorded during the period, which are adjusted at the end of the year, determining the amount payable to each employee in accordance with current legislation and collective labor agreements.

The Company makes periodic contributions for severance and integral social security: healthcare, professional risks and pensions, to the respective Funds or to the Colombian Social Security Institute mentary credits, assets received under custody or guaranwhich assume these obligations.

# Estimated liabilities and provisions

They consist of current obligations payable by the Company, which ultimate value depends on a future but certain fact and which in complying with the principles of realization, prudence and accrual, require accounting recognition through provisions. The accounting recognition of estimated liabilities is made during the period they occur, affecting assets and/or results of the Company, as the case may be.

A liability is understood to exist and there is room for the calculation and accounting recognition of its esti-



mated amount whenever, as a result of a future fact in charge of the company, an obligation is generated, but that due to temporary reasons its definite value is not known with certainty although there are sufficient elements to calculate its value on a reasonable basis.

# **Retirement pensions**

A retirement pension is a special labor benefit provided by the Company to its employees as a result of legal or contractual provisions and consist of the payment of a monthly sum of money, that is readjusted according to the indexes stipulated by the Colombian Government or the parties, during the lifetime of the holder of the pension right or his or her legal beneficiaries, according to the parameters and procedures established by law or by contractual provisions.

Liability adjustments are made based on actuarial studies pursuant to legal standards.

Pension payments are recorded directly in the income statement.

# Recognition of income, costs and expenses

Sales revenues are recognized when the exchange transaction takes place: those revenues from leases are recognized in the same month they accrue, and revenues from services are recorded during the term of the contract or when services are provided. Costs and expense are recorded based on the accrual method

# Net profit per share

Net profit per share is calculated on the basis of outstanding subscribed shares at the end of the year, for 2012 and 2011 of 447.604.316

# Debit and credit memorandum accounts

Commitments pending formalization and rights or contingent liabilities, such as guarantees granted, unused docutee, and contracts subscribed for the purchase of goods, property and equipment and heeding operations are recorded under debit and credit memorandum accounts. Also included are control accounts used for internal control of assets, management information or future financial situations. Furthermore, tax memorandum accounts are used to record differences between the accounting and tax figures, respectively.

# Materiality Concept.

The recognition and presentation of economic facts is determined in accordance with their relative importance.



An economic fact is material when due to its nature or amount, and the surrounding circumstances, knowing or not knowing it could significantly alter the economic decisions of information users. Upon preparing the do not affect working capital. financial statements, specific captions are broken down in accordance with legal provisions or on those repre- Internal accounting and administrative senting 5% or more of total assets, current assets, total **control** liabilities, current liabilities, working capital, equity and There were no significant changes in the Company's results of operations, as appropriate. Lower amounts internal accounting and administrative control during are described when they are deemed to contribute to a 2012 and 2011. better interpretation of financial information.

# Reclassifications

Certain items of the financial statements of 2011 have been reclassified only for comparative purposes and

# Nota 3. Transactions In Foreign Currency

Existing basic regulations allow the free negotiation the Financial Superintendence of Colombia, which of foreign currency through banks and other financial institutions at free rates of exchange. However, for the ments at December 31, 2012 and 2011. The reprecompany most transactions in foreign currency do not sentative market exchange rate at December 31, 2012 yet require official approval.

Operations and foreign currency balances are converted at the representative market rate certified by (\*) Expressed in Colombian pesos

was used for the preparation of the financial statewas of \$1,768.23\* (2011 - \$1,942.70\*).

The Company had the following liabilities in foreign currency, recorded at its equivalent in millions of Colombian pesos at December 31:

|                                   | 20          | 12   | 201                     | 1  |
|-----------------------------------|-------------|--|-------------------------|--|
|                                   | In US\$     | Equivalent<br>in millions of<br>Colombian<br>pesos | I In US\$               | Equivalent in<br>millions of<br>Colombian<br>pesos |
| ASSETS                            |             |  | I<br>I                  |  |
| Marketable investments (1)        | 144,610,958 | 255,705  | I –                     | -  |
| Banks I                           | 27,645,610  | 48,884   | 4,251,126               | 8,259  |
| Debtors                           | 5,547,759   | 9,810  | 3,065,455               | 5,938  |
| Foreign currency cash             | 53,714      | 95   | 153,250                 | 298  |
| TOTAL CURRENT ASSETS              | 177,858,041 | 314,494  | 7,460,831               | 14,495   |
| Foreign investment (2)            | 225,135,599 | 398,092  | 219,486,465             | 426,396  |
| TOTAL CURRENT ASSETS              | 225,135,599 | 398,092  | 219,486,465             | 426,396  |
| TOTAL ASSETS                      | 402,993,640 | 712,586  | 226,947,296             | 440,891  |
| LIABILITIES                       |             |  | <br> <br>               |  |
| Foreign suppliers                 | 86,521,723  | 152,990  | 42,500,415              | 82,565   |
| Foreign financial obligations (3) | _           | -  | 35,956,797              | 69,853   |
| Accounts payable                  | 7,091,863   | 12,540   | 21,870,875              | 42,489   |
| TOTAL LIABILITIES                 | 93,613,586  | 165,530  | 100,328,087             | 194,907  |
| NET ACTIVE MONETARY POSITION      | 309,380,054 | 547,056  | i<br>i 126,619,209<br>i | 245,984  |
|                                   | `           | /  |                         |  |

(1) Includes the investment with Polca (Belgium) of US\$129.8 million and others for US\$15.0 million.

(2) Investment of Spice Investments Mercosur S.A. (Uruguay) of US\$224 million (2011 - US\$218 million) and Locatel Panamá of US\$1 million (2011 – US\$1 million).

(3) At December 31, 2012, the Company had no liability in force in foreign currency and in 2011 this corresponded to synthetic credits.

## Exchange differences incurred in the year were entered to the following accounts:

Financial income for exchange differences

Financial expenses for exchange differences

Operations income (expense) with hedge (\*)

FINANCIAL INCOME (EXPENSE), NET

(\*) Effect of hedge operations contracted to cover investments, foreign suppliers and financial obligations in foreign currency.



| 2012     | 2011      |
|----------|-----------|
| 90,833   | 96,794    |
| (85,636) | (100,726) |
| 22,953   | (15,163)  |
| 28,150   | (19,095)  |
| `        | /         |



## An adjustment for exchange difference of investments in Locatel Panamá was recorded as follows:

|   | /\      |       |
|---|---------|-------|
|   | 2012    | 2011  |
| Financial income for exchange differences   | 294     | 449   |
| Financial expenses for exchange differences | (449) i | (424) |
| INCOME (EXPENSE) NET                        | (155) i | 25    |
|   | `'      |       |

An adjustment was recorded for Exchange difference in investments of Spice Investments Mercosur S.A. and Carulla Vivero Holding Inc. in equity, as follows:

|   | `'       |        |
|---|----------|--------|
| (DECREASE) INCREASE IN EQUITY                       | (28,160) | 11,659 |
| Carulla Vivero Holding Inc. Exchange difference     | (65) I   | 11     |
| Spice Investments Mercosur S.A. exchange difference | (28,095) | 11,648 |
|   | 2012     | 2011   |

# Nota 4. Cash

### At December 31, the cash balance was comprised of:

|                            | /         |           |  |
|----------------------------|-----------|-----------|--|
|                            | 2012      | 2011      |  |
| Banks and savings entities | 1,168,759 | 932,944   |  |
| Cash                       | 301,591   | 453,563   |  |
| TOTAL CASH                 | 1,470,350 | 1,386,507 |  |
|                            | `·        |           |  |

During 2012, the Company recorded yields from savings accounts en banks and savings entities of \$25,544 (2011 - \$23,167).

Cash does not have restrictions or liens which limit their disposition.

# Nota 5. Marketable Investments

### Marketable investments at December 31 consisted of:

|   | 2012       | Interest Rate   | 2011    | Interest Rate |
|---|------------|-----------------|---------|---------------|
| Time deposit certificates               | 520,074    | 6.32% Effective | 674,201 | 5.5% Efective |
| Bonds' Investments (*)                  | 230,641    | 5.50% Effective | -       | -             |
| Fiduciary rights                        | 32,055     | 6.43% Effective | 28,241  | 2.7% Efective |
| Investments in foreign currency         | 26,138     | 6.09% Effective | -       | -             |
| Securities for refund of national taxes | 1<br>1 76  | _  <br>_        | -       | -             |
| Investment in repos                     | <b>1</b> 3 | 6.10% Effective | -       | -             |
| TOTAL MARKETABLE INVESTMENTS            | 808,987    |                 | 702,442 |               |
|   | `          | /               |         |               |

(\*) Contains the investment made with the Polca Holding, subsidiary of the Casino Group of Belgium, which payment of \$229,857 was made on January 28, 2013.- (See detail in note 29).

# During the period 2012 the Company recorded yields from marketable investments of \$\$44,557 (2011 - \$18,604).

None of these investments has restrictions or liens that limit their realization or marketability, except the investment in Polca bonds, since these may only be negotiated in companies of the Casino Group.





# Nota 6. Accounts Receivable, Net

### The balance of debtors at December 31, comprised:

|  | /、         |          |
|--|------------|----------|
|  | 2012       | 2011     |
| CURRENT:   |            |          |
| Clients  | 103,420    | 53,382   |
| Tax advances receivable (See note 19)                  | 65,013     | 76,019   |
| Provision for clients                                  | I (56) I   | (56)     |
| SUBTOTAL   | 168,377    | 129,345  |
| SUNDRY DEBTORS:  |            |          |
| Other debtors (1)                                      | 1 26,154 I | 27,251   |
| Promotional bonds (2)                                  | 17,677     | 19,070   |
| Accounts receivable from related parties (See note 8)  | 16,042     | 15,663   |
| Employees fund   | 14,581     | 18,255   |
| Concessionaires  | 12,722     | 16,476   |
| Compañía de Financiamiento Tuya S.A. (3)               | 8,455 I    | 6,338    |
| From sale of fixed assets – Real Estate (4)            | I 3,377 I  | 11,974   |
| Advances to contractors, suppliers and travel expenses | 2,795      | 3,808    |
| Interest   | 849        | 3,614    |
| Geant International (5)                                |            | 35,163   |
| Provision for account receivable                       | (5,715)    | (40,314) |
| SUBTOTAL SUNDRY DEBTORS                                | 96,937     | 117,298  |
| TOTAL CURRENT DEBTORS                                  | 265,314    | 246,643  |
| NON CURRENT:   |            |          |
| Employees fund   | I 20,660 I | 21,062   |
| Advances fixed assets purchases and contractors (6)    | 11,184     | 7,599    |
| For sale of fixed assets – Real Estate (7)             | 5,680      | 6,274    |
| Other sundry debtors                                   | 2,122      | 1,041    |
| TOTAL NON CURRENT DEBTORS                              | 39,646     | 35,976   |
|  |            |          |

- sales agreements, \$3,015 for agreements of alternate channels, \$1,884 for accounts receivable from employees, \$1,522 for advances to retired people and other smaller ones of \$4,725.
- (2) This refers to the account receivable for the agreements with the various family subsidy entities, as well as with numerous employees' funds of public and private sector companies of our economy.
- (3) This covers items associated with the operation of the Éxito Card, as royalties, reimbursement of shared expenses and charge for the collection of coupons that will be paid in January and February 2013.
- (4) For 2012, this covers: \$2,097 for the barter of commercial fremises Avenida Estación in Cali, \$460 for the barter of the commercial premises 9954 of Centro Comercial El Este in Medellín Medellín, \$284 for the civil works of Éxito Rionegro in Antioquia, \$261 for the sale of the commercial premises 9936 of Centro Comercial El Este in Medellin, \$240 for the sale of the commercial premises where the Centro de Distribución Belén operated in Medellín to Comfenalco Antioquia and others for \$35.
- (5) The last installment of the sale of the investment in Cativén S.A. was received during 2012, which permitted paying the account receivable of \$35,163 and recovering the provision for this same amount.
- minutes and/or the formalization of public deeds during 2013; however, they are classified as long term in accordance with their end purpose which is the acquisition of fixed assets.
- (7) This corresponds to the account receivable generated by the sale of the premises where the Centro de Distribución Belén operated in Medellín to Comfenalco Antioquia, at an agreed interest rate of DTF + 1 point due semi-annually due, which expiration is in 2014.

During 2012, the Company recorded accounts receivable written off of \$1,596 (2011 - \$310) and included recovery of \$35,302 generated mainly by the provision for accounts receivable of Geant International (2011 - \$32,025).

### Long-term debtors will be recovered as follows:

| Years                  | Advances for<br>purchases of<br>fixed assets<br>and contractors | Accounts receivable from<br>Employees Fund of<br>Almacenes Exito S.A. | Sundry debtors from<br>sale of fixed assets –<br>Real Estate | Other sundry<br>debtors | Total  |
|------------------------|---|---|--|-------------------------|--------|
| 2014                   | 11,184  | 4,112   | 4,390  | 209                     | 19,895 |
| 2015                   | -   | 3,356   | 1,290  | -                       | 4,646  |
| 2016                   | -   | 2,418   | -  | -                       | 2,418  |
| 2017                   | -   | 1,680   | -  | -                       | 1,680  |
| 2018                   | -   | 1,365   | -  | -                       | 1,365  |
| 2019<br>and thereafter | -   | 7,729   | -  | 1,913                   | 9,642  |
| TOTAL                  | 11,184  | 20,660  | 5,680  | 2,122                   | 39,646 |

Debtors have no restrictions or liens limiting their marketability or realization.



(1) For 2012, other debtors comprise: account receivable from casino of \$4,983, \$3,509 for tax claims, \$3,476 for legal embargos, \$3,040 for business

(6) Advances given to contractors for the purchase of real estate and remodeling of stores, which payment will be made through validations of work

# Nota 7. Inventories, Net

# The balance of inventories at December 31 is comprised of:

|   | />       |          |  |
|---|----------|----------|--|
|   | 2012     | 2011     |  |
| Commercialized goods for sale                   | 959,674  | 860,077  |  |
| Inventories in transit                          | 50,593   | 25,259   |  |
| Finished product                                | 818      | 979      |  |
| Materials, spare parts, accessories and packing | 20,812   | 22,627   |  |
| Products in process                             | 1,386    | 1,782    |  |
| Raw materials                                   | 1,861    | 3,014    |  |
| Provision for protection of inventories         | (42,601) | (48,306) |  |
| TOTAL INVENTORIES, NET                          | 992,543  | 865,432  |  |
|   | `/       |          |  |

Inventories have no restrictions or liens limiting their marketability or realization and are duly assured against all risks.

# Nota 8. Transactions With Related Parties

# At December 31, balances and transactions with related parties consisted of the following:

| Operations with controlled companies  | Type of operation and conditions          | 2012                    | 2011    |
|---|---|-------------------------|---------|
| Didetexco S.A.  | Current accounts payable (See Note 17)    |                         | 459     |
|   | Suppliers:<br>Term: 8, 15, 30 and 60 days | 45,925                  | 31,934  |
|   | Accounts receivable (See Note 6) (1)      | 15,909                  | 15,533  |
|   | Purchase of goods                         | 165,607                 | 162,180 |
|   | Purchase of supplies                      | 4,569                   | 1,829   |
|   | Net recovery of utilities                 | 85                      | 102     |
|   | Interest (2)                              | I 779 I                 | 638     |
|   | Recovery of personnel expenses            | 1 - I                   | 121     |
|   | Technical assistance                      | 230                     | -       |
|   | Lease and administration expense          | (10,289)                | (8,736) |
|   | Shared publicity expense                  | (639)                   | (64)    |
|   | Other income                              | i 6 i                   | -       |
|   | Sundry expenses                           | <del>i i</del><br>I - I | (12)    |
| Carulla Vivero Holding Inc.   | Current accounts payable (See Note 17)    | 113                     | 124     |
|   | Accounts receivable (See Note 6)          | 119                     | 130     |
| Almacenes Éxito Inversiones S.A.S.  | Accounts receivable (See Note 6)          | 1 14 1                  | 2       |
| Operations with other type of related<br>parties, per Circular No. 2 of January<br>28, 1998 of the Financial Superinten-<br>dence of Colombia:<br>Internacional de Llantas S.A. | Suppliers:<br>Term: 8 days                | 730                     | 754     |
|   | Accounts receivable                       | · · ·                   | 102     |
|   | Purchase of goods                         | I 6,331 I               | 5,711   |
|   | Other income                              | i i<br>I - I            | 40      |
| Industrias Agrarias y Pecuarias<br>El Imperio S.A.S.  | Suppliers:<br>Term: 8 days                | I I<br>I 7 I<br>I 7 I   | 10      |
|   | Purchase of goods                         | I 200 I                 | 103     |
| Productos Alimenticios<br>La Cajonera S.A.  | Suppliers<br>Term: 7, 35 and 40 days      | 245 I                   | 191     |
|   | Accounts receivable                       | 89                      | 24      |
|   | Purchase of goods                         | 1,195                   | 1,246   |
|   | Other income                              | 165 I                   | 202     |
| Ula Investment y Cia S.C.A.   | Purchase of goods                         | 257                     |         |
|   | Other income                              |                         |         |

(1) Loans granted to Didetexco S.A. for a term of five (5) years, applying the DTF interest rate of the beginning of the year in order that said company complies with the contract that would terminate the existing litigation for the right of use of the local in Unicentro, in Bogotá. (2) Interest paid by Didetexco S.A. for loans granted in 2010.





During 2012 and 2011 the Company did not enter into commercial operations with members of its Board of Directors, Legal Representatives and Executives other 2. Services or assistance services without cost. than those reported in this note.

All operations inherent to the investments in related companies are disclosed in Note 10 "Investments in subordinated companies".

During 2012 and 2011 there were no transactions between the Company and its related parties with the following characteristics:

1. Operations differing from those entered with third

parties, involving differences in market prices for similar operations.

- 3. Transactions for other concepts, except for payments inherent to the direct relationship with members of the Board of Directors, Legal Representatives and Administrators.
- 4. Concerning administrative management, Almacenes Exito S.A. has control over Didetexco S.A., Carulla Vivero Holding Inc. and Almacenes Éxito Inversiones S.A.S. and Spice Investments Mercosur S.A.

# Nota 9. Permanent Investments, Net

### Balances at December 31 of permanent investments comprised the following:

|  |                     |   | ,·<br>!<br>!             | 2012                          |                                 |           |                      |                       |                          |  |
|--|---------------------|---|--------------------------|-------------------------------|---------------------------------|-----------|----------------------|-----------------------|--------------------------|--|
| Economic entity  | Valuation<br>Method | Date of<br>intrinsic or<br>market value | Book<br>Value            | Valuation<br>(Ver nota<br>14) | Devaluation<br>(See Note<br>14) | Provision | Realization<br>value | Dividends<br>received | Book<br>value            |  |
| 1. Variable yield inves-<br>tments in non controlled,<br>voluntary and participative<br>entities     |                     |   | <br> <br> <br>           |                               |                                 |           |                      |                       | <br> <br> <br>           |  |
| Bonos Tuya S.A. (formerly,<br>Sufinanciamiento) (1)  |                     |   | 119,500                  | -                             | -                               | -         | 119,500              | -                     | I<br>I 74,500            |  |
| Automercados de la Salud<br>S.A. Panamá  | Intrinsic           | July                                    | 2,157                    | 1,101                         | -                               | -         | 3,258                | -                     | 2,370                    |  |
| Fogansa S.A.   | Intrinsic           | November                                | 1,000                    | -                             | (184)                           | -         | 816                  | -                     | 1,000                    |  |
| Promotora de Proyectos<br>S.A.   | Intrinsic           | November                                | 240                      | -                             | (200)                           | -         | 40                   | -                     | 1<br>1 240               |  |
| Central de Abastos del<br>Caribe S.A.  | Intrinsic           | November                                | 26                       | 45                            | -                               | -         | 71                   | -                     | 26                       |  |
| Other minor ones   |                     |   | 477                      | 23                            | -                               | (25)      | 475                  | 5                     | I 328                    |  |
| 2. Variable yield inves-<br>tments, in non controlled,<br>forced and non participati-<br>ve entities |                     |   | <br> <br> <br> <br>      |                               |                                 |           |                      |                       | 1<br> <br> <br> <br>     |  |
| Peace Solidarity Bonds (2)   |                     |   | 1,375                    | -                             | -                               | -         | 1,375                | -                     | ı<br>ı 1,375<br>ı        |  |
| SUBTOTAL VARIABLE<br>YIELD INVESTMENTS   |                     |   | I<br>I 124,775<br>I      | 1,169                         | (384)                           | (25)      | 125,535              | 5                     | ı<br>ı 79,839<br>ı       |  |
| 3. Investments in subor-<br>dinated companies (See<br>Note 10)                                       |                     |   | 612,009                  | 1,712                         | -                               | -         | 613,721              |                       | <br> <br>  571,783<br>   |  |
| SUBTOTAL PERMANENT<br>INVESTMENTS  |                     |   | I<br>736,784             | 2,881                         | (384)                           | (25)      | 739,256              |                       | I<br>  651,622<br>       |  |
| Provision for protection of investments  |                     |   | (25)                     | -                             | -                               | -         | -                    | -                     | (24)                     |  |
| TOTAL PERMANENT<br>INVESTMENTS   |                     |   | 1<br>1<br>1 736,759<br>1 | 2,881                         | (384)                           | (25)      | 739,256              |                       | i<br>i<br>i 651,598<br>i |  |



- (1) Bonds issued by Compañía de Financiamiento Tuya S.A. (formerly Sufinanciamiento S.A.) as part of the publicity agreement shared with the company for "ÉXITO Card", for a nominal amount of \$119,500 of which \$45,000 were issued during 2012 over a term of 10 years with a yield of IPC + 2% plus the profit percentage of the agreement.
- (2) Peace Solidarity Bonds are securities issued by the State with a term of seven years and yielding annual the equivalent of 110% of the PAAG. Yields recorded in 2012 amounted to \$42 (2011 - \$52). The balance of the bonds corresponds to the investment made in 2007 for \$1,375 which expiration will be in 2014.

investment the Company has in bonds of Tuya S.A. (formerly, Sufinanciamiento S.A.) which were issued as part of the publicity agreement shared with the EXITO card.

### Below is additional information on permanent investments:

| Type of investment in accordance with the economic entity                          | Economic<br>activity | Type of<br>share | Numb    |         | % of participation on subscribed capital |       |  |
|--|----------------------|------------------|---------|---------|--|-------|--|
|  |                      |                  | 2012    | 2011    | 2012                                     | 2011  |  |
| Variable yield investments in non controlled, voluntary and participative entities |                      |                  |         |         |  |       |  |
| Promotora de Proyectos S.A.  | Services             | Ordinary         | 212.169 | 212.169 | 3.49                                     | 5.64  |  |
| Central de Abastos del Caribe S.A.   | Commerce             | Ordinary         | 3.430   | 3.430   | 0.14                                     | 0.14  |  |
| Automercados de la Salud S.A. Panamá   | Commerce             | Ordinary         | 20.000  | 20.000  | 20.00                                    | 20.00 |  |
| Fogansa S.A.   | Cattle<br>raising    | Ordinary         | 500.000 | 500.000 | 0.89                                     | 0.89  |  |

For investments in shares of other companies, the Company has no immediate plans scheduled.

For investments where the intrinsic value was not available at December 31, 2012, the data available at September, July or November 2012 was taken and compared with the value recorded in the books at December 31, 2012 to determine its valuation or devaluation.

# Company where the investment is higher than 10% of its equity

# Corporate purpose:

sumption items, shares, bonds and securities of any Automercados de la Salud S.A. Panamá, organized type; buy, sell, rent or acquire or dispose of real estaby public deed 3380 issued by the 5th Notary's Office te; borrow and lend money, with or without guarantee, of the Circuit of Panamá, on June 9, 2004. Its main enter into, extend, comply and execute contracts of corporate purpose is establishing, processing and any nature; guarantee the realization and compliance carrying out the business of an investor Company; with all contracts; and dedicate to any licit business buy, sell, and negotiate regarding any types of con- which is not prohibited, etc.

# Permanent investments do not have restrictions or liens limiting their marketability or realization, except for the



# Evolution of assets, liabilities, equity and net income of company with permanent investment higher than 10%:

The figures shown below were taken from the certified financial statements subject to the stipulations of current legal regulations of permanent investment in excess of 10% at July 31 2012 and December 31, 2011, respectively:

| Company                                    | Ass    | sets   | Liabi              | lities | Equ    | uity   | Res  | ults  | Net Rev | enues |
|--|--------|--------|--------------------|--------|--------|--------|------|-------|---------|-------|
|  | 2012   | 2011   | 2012               | 2011   | 2012   | 2011   | 2012 | 2011  | 2012    | 2011  |
| Automercados<br>de la Salud<br>S.A. Panamá | 16,192 | 17,598 | 447 <mark> </mark> | 1,044  | 15,745 | 16,554 | 492  | 6,416 | - 1     | 442   |
|  | ·/     |        | \/                 |        | \/     |        | \/   |       | \/      |       |

# Nota 10. Investments In Subordinated Companies

# At December 31 investments in subordinated companies comprised the following:

|  | ·             |           |               |           |  |  |  |
|--|---------------|-----------|---------------|-----------|--|--|--|
|  | 2012          |           |               | 2011      |  |  |  |
| Economic Entity  | Book<br>Value | Valuation | Book<br>Value | Valuation |  |  |  |
| Variable yield investments in controlled, voluntary and participative entities | <br> <br>     |           |               |           |  |  |  |
| Spice Investments Mercosur S.A.  | 473,412       | -         | 449,179       | -         |  |  |  |
| Distribuidora de Textiles y Confecciones S.A.<br>"Didetexco S.A."              | 133,167       | 1,712     | 117,758       | 1,756     |  |  |  |
| Almacenes Éxito Inversiones S.A.S.   | 5,367         | -         | 4,777         | -         |  |  |  |
| Carulla Vivero Holding Inc.  | 63            | -         | 69            | -         |  |  |  |
| TOTAL INVESTMENT IN SUBORDINATED<br>COMPANIES                                  | 612,009       | 1,712     | 571,783       | 1,756     |  |  |  |
|  | `             | /         |               |           |  |  |  |

The document to close the agreement whereby the Company acquired 100% of the shares of Spice Investments Mercosur S.A was signed on September 29, 2011. The latter is the Holding company that owns 96.55% of Lanin S.A. and 62.49% of Grupo Disco Uruguay S.A., which are the direct and indirect owners of the supermarket chains operating under the DISCO, DEVOTO and GEANT brands in the Republic of Uruguay.

The principal domicile of Spice Investments Mercosur S.A. the Republic of Uruguay; the domicile of Didetexto S.A. and Almacenes Éxito Inversiones S.A.S. is the municipal jurisdiction of Envigado and the British Virgin Islands that of Carulla Vivero Holding Inc.

The corporate purpose is the following: **Spice Investments Mercosur S.A.,** is a closed company, with nominative shares, organized on November 14, 2005 under the rules of Republic of Uruguay, which principal purpose is making investments in general, developing activities related with investments in the country and abroad.

**Didetexco S.A.**, was organized on July 13, 1976; its corporate purpose consists of acquiring, storing, transforming, manufacturing, selling and in general distributing under any modality all kind of textile goods, manufactured locally or abroad and acquiring, renting, leasing real estate intended for the establishment of stores, shopping centers or other appropriate sites for the distribution of goods and the sale of goods or services.

# Below is additional information on the investment in subordinated companies:

| Type of investment in accordance with the economic entity                             | Economic<br>Activity | Type of<br>Share | Number c                         | % of participation on subscribed capital |         |       |
|---|----------------------|------------------|----------------------------------|--|---------|-------|
|   |                      |                  | 2012                             | 2011                                     | 2012    | 2011  |
| Variable yield investments, in<br>controlled, voluntary and<br>participative entities |                      |                  |                                  |  |         |       |
| Spice Investments Mercosur S.A.   | Investment           | Ordinary         | 8.305.872.345                    | 8.305.872.345                            | 100     | 100   |
| Distribuidora de Textiles y Confecciones<br>S.A. "Didetexco S.A."                     | Manufacturing        | Ordinary         | 7.820.000                        | 7.820.000                                | 97.75 I | 97.75 |
| Almacenes Éxito Inversiones S.A.S.  | Investment           | Ordinary         | 300.000                          | 300.000                                  | 100     | 100   |
| Carulla Vivero Holding Inc.   | Investment           | Ordinary         | I I<br>I 385.900 I 385.90<br>I I |  | 100 I   | 100   |
|   |                      |                  | `'                               |  | `´      |       |



Almacenes Éxito Inversiones S.A.S., was organized on September 27, 2010 in accordance with Colombian law: Its corporate purpose is setting up, financing, promoting, investing or agreeing individually or with other individuals or legal entities to organize entities, companies or business which corporate purpose is the production or commercialization of goods or the rendering of services related with the operation of commercial establishments and joining such companies as associate through contributions of money, goods or assets.

Promote, invest individually or meet with other individuals or legal entities for the provision of networks, services and added telecommunication values, particularly all those activities permitted in Colombia or abroad of telecommunications, cellular mobile telephone and added value services.

**Carulla Vivero Holding Inc.,** was organized in the British Virgin Islands on September 14, 2000 by Carulla Vivero S.A., a shareholder of 100% of its capital at December 31, 2000; for 2010, as a result of the merger, Almacenes Éxito S.A. became the owner of 100%. The corporate purpose of Carulla Vivero Holding Inc. is carrying out businesses to invest, buy, own, acquire in any way, sell, assign, and manage any personal property and real estate not prohibited or regulated by the laws of the British Virgin Islands.

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At December 31, 2012 and 2011, the company has share participation in Didetexco of 94% directly (7.520.000 shares) and 3.75% indirectly (300.000 shares) through Almacenes Éxito S.A.S.

### The effect of the application of the equity method was the following:

|  | 2(                | )12     | 2011    |        |
|--|-------------------|---------|---------|--------|
|  | Results           | Equity  | Results | Equity |
| Spice Investments Mercosur S.A.                                    | 56,192            | (3,864) | 24,816  | 336    |
| Distribuidora de Textiles y Confecciones S.A.<br>"Didetexco S.A.". | i<br>i 6,359<br>i | 9,050   | 3,694   | 9,092  |
| Almacenes Éxito Inversiones S.A.S.                                 | 240               | 240 349 |         | -      |
| TOTAL  | 62,791            | 5,535   | 28,995  | 9,428  |
|  | `                 | /       | I       |        |

# Evolution of assets, liabilities, equity and net income of investments in subordinated companies:

The figures shown below were taken from the certified financial statements subject to the stipulations of current legal provisions of the subordinated companies at December 31, 2012 and 2011:

| Company   | Ass                       | ets     | Liabi   | lities  | Eq      | uity         | Resi                     | ults   | Ne<br>Rever |         |
|---|---------------------------|---------|---------|---------|---------|--------------|--------------------------|--------|-------------|---------|
|   | 2012                      | 2011    | 2012    | 2011    | 2012    | 2011         | 2012                     | 2011   | 2012        | 2011    |
| Spice Investments<br>Mercosur S.A.                                      | I I<br>788,336<br>I I     | 761,326 | 314,924 | 312,147 | 473,412 | 449,179      | 1 56,192 I<br>1 56,192 I | 24,816 | 1,061,417   | 290,764 |
| Distribuidora de<br>Textiles y<br>Confecciones S.A.<br>"Didetexco S.A." | 181,072                   | 167,910 | 37,584  | 40,768  | 143,488 | 127,142      | 6,718 I                  | 3,002  | 183,797     | 176,066 |
| Almacenes Éxito<br>Inversiones S.A.S.                                   | i i<br>i 5,381 i<br>i i   | 4,779   | 14      | 2       | 5,367   | 4,777        | i (240) i                | 485    | -           | -       |
| Carulla Vivero<br>Holding Inc.  | 1 181<br>1 181            | 198     | 118     | 129     | 63      | 69           |                          | -      |             | -       |
| TOTAL   | I I<br>I 974,970 I<br>I I | 934,213 | 352,640 | 353,046 | 622,330 | 1<br>581,167 | I I<br>I 62,670 I<br>I I | 28,303 | 1,245,214   | 466,830 |
|   | `'                        |         | `'      |         | `'      |              | `'                       |        | `'          |         |

In compliance with numeral 12 of Circular 11 of 2005, jointly issued by the Financial Superintendence of Colombia and the Superintendence of Corporations, shown below is the equity composition of the subordinated companies at the close of 2012 and 2011.

# Composition of equity of Spice Investment Mercosur S.A.:

|                          | ,、       |         |
|--------------------------|----------|---------|
|                          | 2012     | 2011    |
| Capital                  | 365,989  | 365,989 |
| Reserves                 | 1,198    | 1,198   |
| Equity                   | (13,891) | 15,187  |
| Non appropriated profits | 63,924 I | 41,989  |
| Net income               | 56,192   | 24,816  |
| TOTAL EQUITY             | 473,412  | 449,179 |
|                          | ·/       |         |

Almacenes Éxito S.A. recorded a decrease of the equity method of \$3,864 (2011, increase of \$336) and income upon the application of the equity method of results of \$56,192 (2011 - \$24,816).

| Composition of equity of Distribuid<br>y Confecciones S.A. "Didetexto S |            | iles    |
|---|------------|---------|
|   | 2012       | 2011    |
| Capital   |            | 2,800   |
| Capital surplus   | 78,250     | 78,250  |
| Reserves  | i 22,382 i | 19,380  |
| Equity revaluation  | 7,548      | 7,548   |
| Net income  | 6,718      | 3,002   |
| Valuation surplus   | 25,790     | 16,162  |
| TOTAL EQUITY  |            | 127,142 |
|   | ×/         |         |

During 2012 and 2011, Didetexco S.A. did not distribute dividends, and profits of 2011 were transferred to reserves.

Upon the application of the equity method Almacenes Éxito S.A. reflected an increase of the equity method of \$9,050 and income of \$6,359 upon the application of the equity method of results, of which \$6,315 correspond to profits of the year and the additional \$44 for unrealized profits in 2011 for goods sold in 2012.





# Composition of equity of Almacenes Éxito Inversiones S.A.S.

| Capital surplus4,5004,500Surplus per equity method724Reserves11Accumulated loss(168)(168)(25) |                           | `/      |            |
|---|---------------------------|---------|------------|
| Capital300300Capital surplus4,5004,500Surplus per equity method72411Reserves1111              | TOTAL EQUITY              | , 5,367 | 4,777      |
| Capital300300Capital surplus4,5004,500Surplus per equity method7244                           | Accumulated loss          | (168)   | (23)       |
| Capital         300         30           Capital surplus         4,500         4,500          | Reserves                  | 11      | -          |
| Capital 300 300   | Surplus per equity method | 724     | -<br> <br> |
|   | Capital surplus           | 4,500   | 4,500      |
| 2012 2011   | Capital                   | 300     | 300        |
|   |                           | 2012    | 2011       |

The company was organized in September 2010.

Upon applying the equity method, Almacenes Éxito S.A. did not reflect loss deriving from the application of the equity method of results or equity.

# Composition of equity of Carulla Vivero Holding Inc.

|                    | /\    |                |
|--------------------|-------|----------------|
|                    | 2012  | 2011           |
| Capital            | 655   | 720            |
| Accumulated losses | (592) | (651)          |
| TOTAL EQUITY       | 63    | 1<br>1 69<br>1 |
|                    | `'    | ,              |

The equity method was not applied for this company since the adjustment for exchange difference in equity is equal to the exchange difference adjustment made to investment.

Investments have no restrictions or liens limiting their marketability or realization.



# Nota 11. Property, Plant and Equipment, Net

At December 31, property, plant and equipment, net comprised the following: ,-----.

|   | ,                             | 2012                        |           | 1                          | 2011                        |           |
|---|-------------------------------|-----------------------------|-----------|----------------------------|-----------------------------|-----------|
|   | Cost                          | Accumulated<br>Depreciation | Net cost  | Cost                       | Accumulated<br>Depreciation | Net cost  |
| Construction and buildings (1)              | 1,634,122                     | (651,438)                   | 982,684   | 1,599,230                  | (588,189)                   | 1,011,041 |
| Land  | 463,436                       | -                           | 463,436   | 462,972                    | _                           | 462,972   |
| Machinery and equipment                     | 888,740                       | (597,506)                   | 291,234   | 830,782                    | (534,751)                   | 296,031   |
| Office equipment                            | 613,516                       | (413,936)                   | 199,580   | 555,454                    | (375,100)                   | 180,354   |
| Construction in progress                    | 69,416                        | -                           | 69,416    | 55,858                     | -                           | 55,858    |
| Computers and communication equipment       | 237,154                       | (187,766)                   | 49,388    | 228,526                    | (175,255)                   | 53,271    |
| Transportation equipment                    | 38,910                        | (33,567)                    | 5,343     | 38,238                     | (31,381)                    | 6,857     |
| Security armament                           | 1<br>1 58                     | (50)                        | 8         | 1<br>1 58                  | (44)                        | 14        |
| SUBTOTAL                                    | 3,945,352                     | (1,884,263)                 | 2,061,089 | 3,771,118                  | (1,704,720)                 | 2,066,398 |
| Provision for property, plant and equipment | <br> <br>  -                  | (13,227)                    | (13,227)  | <br> <br>  -               | (13,515)                    | (13,515)  |
| TOTAL PROPERTY, PLANT<br>AND EQUIPMENT, NET | 1<br>1<br>1<br>3,945,352<br>1 | (1,897,490)                 | 2,047,862 | ,<br>,<br>, 3,771,118<br>, | (1,718,235)                 | 2,052,883 |
|   | `                             |                             | /         |                            |                             |           |

# (\*) During 2012 the Company sold the following land and buildings:

| Real estate                                   | City     | Sale<br>amount | Net<br>cost | Profit<br>on sale |
|---|----------|----------------|-------------|-------------------|
| Carulla Buga                                  | Buga     | 1,660          | 1,429       | 231               |
| Commercial locals Bulevar Suramerica 101      | Medellín | 300            | 246         | 54                |
| Commercial locals Bulevar Suramerica 103      | Medellín | 130            | 109         | 21                |
| Commercial locals Bulevar Suramerica 122      | Medellín | 115            | 104         | 11                |
| Commercial locals Bulevar Suramerica 124      | Medellín | 125            | 111         | 14                |
| Commercial locals 9936 shopping mall del Este | Medellín | 277            | 190         | 87                |
| Commercial locals 9954 shopping mall del Este | Medellín | 460            | 460         | _                 |
| Commercial locals Bulevar Suramerica 135      | Medellín | 66             | 62          | 4                 |
| Commercial locals Av. Estación                | Cali     | 2,097          | 57          | 2,040             |
| Surtimax Sogamoso                             | Sogamoso | 2,100          | 1,726       | 374               |
| TOTAL (SEE NOTE 28)                           |          | 7,330          | 4,494       | 2,836             |



Depreciation charged to the income statement during 2012 amounted to \$210,668 (2011 - \$205,395).

Property, plant and equipment do not have restrictions or liens limiting their realization or marketability and represent fully-owned assets.

The Company's assets are covered by insurance policies.

# Valuation of property, plant and equipment

At December 31, the summary of valuations and provisions subject to appraisals in accordance with the policy is as follows:

# 1. With appraisal

|                          | 2012                 |           |                            | 2011                 |           |                            |
|--------------------------|----------------------|-----------|----------------------------|----------------------|-----------|----------------------------|
| Туре                     | Realization<br>Value | Net Cost  | Appraisal<br>(See Note 14) | Realization<br>Value | Net Cost  | Appraisal<br>(See Note 14) |
| Land and buildings       | 2,601,672            | 1,418,899 | 1,182,773                  | 2,509,438            | 1,407,851 | 1,101,587                  |
| Machinery and equipment  | 146,909              | 82,233    | 64,676                     | 211,412              | 130,683   | 80,729                     |
| Office equipment         | 62,585               | 37,562    | 25,023                     | 106,273              | 68,189    | 38,084                     |
| Computers                | 11,270               | 3,099     | 8,171                      | 15,594               | 7,497     | 8,097                      |
| Transportation equipment | 4,514                | 1,399     | 3,115                      | 5,886                | 2,611     | 3,275                      |
| TOTAL VALUATION          | 2,826,950            | 1,543,192 | 1,283,758                  | 2,848,603            | 1,616,831 | 1,231,772                  |
|                          | ×                    |           | /                          |                      |           |                            |

### 2. With provision

|                                       | · ·<br> <br>            | 2012       | × ×       | 2011                    |            |           |
|---------------------------------------|-------------------------|------------|-----------|-------------------------|------------|-----------|
| Туре                                  | Valor de<br>realización | Costo neto | Provisión | Valor de<br>realización | Costo neto | Provisión |
| Land and buildings                    | 14,416                  | 27,221     | (12,805)  | 34,261                  | 47,573     | (13,312)  |
| Machinery and equipment               | 4,028                   | 4,422      | (394)     | i 344                   | 495        | (151)     |
| Computers                             | 19                      | 32         | (13)      | 19                      | 50         | (31)      |
| Office equipment                      | 219                     | 234        | (15)      | 552                     | 573        | (21)      |
| TOTAL PROVISION                       | 18,682                  | 31,909     | (13,227)  | 35,176                  | 48,691     | (13,515)  |
| · · · · · · · · · · · · · · · · · · · |                         |            |           |                         |            |           |

Technical appraisals of real estate and personal property are made every three years in accordance with Article 64 of Decree 2649 of 1993 "Accounting Principles Generally Accepted in Colombia".

# Nota 12. Intangibles, Net

# At December 31, the value of intangibles is represented by:

|   | ,                     | 2012                                    |              |                | 2011                                    |              |
|---|-----------------------|---|--------------|----------------|---|--------------|
|   | Cost                  | Adjusted<br>accumulated<br>amortization | Net<br>Value | Cost           | Adjusted<br>accumulated<br>amortization | Net<br>Value |
| Good will<br>Carulla Vivero S.A. (1)            | I<br>I 1,001,940      | (141,157)                               | 860,783      | 1,001,940      | (108,866)                               | 893,074      |
| Goodwill Spice Investments<br>Mercosur S.A. (2) | 1,027,979             | (32,176)                                | 995,803      | 1,028,061      | (6,348)                                 | 1,021,713    |
| Fiduciary estate rights (3)                     | <b>1</b> 13,948       | (35,980)                                | 77,968       | 50,599         | (12,384)                                | 38,215       |
| Brands (4)                                      | 27,648                | (3,571)                                 | 24,077       | 32,363         | (6,259)                                 | 26,104       |
| Other rights (5)                                | 68,650                | (4,868)                                 | 63,782       | 21,970         | (827)                                   | 21,143       |
| Goodwill Home Mart                              | 5,141                 | (2,590)                                 | 2,551        | 5,141          | (1,480)                                 | 3,661        |
| Goodwill others (6)                             | 14,034                | (12,161)                                | 1,873        | 14,034         | (11,433)                                | 2,601        |
| Rights in shares                                | 18                    | -                                       | 18           | 18             | -                                       | 18           |
| TOTAL INTANGIBLES, NET                          | i<br>1 2,259,358<br>1 | (232,503)                               | 2,026,855    | i<br>2,154,126 | (147,597)                               | 2,006,529    |
|   | ×                     |   | /            |                |   |              |

(1) Goodwill was recorded during 2007 and corresponds to the equity surplus paid by the Company for the acquisition of Carulla Vivero S.A. amounting to \$ 692,101 (including all costs incurred by the Company for the purchase of said company). In December 2009 the Company acquired an additional 22.5% of Carulla Vivero S.A. recording goodwill of \$306,159; and in 2010 an additional

\$3.680 was recorded.

At the close of the year there are no contingencies that may adjust or accelerate the amortization of the goodwill acquired with Carulla Vivero S.A. A valuation was made to confirm it has not lost value, in accordance with Joint Circular No. 011 of August 18, 2005 of the Superintendence of Securities (today Financial Superintendence of Colombia).

(2) The goodwill recorded during 2011 corresponds to excess equity paid by the Company for the acquisition of Spice Investments Mercosur S.A. for \$1,027,979 (includes all costs incurred by the Company in the purchase of said entity).

(3) Includes the contributions to the Autonomous Equity of Centro Comercial San Pedro in Neiva, for \$33,990, the contribution of the Autonomous Equity set up of Viva Laureles in Medellín of 2012 for \$28,578 and others for \$15,400.

(4) Includes the Surtimax and Merquefacil brands mainly converted into Surtimax. (5) Includes amounts paid for purchases of establishments for \$44,689 (2011 - \$15,636), rights in Tesoro stage 3 for \$0 (2011 - \$2,268) and others for \$19,093 (2011 - \$3,239).

(6) Includes goodwills of Merquefácil and Carulla, among others, received from the merger with Carulla Vivero S.A.





# Nota 13. Deferred Charges, Net

# Deferred charges at December 31 comprised the following:

|  | ,<br>!           | 2012                        | 、            | 1       | 2011                        |              |
|--|------------------|-----------------------------|--------------|---------|-----------------------------|--------------|
|  | Cost             | Accumulated<br>Amortization | Net<br>Value | Cost    | Accumulated<br>Amortization | Net<br>Value |
| PREPAID EXPENSES:                                  | <br>             |                             |              |         |                             |              |
| Insurance  | 12,446           | -                           | 12,446       | 12,173  | -                           | 12,173       |
| Leases   | 1,900            | -                           | 1,900        | 2,384   | -                           | 2,384        |
| Maintenance  | 722              | -                           | 722          | 927     | -                           | 927          |
| Publicity  | 521              | -                           | 521          | 827     | -                           | 827          |
| Others   | 384              | -                           | 384          | _       | -                           | -            |
| SUBTOTAL PREPAID EXPENSES                          | 1<br>1<br>15,973 | -                           | 15,973       | 16,311  | -                           | 16,311       |
| Deferred income tax (See Note 19)                  | 26,770           | -                           | 26,770       | 31,905  | -                           | 31,905       |
| SUBTOTAL CURRENT DEFERRED<br>CHARGES               | 42,743           | -                           | 42,743       | 48,216  | -                           | 48,216       |
| DEFERRED CHARGES:<br>Leasehold improvements        | 377,551          | (218,685)                   | 158,866      | 312,085 | (176,203)                   | 135,882      |
| Deferred income tax (See note 19)                  | 39,387           | -                           | 39,387       | 66,133  | -                           | 66,133       |
| Software (1)                                       | 177,675          | (142,088)                   | 35,587       | 158,817 | (127,402)                   | 31,415       |
| Leases (2)   | 9,924            | -                           | 9,924        | 9,759   | -                           | 9,759        |
| Deferred monetary correction                       | 19,331           | (16,965)                    | 2,366        | 19,331  | (15,962)                    | 3,369        |
| Deferred actuarial calculation                     | 2,331            | -                           | 2,331        | 2,590   | -                           | 2,590        |
| SUBTOTAL NON CURRENT<br>DEFERRED CHARGES           | 626,199          | (377,738)                   | 248,461      | 568,715 | (319,567)                   | 249,148      |
| TOTAL DEFERRED CHARGES<br>IN ASSETS                | 668,942          | (377,738)                   | 291,204      | 616,931 | (319,567)                   | 297,364      |
| LIABILITIES:<br>Deferred financing interest income | 450              | -                           | 450          | 311     | -                           | 311          |
| Subtotal current deferred charges in liabilities   | i<br>i 450       | -                           | 450          | 311     | -                           | 311          |
| Deferred income tax (See Note 19)                  | 9,204            | -                           | 9,204        | 16,742  | -                           | 16,742       |
| Deferred monetary correction                       | 29,481           | (25,801)                    | 3,680        | 29,480  | (24,242)                    | 5,238        |
| SUBTOTAL NON DEFERRED<br>CHARGES                   | 1<br>1<br>38,685 | (25,801)                    | 12,884       | 46,222  | (24,242)                    | 21,980       |
| TOTAL DEFERRED CHARGES IN<br>LIABILITIES           | 39,135           | (25,801)                    | 13,334       | 46,533  | (24,242)                    | 22,291       |

# Nota 14. Valuations

# At December 31, the summary of valuations is as follows:

|   | ,                | 2012        |                  |                  | 2011        |                  |  |
|---|------------------|-------------|------------------|------------------|-------------|------------------|--|
|   | Valuation        | Devaluation | Net<br>Valuation | Valuation        | Devaluation | Net<br>Valuation |  |
| Construction and buildings<br>(See Note 11) | i<br>i 1,182,773 | -           | 1,182,773        | 1,101,587        | -           | 1,101,587        |  |
| Equipment (See Note 11)                     | 100,985          | -           | 100,985          | 130,185          | -           | 130,185          |  |
| Fiduciary rights                            | 65,607           | -           | 65,607           | 21,130           | -           | 21,130           |  |
| Investments                                 | 2,881            | (384)       | 2,497            | 2,759            | (413)       | 2,346            |  |
| TOTAL VALUATIONS                            | ו<br>1,352,246   | (384)       | 1,351,862        | i<br>i 1,255,661 | (413)       | 1,255,248        |  |
|   | `                |             | /                |                  |             |                  |  |

# Nota 15. Financial Obligations

# Balances at December 31 consisted of:

|                              | 201                           | 2           | 2011       |                  |  |
|------------------------------|-------------------------------|-------------|------------|------------------|--|
|                              | Entity                        | Book Value  | Book Value | Interest Rate    |  |
| SHORT TERM                   | 1                             |             |            |                  |  |
| Credit cards                 | Bancolombia                   | 11          | 100        |                  |  |
| TOTAL LOCAL CURRENCY LOAN    | <br> <br>                     | 11          | 100        |                  |  |
| Foreign currency loan        | Bancolombia                   | -           | 31,083     | Libor 120 + 3.61 |  |
|                              | Banco de Bogotá               | -           | 38,854     | Libor 120 + 3.4  |  |
| Forward hedge operation      | Fiduciaria<br>Corficolombiana | _           | (3)        |                  |  |
|                              | Helm Bank S.A.                |             | (81)       |                  |  |
| TOTAL FOREIGN CURRENCY LOANS | <br> <br>                     | <br>-  <br> | 69,853     |                  |  |
| TOTAL FINANCIAL OBLIGATIONS  | <br> <br>                     | 11          | 69,953     |                  |  |
| ×                            |                               |             |            |                  |  |

# At December 31, 2012, the Company has no current credit in foreign currency.

×\_\_\_\_\_/

(\*) En 2012, la compañía adquirió programas de computador para su programa de expansión por valor de \$18,864 (2011 - \$18,723).





# Nota 16. Suppliers

EAt December 31, the balance of suppliers was comprised of the following:

|                 | /\        |           |
|-----------------|-----------|-----------|
|                 | 2012      | 2011      |
| Local           | 1,343,871 | 1,172,202 |
| Foreign         | 152,990   | 82,566    |
| TOTAL SUPPLIERS | 1,496,861 | 1,254,768 |
|                 | `'        |           |

# Nota 17. Accounts Payable

At December 31, the balance of short-term accounts payable consisted of:

|   | 2012                    | 2011                     |
|---|-------------------------|--------------------------|
| RELATED PARTIES (SEE NOTE 8)  | 114                     | 583                      |
| DIVIDENDS PAYABLE (1)   | 49,530                  | 808                      |
| SUNDRY CREDITORS:<br>Costs and expenses payable                       | I I<br>I I<br>I 188,419 | I<br>I<br>I 192,926      |
| Contractors   | 33,206                  | 36,642                   |
| Goods retirement orders pending utilization                           | 39,756                  | 33,564                   |
| Tax withholding payable   | 17,191                  | 20,697                   |
| Contribution to the Social Security Law and payroll contributions (2) | 4                       | <b>1</b><br><b>1</b> 818 |
| Other sundry creditors  | 869                     | 851                      |
| SUBTOTAL SUNDRY CREDITORS   | 279,445                 | 285,498                  |
| TOTAL SHORT-TERM ACCOUNTS PAYABLE                                     | 329,089                 | 286,889                  |
|   | `/                      |                          |

(1) A quarterly dividend of \$108.75(\*) per share was declared at the General Shareholders' Meeting held on March 16, 2012, payable in four installments between the sixth (6th) and the tenth (10th) business day of April, July and October, 2012 and January 2013.

(\*) Expressed in Colombian pesos.

(2) Includes amounts payable for the heading Social Security Law and payroll contributions at December 31, 2012 and 2011. Payments were made in advance in 2012.

At December 31, 2012 and 2011, the Company satisfactorily complied with all rules relating with the Social Security Law and payroll contributions.

The Company does not have accounts payable which duration exceeds five years.



# Nota 18. Bonds

By means of Resolution No. 0414 issued in March 2006 by the Colombian Financial Superintendence, the Parent Company, Almacenes Éxito S.A., was authorized to issue bonds with the following characteristics:

| Amount authorized:                  | \$200,000   |
|-------------------------------------|---|
| Amount placed at December 31, 2006: | \$105,000   |
| Nominal value:                      | \$1   |
| Payment form:                       | Upon maturity   |
| Maturity date                       | 26.04.2013  |
| Issue Administrator:                | Depósito Centralizado de Valores de Colombia S.A. – DE-<br>CEVAL S.A. (Colombian Centralized Securities Depository) |

The prospectus for the placement of 2006 common bonds of Almacenes Éxito S.A., stipulates the following general guarantee for said bonds:

"To respond to the holders of Common Bonds with all the assets, in the capacity of general collateral, for compliance with all commitments acquired as a result of the issue of the Common Bonds".

By means of Resolution No. 0335 issued on April 27, 2005 by the Colombian Superintendence of Securities (now Colombian Financial Superintendence), Carulla Vivero S.A. (company absorbed by Almacenes Éxito S.A. in 2010), was authorized to issue bonds with the following characteristics:

| Authorized amount:             | \$150,000  |
|--------------------------------|--|
| Amount placed at May 31, 2005: | \$150,000  |
| Nominal value:                 | \$10   |
| For of payment:                | Upon maturity  |
| Maturity date                  | 05.05.2015   |
| Issue Administrator:           | Depósito Centralizado de Valores de Colombia S.A. –<br>DECEVAL S.A |

In the General Assembly of Bondholders of Carulla Vivero S.A. held in Bogotá on June 18, 2010, the change of issuer of these bonds was approved upon passing to the name of Almacenes Éxito S.A.

## At December 31, 2012, market values were:

| Date<br>of Issue | Peso<br>value | Date<br>of Issue | Term    | Interest<br>Rate                       |
|------------------|---------------|------------------|---------|--|
| 26.04.2006       | 74,650        | 26.04.2013       | 7 años  | CPI + 5.45% semi-<br>annual in arrears |
| 05.05.2005       | 150,000       | 05.05.2015       | 10 años | IPC + 7.5%                             |
| TOTAL            | 224,650       |                  |         |  |

In 2012, total interest of \$22,715 (2011 - \$22,859) was charged to results. At December 31, 2012, accrued interest payable of \$3,608 (2011 - \$3,846) was recorded.



# Nota 19. Taxes, Duties And Rates

Advances and balances in favor and taxes, duties and rates at December 31 were comprised of the following:

|   | /\           |          |
|---|--------------|----------|
|   | 2012         | 2011     |
| Income tax  | (57,469)     | (69,686) |
| Industry and commerce tax advance and real estate tax | (4,399)      | (3,723)  |
| Industry and commerce tax withheld                    | (2,980)      | (2,445)  |
| Sales tax in favor - importations                     | (165)        | (165)    |
| INCLUDED IN CURRENT ASSETS (SEE NOTE 6)               | i (65,013) i | (76,019) |
| Current equity tax                                    | 46,865       | 46,865   |
| Sales tax payable                                     | 54,710       | 46,458   |
| Industry and commerce tax and real estate tax         | 22,491 L     | 20,398   |
| Promotion installments                                | 1 72 I       | 80       |
| INCLUDED IN CURRENT LIABILITIES                       | 124,138      | 113,801  |
| LONG-TERM EQUITY TAX                                  | 46,865       | 93,730   |
| TOTAL TAXES, DUTES AND RATES, NET                     | i 105,990 i  | 131,512  |
|   | ·/           |          |

Net Revenues Total TAXES, DUTIES AND RATES, NET

# The estimated current asset for income tax at December 31 was comprised of the following:

|                                    | /\        |           |
|------------------------------------|-----------|-----------|
|                                    | 2012      | 2011      |
| LIABILITY - PROVISION FOR THE YEAR | 55,436    | 33,551    |
| Less tax withholding               | (112,905) | (103,237) |
| TOTAL INCOME TAX RECEIVABLE        | (57,469)  | (69,686)  |
|                                    | ×/        |           |

The movement of deferred income tax during the year was the following:

| (81,296) | (89,209)   |
|----------|--|
|          | (00,200)   |
| 1        |  |
| 24,330   | 2,402  |
| (7,426)  | (8,503)  |
| (10,620) | (15,971)   |
| (8,639)  | (8,100)  |
| 436      | 634  |
| 544      | -  |
| 8,503    | 12,882   |
| 5,633    | 10,236   |
| 8,100    | 5,962  |
| (8,371)  | 8,371  |
| 11,853   | -  |
| 24,343   | 7,913  |
| (56,953) | (81,296)   |
|          | (7,426)         (10,620)         (8,639)         436         544         8,503         5,633         8,100         (8,371)         11,853         24,343 |

| (1) The movement of 2012 corresponds to 33% of the amortization of excess p |
|---|
| The movement of 2011 corresponds to 33% of the amortization of excess o     |
| and to 33% of the higher excess of presumptive income of 2010 of (\$4,320)  |

(2) At December 31, 2012 deferred taxes were updated with the tax rates stipulated in Law 1607 of the tax reform, and that will be effective as of January 1, 2013. The main impact is due to the reduction of the income tax rate from 33% to 25%. Therefore, excess of presumptive income may be recovered of 33% at 25%.

(3) Included in the balance sheet as follows:

| Current assets                 |
|--------------------------------|
| Deferred charges (See Note 13) |
| Non current assets             |
| Deferred charges (See Note 13) |
| Non current liabilities        |
| Deferred charges (See Note 13) |
|                                |

TOTAL



presumptive income over net ordinary income of prior years of \$73,726. of presumptive income over net ordinary income of prior years of \$11,600

| /        |          |
|----------|----------|
| 2012     | 2011     |
|          | 1        |
| (26,770) | (31,905) |
| 1        | 1        |
| (39,387) | (66,133) |
| I<br>I   | 1        |
| 9,204    | 16,742   |
| (56,953) | (81,296) |
| `'       | ,        |



# The reconciliation between accounting profit and taxable income for tax purposes is as follows:

|   | 2012           | 2011     |
|---|----------------|----------|
| Profit before income tax  | 555,084        | 430,919  |
| Plus:   |                |          |
| Provision for investments   |                | 11       |
| Provision for unknown shrinkage   | 32,182         | 48,398   |
| Provision for industry and commerce, real estate tax and stamp tax  | 26,179         | 24,544   |
| Provision for property, plant and equipment   | 2,223          |          |
| Non deductible expenses for accrued liabilities   | 6,494          | 13,131   |
| Non deductible expenses   | 12,267         | 6,141    |
| Recovery of depreciation in sale of fixed assets  | 1,360          | 5,984    |
| Adjustment of depreciation expense for accounting and tax difference  |                | 1,322    |
| Tax on financial movement   | 8,299          | 13,888   |
| Reimbursement of deduction for investment in fixed productive assets  | 260            | 639      |
| Gain exchange difference from investment in Uruguay   | <br>  -        | 11,648   |
| Less:   |                | (70.000  |
| Deduction of 40% of investment in income generation producers   | (77,651)       | (76,000  |
| Compensation of tax loss of 2008 readjusted for tax purposes.   | I - I<br>i - i | (59,197  |
| Amortization of prior years' excess of presumptive income   | I (73,726) I   | (11,600  |
| Provision of prior years' liabilities, deductible in the current year.  | (10,331)       | (28,481  |
| Retirement of profit on sale of fixed assets declared due to capital gains                                    | (3,771)        | (11,173  |
| Income / expense under equity method of results   | (62,791)       | (28,995  |
| Provision for prior years' inventories, deductible in the current year  | I (28,605) I   | (33,813  |
| Difference between the accounting and tax amortization of intangibles   | (125,912)      | (147,460 |
| Provision for industry and commerce tax and real estate tax of the prior year deductible in the current year. | i (24,544) i   | (20,242  |
| Recovery of provision for assets (*)  | l (37,989) l   | (37,078  |
| Other non taxable income  | (1,120)        | (2,747   |
| Exchange difference expense from investment in Uruguay  | (29,973)       |          |
| Revenue not constituting income or capital gain   | (43)           | (52      |
| TOTAL ORDINARY INCOME   | 1 167,893 I    | 99,787   |

(\*) In 2012, recoveries of provisions were recorded as follows: Cativén S.A. of \$35,163 (2011 - \$32,974), recovery of provision for fixed assets \$2,510 (2011 - \$2,621), recovery of other provisions of \$316 (2011 - \$626) and recoveries of provisions Predios del Sur "in liquidation" for \$0 (2011 - \$857).



# For tax purposes, capital gains are as follows:

| /                      |   |
|------------------------|---|
| i 2012 i               | 2011  |
| 5,856                  | 42,214  |
| 1,119                  | 2,633   |
| _  <br>                | 2,455   |
| 6,975                  | 47,302  |
| (5,856) <mark> </mark> | (36,815)  |
| (1,025)                | (2,731)   |
|                        | (3,450)   |
| (6,881)                | (42,996)  |
| 1 94 I                 | 4,306   |
| 31                     | 1,421   |
| ··                     |   |
|                        | 5,856<br>1,119<br>-<br>(5,856)<br>(1,025)<br>-<br>(6,881)<br>94 |

| Net equity at December 31 of the prior year                |
|--|
| Less net equity to be excluded                             |
| NET EQUITY BASE PRESUMPTIVE INCOME                         |
| Presumptive income over net equity                         |
| PRESUMPTIVE INCOME   |
| Ordinary net income  |
| NET TAXABLE INCOME   |
| Income tax before earnings (33%)                           |
| Tax on capital gains                                       |
| TOTAL CURRENT LIABILITY FOR INCOME TAX BEFORE TAX DISCOUNT |
| Tax discount investment in cattle raising companies        |
| TOTAL CURRENT LIABILITY FOR INCOME TAX                     |
| Current income tax expense                                 |
| Deferred taxes net movement                                |
| INCOME TAX EXPENSE   |

| 0. |                    |                 |
|----|--------------------|-----------------|
|    | 2012               | 2011            |
|    | 5,667,671          | 3,385,667       |
|    | (71,243)           | (59,434)        |
|    | 5,596,428          | 3,326,233       |
|    | 167,893            | 99,787          |
|    | 167,893            | 99,787          |
|    | 167,893            | 99,787          |
|    | 167,893            | 99,787          |
|    | 55,405             | 32,930          |
|    | 1<br>1 31          | <b>I</b> 1,421  |
| E  | 55,436             | 34,351          |
|    | -                  | I (800)         |
|    | 1<br>1 55,436<br>1 | 33,551          |
|    | 55,436             | <b>I</b> 33,551 |
|    | 24,343             | 7,913           |
|    | ,<br>1 79,779      | 41,464          |
|    | <u>`</u>           | 1               |



### The reconciliation between accounting and tax equity is the following:

|  | ,、               |            |
|--|------------------|------------|
|  |                  | 2011       |
| ACCOUNTING EQUITY AT DECEMBER 31   | 7,595,235        | 7,241,220  |
| Plus:  | 1 I<br>I I       |            |
| Clearing of net fixed assets and tax adjustments   | 243,510          | 189,40     |
| Estimated liabilities from expenses  | 33,438           | 35,60      |
| Provision for inventories (See Note 7)   | 42,601           | 48,30      |
| Provision for fixed assets (See Note 11)   | 13,227           | 13,51      |
| Provision for accounts receivable from clients (See note 6)                                  | 56               |            |
| Provision for accounts receivable from sundry debtors (See note 6)                           | 5,715            | 40,37      |
| Elimination of accumulated depreciation due to difference in accounting and tax useful lives |                  | 1,88       |
| Higher equity value temporary investments  | 2,684            | 2,68       |
| Deferred tax payable (See Note 13)   | 9,204            | 16,74      |
| Provision for industry and commerce tax  | 2,127            | 2,02       |
| Provision for investments (See Note 9)   | 25               | 2          |
| Less;  | I I<br>I I       |            |
| Valuations of fixed assets (See Note 14)   | (1,283,758)      | (1,231,772 |
| Valuations of investments (See Note 14)  | (2,497)          | (2,346     |
| Amortization of deferred charges due to goodwill capitalized expenses                        | (81,783)         | (81,783    |
| Deferred tax receivable (See Note 13)  | ı (66,157) ı     | (98,038    |
| Elimination equity method of Didetexco S.A.  | (40,601)         | (25,192    |
| Elimination of equity method of Spice Investments Mercosur S.A.                              | (77,480)         | (25,153    |
| Elimination of equity method of Almacenes Éxito Inversiones S.A.S.                           | I I<br>I (567) I | 2          |
| Difference between accounting and tax amortization of intangibles                            | (789,985)        | (458,462   |
| Other minor differences  |                  | (1,386     |
| TOTAL NET EQUITY   | 5,604,994        | 5,667,67   |

# Income tax and capital gains

On December 26, 2012, the Colombian Congress approved the Tax Reform Law 1607 which introduces important changes regarding income tax and also the creation of the income tax for fairness CREE, intended mainly for financing SENA, ICBF, the health social security system, which will be enforced as of 2013 and of which we will try to detail below.

Current tax provisions applicable to the Company stipulate that:

- a. Until of 2012 taxable income is subject to the rate of 33%.
- b. The base to determine income tax may not be lower than 3% of its net equity in the last day of the previous taxable year.
- c. As of taxable year 2007, integral inflation adjustments were eliminated for tax purposes and capital gains for legal entities, calculated on total income which taxpayers earn during the taxable year.
- d. The annual percentage of readjustment for the cost of movable assets and real estate having the nature of fixed assets, for 2012 is of 3.04% (2011 - 3.65%).
- e. As of taxable year 2007 and until taxable year 2009, the deduction for effective investments made in real productive fixed assets is of 40% and its use does not generate profit taxed in the name of the partners or shareholders. Taxpayers that acquire fixed productive depreciable assets as of January 1, 2007 and use the deduction established herein, may only depreciate such assets by the straight-line system and will not be entitled to the audit benefit even if they comply with the rules established to access to it in tax regulations. Before January 1, 2007, this deduction on investments in fixed productive assets applied without the obligation to depreciate these assets by the straight-line method. In the event the assets on which the deduction benefit referred to above was taken are no longer used in the income producing activity or are disposed of, the proportion of this deduction, equivalent to the remaining useful life at the time or their abandonment or sale, constitute taxable income at the current rates.

Law 1370 of 2009 decreased for 2010 the rate for the deduction from 40% to 30% for effective investments made in real productive fixed assets. Law 1430 of December 29, 2010 eliminates the special



deduction upon investment in real productive fixed assets as of taxable year 2011. However, the likelihood of stabilizing this rule for a maximum term of 3 years is authorized for those investors who have submitted a request to access legal stability contracts before November 1, 2010.

The Company may request 40% of these investments until 2017 since article 158-3 of the Tax Code is included in the Legal Stability contract established in Law 963 of July 2005, signed with the State for a term of ten years counted as of August 2007.

f. At December 31, 2011, the Company had a readjusted tax loss of \$59,197, which was compensated in the 2011 income tax return. At December 31, 2012, excess of presumptive income over net income readjusted for tax purposes amount to \$228.381. of which the amount of \$73.726 is expected to be compensated in the 2012 income tax return for a final balance pending compensation of \$154,655. Pursuant to current tax rules, as of taxable year 2007, companies may compensate without percentage limitation and at any time, tax losses readjusted for tax purposes with net ordinary income irrespective of the year presumptive income. The excess of presumptive income over ordinary income earned as of taxable year 2007 may be compensated with net ordinary income determined within the following five (5) years, readjusted for tax purposes. Companies' losses will not be transferable to the partners. Tax losses originated in revenues not constituting income or capital gain, and on costs and deductions not having a cause-effect relationship with the generation of taxable income may in no case be compensated with the taxpayer's net income.

In applying articles 188 and 189 of the Tax Code for taxable year 2012 and 2011, the Company established its income tax liability by the presumptive income system.

The tax returns of 2008 (reflected tax loss) and 2011 (the tax loss was compensated) are subject to review for 5 years counted as of the filing date; the 2010 return is subject to review until 2013. The equity tax returns for the taxable periods 2010 and 2011 are subject to review by the tax authorities. The tax advisors and the Company's management consider that no additional taxes payable will arise other than those accrued at December 31, 2012.



# Equity tax for taxable year 2011

The National Government approved Law 1370 of December 30, 2009 and introduced tax changes, created the equity tax for taxable year 2011, payable by legal entities, individuals and de facto companies, and taxpayers declaring income tax. For purposes of this tax, the concept of wealth is equivalent to total net equity of the obliged party, which amount is equal or higher than three thousand million pesos (3000).

The base for the calculation of such tax corresponds to net equity at January 1, 2011 at the rate of 2.4% for equities which taxable base is equal or higher than three thousand million pesos (\$3,000) without exceeding five thousand million pesos (\$5,000) and of 4.8% for equities which taxable bas is equal or higher than five thousand million pesos (\$5,000).

The equity tax for 2011 should be paid in eight equal installments during 2011, 2012, 2013 and 2014, within the terms established by the National Government.

The tax for taxable year 2011 including the rate established by Decree 4825 of 2010 amounts to \$187,461, which was recorded by the Company as a lower value of equity revaluation.

Changes in equity tax

with the tax reform

of 2010

### b. Composition of the taxable base for purposes of determining the tax payable by taxpayers. Two rules are included that seek controlling decreases of equities that are the base of the tax:

- If the taxpayer carried out spin-off processes during 2010, it should add the equities of the spun-off and beneficiary companies in order to calculate their tax due.
- 2. If during 2010 the taxpayer organized simplified stock companies, it should add to its equity, the equity of the new legal entities to determine the taxable base of the equity tax.
- c. Certain additional considerations as a result of the social emergency decree 4825 of 2010 Upon the issue of the decree 4825 of 2010, the following additional measures to take into account were adopted:
- The creation of an equity tax on net equities exceeding one thousand million pesos (\$1,000) and two thousand million pesos (\$2,000) at 1% and 1.4%, respectively.
- 2. A surtax of 25% is established for taxpayers of the equity tax of law 1370 of 2009, for whom the effective rate would pass from 2.4% to 3% for net equities of ranging from three thousand and five thousand (\$3,000 and \$5,000), and from 4.8% to 6% for net equities higher in excess of five thousand million pesos (\$5.000).

# Tax Reform Law 1607 of December 26, 2012

The National Government approved Law 1429 of December 29, 2010, and introduced tax changes for taxable year 2011, namely:

a. Clarification of the taxable base to take into consideration for purposes of applying the rate Article 296-1 of the Tax Code is amended to clarify that the tax rate is applied on the taxable base defined in article 295-1, when the taxpayer's equity exceeds the limits of \$3,000 and \$5,000 million established in Law 1370 de 2009.

# 1. Income tax rate

The income tax rate is reduced from 33% to 25% as of 2013. The formula to calculate non taxed dividends is changed to avoid double taxation for the shareholder, the headings of permanent establishment, sub-capitalization and the abuse in tax matters are introduced in the tax system and business reorganizations are limited.

# 2. Income tax for fairness (CREE)

The income tax for fairness – CREE is created as of January 1, 2013 as the contribution with which companies and assimilated legal entities which are declaring income taxpayers for the benefit of employees, the generation of employment, and the social investment with contributions to SENA, ICBF, the health social security system and transitorily to public universities and to the social investment in the area of farming ad stockbreeding.

The rate is of 8%; however transitorily and for 2013, 2014 and 2015 the rate will be If 9%.

The taxable base is gross revenues of the year, including capital gains less returns, rebates and discounts, less the income not constituting income or occasional profit (incrngo), less costs and deductions, but without including donations, contributions to mutual investment funds, the deduction in income generation fixed assets and deductions for science and technology and environment, and finally less certain exempt income. The CREE does not permit the compensation of tax losses or the compensation for excess presumptive income.



# 3. Exoneration of payroll contributions and to the health system

The employers that are legal entities declarers of income tax are exonerated from contributions to SENA, ICBF and the health social security regime in respect of employees of up to 10 minimum monthly salaries.

# 4. Dividends or participation in profits

Included in the definition of dividends is the transfer of revenues from Colombian source income obtained through the agencies, permanent establishments or branches in Colombia in favor of foreign related parties, the revenue is accrued at the time of the transfers of profits abroad.

The rule to determine dividends not taxed in the name of the shareholders for profits made as of January 1, 2013 is modified thus avoiding partner-shareholder double taxation.

# 5. Capital Gains

The tax rate on capital gains from the sale of fixed assets owned for more than two years, or from the perception of donations is reduced from 33% to 10%.



# Nota 20. Labor Obligations

The balance of labor obligations at December 31 was comprised of the following:

|  | 2012             |                      | 20               | 11                   |  |
|--|------------------|----------------------|------------------|----------------------|--|
|  | Current<br>Value | Non current<br>Value | Current<br>Value | Non current<br>Value |  |
| Severance Law 50                           | 24,983           | -<br>-<br>           | 22,037           | -                    |  |
| Vacations and vacation bonus payable       | 18,241           | <br>-                | 12,017           | -                    |  |
| Salaries and other fringe benefits payable | 15,862           | - 1                  | 22,974           | -                    |  |
| Retirement pensions (See Note 21)          | 3,079            | -  <br>-             | 3,079            | -                    |  |
| Interest on severance payable              | 2,971            | <br>-                | 2,758            | _                    |  |
| Accumulated severance previous regime      | 392              | 540 1                | 392              | 558                  |  |
| TOTAL LABOR OBLIGATIONS                    | 65,528           | 540 i                | 63,257           | 558                  |  |
| N/   |                  |                      |                  |                      |  |

# Nota 21. Retirement Pensions Estimated Liability

The amount of the Company's obligations for retirement pensions has been determined based on actuarial studies, taking into account Decree 4565 of December 7, 2010, whereby the technical bases for the preparation of such calculations are changed.

The Company is responsible for the payment of retirement pensions to employees who meet the following requirements:

- Employees who at January 1, 1967 had more than 20 years of services (fully responsibility).
- Employees and former employees with more than 10 years of services and less than 20, at January 1, 1967 (partial responsibility).

For other employees, the Social Security Institute or the authorized pension funds assume the payment of these pensions.

The actuarial calculations and the amounts recorded are detailed below:

| NON CURRENT PORTION                                      | 16,636  | 17,720  |
|--|---------|---------|
| Less: current portion (See Note 20)                      | (3,079) | (3,079) |
| Actuarial calculation of the obligation (100% amortized) | 19,715  | 20,799  |
|  | 2012    | 2011    |

At December 31, 2012, the actuarial calculation includes 176 individuals (2011 - 188).



The benefits covered correspond to monthly reti-The deferred retirement pension cost was amortized rement pensions, pension readjustments in accor- in accordance with tax regulations. For the Company, dance with legal provisions, survival income, funeral the net balance at December 31, 2012 and 2011 repreallowance and bonuses in June and December, lega- sents 100% of actuarial calculations of the total conlly established. tingent obligation at the end of such years.

# Nota 22. Estimated Liabilities And Provisions

The balance of estimated liabilities and provisions at December 31 was comprised of the following:

|  | /\            |        |
|--|---------------|--------|
|  | 2012          | 2011   |
| Provision for brand loyalty (*)            | 15,165        | 15,165 |
| Municipal taxes                            | 9,623         | 10,448 |
| Labor and civil processes                  | i 6,625       | 6,121  |
| Legal stability contract                   | -             | 865    |
| Other                                      | 2,170         | 2,140  |
| TOTAL ESTIMATED LIABILITIES AND PROVISIONS | ı<br>1 33,583 | 34,739 |
|  | ×/            |        |

(\*) Liability generated by brand loyalty programs of clients, denominated "ÉXITO Points" and "CARULLA Superclient".

# Nota 23. Other Liabilities

The balance of other liabilities at December 31 was comprised of the following:

| Collections received for third parties (1)      |
|---|
| Withheld in guarantee (2)                       |
| Installments received for "Reserve it Plan" (3) |
| SUBTOTAL OTHER CURRENT LIABILITIES              |
| Other non current liabilities (4)               |

TOTAL OTHER LIABILITIES

| /      |        |
|--------|--------|
| 2012   | 2011   |
| 21,252 | 12,113 |
| 3,117  | 793    |
| 1,842  | 2,301  |
| 26,211 | 15,207 |
| 58,986 | 62,118 |
| 85,197 | 77,325 |
| ·/     |        |



- (1) For 2012 and 2011, includes collections for third parties for items such as: utilities, mobile telephone, cable TV, non bank correspondents, remittances and others.
- (2) The balance of the account in 2012 includes the cancellation withheld from services of Cooperativa Nacer of \$572, Civil Works in Éxito Simón Bolívar in the city of Cali for \$972, Pomona Calle 110 in the city of Bogotá for \$193, Carulla Calle 82 in the city of Bogotá for \$128, Exito Soledad in the city of Barranguilla for \$122 and other smaller ones for \$1,130.
- (3) In 2012, the sum of \$322 was charged to results for uses, corresponding to items not claimed of 2008 at June30, 2009, and in 2011 \$198 items not claimed of 2007; in accordance with the agreements established in the regulations of this negotiation system.
- (4) During 2010, the company signed a purchase-sale agreement for the construction of a Locatel building in the Centro Comercial Puerta del Norte in the municipal jurisdiction of Bello of \$3.198 and Exito Colombia of the city of Medellín for \$1.163. In 2008, the Company signed three business cooperation contracts with EASY Colombia, which corporate purpose is the delivery by Almacenes Éxito S.A. of the tenance of locals in Éxito Occidente, Éxito Norte and Éxito Américas in Bogotá and permits EASY Colombia the installation and economic exploitation. The accumulated balance of the construction of these locals in 2012 was of \$61,254, of which \$6,629.has been amortized

# Nota 24. Equity

# 24.1 Capital

The Company's authorized capital is represented by 530.000.000 common shares at at a par value of \$10 (\*) each, subscribed and paid-in capital amounts to \$4,482 (2011 - \$4,482), the number of outstanding shares amounts to 447.604.316 and the number of own reacquired shares amounts to 635.835 in each year.

# 24.2 Additional paid-in capital

Additional paid-in capital represents the higher amount paid over the par value of the shares. In accordance with legal provisions, this balance may be distributed as profits upon the liquidation of the Company or its value is capitalized. Capitalization is understood to be the transfer of surplus to a capital account, as a result of the issue of a dividend in shares.

(\*) Expressed in Colombian pesos.

The movement of capital and the additional paid-in capital during 2011 corresponded to:

|                        | Shares      | Price (*) | Capital | Additional paid-in<br>Capital |  |
|------------------------|-------------|-----------|---------|-------------------------------|--|
| Issue of common shares | 114.270.684 | 21,900    | 1,142   | 2,553,877                     |  |

### (\*) Expressed in Colombian pesos.

The adjustment for exchange difference of the investment in Spice Investments Mercosur S.A. was recorded as capital surplus in 2012 for \$28,095 (2011 - \$11,648).

# 24.3 Reservas

Except for the reserve for the reacquisition of shares, the remaining reserves were set-up with retained earnings and are at the free disposition of the Company's General Shareholders' Meeting.

The Company is required to appropriate as a legal reserve 10% of its net annual earnings until the reserve balance reaches 50% of subscribed capital. The reserve is not distributable before the liquidation of the Company but may be used to absorb or reduce losses. The appropriations made in excess of the above mentioned 50% are at the free disposition of the General Shareholders' Meeting.

# 24.4 Equity Revaluation

Inflation adjustments of balances of equity accounts originated until December 31, 2006, have been credited to this account, against results, excluding the valuation surplus. In accordance with legal provisions, this balance may be distributed as profit upon the liquidation of the entity or its value is capitalized. Capitalization is understood when surplus is transferred to a capital account as a result of the issuance of a dividend in shares.

Upon the issuance of Law 1111 of December 27, 2006, the National Government eliminated the integral inflation adjustments for tax purposes. For accounting purposes, they were eliminated by means Decree 1536 of May 7, 2007 as of January 1, 2007.

Law 1370 of December 30, 2009 established the equity tax from 2011 to 2014. The Company recorded as a reduction of the revaluation of equity \$187,461 corresponding to the tax paid for the 4 years (2011 to 2014).

# Nota 25. Debit And Credit Memorandum Accounts

### At December 31, the balance of this account was comprised of the following:

Tax debit accounts

# SUBTOTAL TAX DEBIT ACCOUNTS Unused credits in favor (1) Property, plant and equipment fully depreciated Inflation adjustments of non monetary assets Assets given in trust (2) Goods on consignment (3) Unused letters of credit Litigation and lawsuits (4) Postdated checks SUBTOTAL CONTROL DEBIT ACCOUNTS Other litigation and lawsuits (5) Litigation and labor lawsuits Other contingent obligations (6) Purchase-sale agreements Assets and securities received in guarantee SUBTOTAL CONTINGENT OBLIGATIONS

Tax credit accounts

SUBTOTAL TAX CREDIT ACCOUNTS

Equity inflation adjustments

SUBTOTAL CONTROL CREDIT ACCOUNTS

TOTAL DEBIT AND CREDIT MEMORANDUM ACCOUNTS

(1) Certain financial entities granted current credit limits, which are at the Company's disposition.



|   |           | 、<br>、         |
|---|-----------|----------------|
|   | 2012      | 2011           |
|   | 1,551,179 | 1,387,537      |
|   | 1,551,179 | 1,387,537      |
|   | 1,463,972 | 1,427,987      |
|   | 818,553   | 718,902        |
|   | 202,496   | 219,083        |
|   | 94,110    | 43,705         |
|   | 82,140    | 53,928         |
|   | 26,154    | 36,925         |
|   | 15,529    | 16,455         |
|   | 1,758     | 2,879          |
|   | 2,704,712 | 2,519,864      |
|   | 43,626    | 30,647         |
|   | 10,439    | 10,811         |
|   | 9,600     | -              |
|   | 500       | 500            |
|   | 337       | 343            |
|   | 64,502    | 42,301         |
|   | 84,199    | 366,321        |
|   | 84,199    | 1<br>1 366,321 |
|   | 134,267   | 134,267        |
|   | 134,267   | 134,267        |
| S | 4,538,859 | 4,450,290      |
|   | `         | /              |



### (2) Includes the following real estate:

|   | /       |        |
|---|---------|--------|
| Project                                       | 2012    | 2011   |
| San Pedro Plaza 2                             | 33,990  | 27,012 |
| Viva Laureles                                 | 28,578  | -      |
| San Pedro Plaza 3                             | 11,518  | -      |
| San Pedro Plaza                               | 7,707   | 6,012  |
| Del Este                                      | 4,507   | 4,171  |
| Surtimax Girardot                             | 4,001   | -      |
| Vizcaya                                       | 1,957   | 1,095  |
| Otros derechos fusión Carulla - La Castellana | 954     | 950    |
| Iwana   | I 880 I | -      |
| Serrizuela                                    | I 18 I  | 18     |
| Tesoro Etapa 3                                |         | 2,268  |
| Proyecto Spring                               |         | 1,317  |
| Depósito en garantía (Corficolombiana)        |         | 751    |
| Fideicomiso terreno Armenia                   |         | 107    |
| Lote Bima                                     |         | 4      |
| TOTALES                                       | 94,110  | 43,705 |
|   | `'      |        |

(3) Includes goods of the following suppliers

|   | />             |        |  |
|---|----------------|--------|--|
| Supplier  | 2012           | 2011   |  |
| Continente S.A.   | 20,667         | 14,585 |  |
| Jen S.A.  | 3,400          | 3,053  |  |
| Brighstar Colombia S.A.                                 | 3,203          | 3,846  |  |
| Ad Electronics S.A.                                     | 2,652          | 1,072  |  |
| Challenger S.A.   | 2,532          | 1,676  |  |
| Carvajal Educación                                      | 1 2,522 I      | 3,537  |  |
| Pernod Ricard Colombia                                  | 2,210          | 2,383  |  |
| Laboratorios de Cosméticos Vogue S.A.                   | 2,065          | 1,812  |  |
| Sociedad de Comercialización Internacional Pansell S.A. | 1 2,017 I      | 1,820  |  |
| Distribuidora de Vinos y Licores                        | 1,756          | 36     |  |
| C.I. Distrihogar S.A.                                   | 1,753          | 1,735  |  |
| Industrias Cannon                                       | 1,728          | 365    |  |
| Zapf S.A.   | 1,575          | 866    |  |
| Baby Universe S.A.S.                                    | 1,173 <b>1</b> | -      |  |
| C.I. Creytex S.A.                                       | 1,042          | -      |  |
| Impobe S.A.   | 951            | 462    |  |
| Jhon Restrepo A. y C.                                   | 951            | -      |  |
| Altipal S.A.  | 927            | 109    |  |
| J.E. Rueda Compañía Ltda.                               | I 881 I        | 589    |  |
| Industria Colombiana                                    | 858            | 112    |  |
| Inval S.A.  | 848            | 1,441  |  |
| Others of small amounts                                 | 26,429         | 14,429 |  |
| TOTAL   | 82,140         | 53,928 |  |

(4) Includes the following legal processes, qualified as possible and/or remote and which, therefore, do not affect the Company's results are included for 2012:

a. Customs' processes with the National Tax and Customs Administration for 2012 \$3,629 (2011 - \$3,253).

b. Processes with municipal jurisdictions for an approximate amount for 2012 \$5,331 (2011 - \$4,984). c. Recovery of Murillo Lot in Barranquilla for 2012 \$3,325 (2011 - \$3,325).

d. Other small ones for 2012 \$3,244 (2011 - \$4,893).

(5) Includes among others the following processes qualified as possible and/or remote and that, therefore, do not affect the Company's results: (\*) The cases originated by these items are estimated for the amount of claims and qualified by litigation experts as follows: • Probable: Higher probability of incidence in the distribution of resources.

• Possible: Lower probability of incidence in the distribution of resources. • Remote: Very remote probability of incidence in the distribution of resources.

a. Processes of extra-contractual civil liability of approximately 33,479 for 2012 (2011 - \$21,281).

b. Other processes with municipal jurisdictions and other third parties of approximately for 2012 \$7,647 (2011 - \$6,866). c. Litigation of increase of administration fee Centro Comercial Bello \$2,500 (2011 - \$2,500).

(6) Independent bank guarantee with Bancolombia S.A.





# Nota 26. Net Revenues

### At December 31 net revenues comprised the following:

|   | /\        |           |  |
|---|-----------|-----------|--|
|   | 2012      | 2011      |  |
| NET SALES (1)                               | 8,657,748 | 8,105,601 |  |
| OTHER OPERATING REVENUES                    |           |           |  |
| Special exhibition negotiation              | 199,193   | 183,673   |  |
| Concessionaires, rentals Royalty income (2) | 173,755   | 154,828   |  |
| Income from events                          | 48,535 I  | 30,370    |  |
| Sales with discount – loyalty program (3)   | 42,032    | 35,958    |  |
| Miscellaneous (4)                           | 26,507    | 26,074    |  |
| Services                                    | 17,094 I  | 15,901    |  |
| SUBTOTAL OTHER OPERATING REVENUES           | 507,116   | 446,804   |  |
| NET REVENUES                                | 9,164,864 | 8,552,405 |  |
|   | ×/        |           |  |

(1) Discounts granted in 2012 amount to \$405,753 (2011 - \$280,181).

(2) Includes royalties of alianza Éxito - Tuya S.A., Suramericana de Seguros, Avianca Taca S.A. and business collaboration agreement with Cafam.

(3) Income received from the Loyalty program and Tricolor (redemption of products with cash and points).

(4) Miscellaneous include: other uses \$4,427 (2011 - \$3,995), commission revenue non bank correspondents \$4,178 (2011 - 2,535), premium in commercial locals of \$3,133 (2011 - \$2,299) Publicity advertisements of \$800 (2011 - \$554) and other income of \$13,969 (2011 - \$16,691).

Returns of goods are recorded as a lower amount of sales, taking into account that the Company's policy is changing goods. When the client returns an item, the client receives a change card to be used as a payment means for purchases.

# Nota 27. Selling, General and Administrative Expenses

# At December 31, Selling, general and Administrative expenses correspond to:

|  | ,<br>!<br>•     | 2012      | \                              | 1              | 2011      |                                |
|--|-----------------|-----------|--------------------------------|----------------|-----------|--------------------------------|
|  | Administrative  | Selling   | Total<br>operating<br>expenses | Administrative | Selling   | Total<br>operating<br>expenses |
| Personnel expenses   | i 109,566       | 620,081   | 729,647                        | 108,577        | 518,656   | 627,233                        |
| Services   | <b>1</b> 8,448  | 232,646   | 241,094                        | 8,155          | 255,999   | 264,154                        |
| Depreciation   | 17,724          | 191,721   | 209,445                        | 20,938         | 181,047   | 201,985                        |
| Leases   | 2,163           | 208,572   | 210,735                        | 1,445          | 180,913   | 182,358                        |
| Τονοο  | 33,223          | 82,311    | 115,534                        | 31,275         | 74,152    | 105,427                        |
| Amortization   | 69,750          | 52,816    | 122,566                        | 58,617         | 46,026    | 104,643                        |
| Maintenance<br>and repairs                                     | 3,526           | 47,514    | 51,040                         | 3,176          | 43,302    | 46,478                         |
| Packing material and marking                                   | i<br>i 169<br>i | 34,860    | 35,029                         | 388            | 32,993    | 33,381                         |
| Debit and credit card commissions                              | <br> <br>  -    | 26,308    | 26,308                         | -              | 24,902    | 24,902                         |
| Insurance  | 3,363           | 18,920    | 22,283                         | 3,590          | 15,445    | 19,035                         |
| Selling expenses<br>Cafam (1)                                  | -               | 13,261    | 13,261                         | -              | 12,448    | 12,448                         |
| Fees   | 12,166          | 841       | 13,007                         | 9,985          | 929       | 10,914                         |
| Travel expenses  | 6,566           | 3,012     | 9,570                          | 7,227          | 3,108     | 10,335                         |
| Adaptation and facilities                                      | 321             | 5,317     | 5,638                          | 790            | 5,615     | 6,405                          |
| Legal expenses   | 1,431           | 3,122     | 4,553                          | 993            | 2,798     | 3,791                          |
| Contributions and affiliations                                 | 540             | 773       | 1,313                          | 712            | 109       | 821                            |
| Miscellaneous (2)  | 2,469           | 68,942    | 71,411                         | 4,755          | 66,568    | 71,323                         |
| TOTAL ADMINISTRA-<br>TIVE AND SELLING<br>OPERATING<br>EXPENSES | 271,425         | 1,611,017 | 1,882,442                      | 260,623        | 1,465,010 | 1,725,633                      |

(1) Business cooperation agreement between Almacenes Éxito and Cafam S.A.

(2) Miscellaneous expenses include, among others, cleaning items and fumigation of \$7,076 (2011 - \$6,839), store opening expense of \$6,275 (2011 - \$5,776), stationery, supplies and forms \$5,909 (2011 - \$5,568), replacement of store items \$5,556 (2011 - \$5,291), cafeteria and restaurant elements \$4,877 (2011 -\$5,127), regional supports \$4,072 (2011 -\$4,281), tools and storage elements \$1,289 (2011 -\$1,446) and other small items of \$36,357 (2011 - \$36,995).





# Nota 28. Other Non Operating Income And Expenses, Net

# Other non operating income and expenses correspond to:

|   | /              |          |  |
|---|----------------|----------|--|
|   | 2012           | 2011     |  |
| NON OPERATING INCOME  |                |          |  |
| Recovery of provisions upon the sale of investment in Cativén S.A.                                | 35,163         | 32,974   |  |
| Profit on sale of property, plant and equipment, investments and intangibles (1)                  | 5,417          | 13,699   |  |
| Recovery of provisions (2)  | 3,443          | 6,961    |  |
| Amortization of deferred monetary correction credit upon the elimination of inflation adjustments | i i<br>1,559 i | 1,559    |  |
| Other non operating income  | 975 1          | 1,354    |  |
| Recovery of costs and expenses  | 246 1          | 1,011    |  |
| TOTAL NON OPERATING INCOME  | 46,803         | 57,558   |  |
| NON OPERATING EXPENSES  | 1              |          |  |
| Tax on financial movements (four per thousand)  | i (11,066) i   | (18,517) |  |
| Royalties expense Compañía de Financiamiento Tuya S.A.  | (10,982)       | (9,599)  |  |
| Amortizations, bonuses and indemnities (3)  | (10,635)       | (5,157)  |  |
| Legal fees and processes  | I (7,963) I    | (7,098)  |  |
| Loss costs of goods   | (3,975)        | (1,655)  |  |
| Provision for property, plant and equipment   | (2,223)        | (22)     |  |
| Donations   | (2,061)        | (2,478)  |  |
| Special projects' expenses  | (1,560)        | (1,615)  |  |
| Retirement pensions   | (154)          | (308)    |  |
| Other provisions  | (1)            | (12)     |  |
| Losses on sale and retirement of assets   |                | (289)    |  |
| Accounts receivable written off   |                | (71)     |  |
| Other non operating expenses (4)  | (10,042)       | (15,346) |  |
| TOTAL NON OPERATING EXPENSES  | (60,662)       | (62,167) |  |
| TOTAL OTHER NON OPERATING INCOME (EXPENSES), NET  | (13,859)       | (4,609)  |  |
|   | ×              | - *      |  |

(1) For 2012, this corresponds mainly to the sale of real estate fixed assets of Carulla Buga, land in Sogamoso, premises in commercial centers, premises in Avenida Estación of \$2,836 (See Note 11), movable fixed assets of \$512, sale of fiduciary rights AESA Tesoro III stage of \$2,046 and smaller ones of \$23. For 2011, this corresponds mainly to the sale of fixed assets lot in Marbella, Pomona Oviedo, San Francisco, Buenavista, Panorama, Ley Libertadores

and others for \$11,531 and movable fixed assets, furniture and intangibles of \$2,168.
(2) For 2012, this is the provision for the recovery of the provision for real estate of \$2,510, provision for labor processes \$578, provision for legal processes of \$279 and others of \$76.

For 2011, this is the provision for the recovery of labor processes of \$1,263, provision for the recovery of the restructuring provision of \$1,232, recovery of provision for Investment in Predios del Sur S.A \$857, recovery of provision of legal processes of \$626 and others of \$2,983.

(3) For 2012, this corresponds to program R1 of \$4,330, bonuses and indemnities of \$4,161, organizational excellence of \$1,120 and others of \$1,024. For 2011, this corresponds to the provision for organizational excellence, institutional plans, "azul" Project, non operating indemnities, reconversions, and others of \$5,157.

(4) For 2012 this corresponds to a payment made to Padron Guillermo and Associates for \$4,009, taxes assumed of \$2,978, deferred monetary correction debit of \$1,002 and others of \$2,053.

For 2011 this corresponds to the payment made to Geant International of \$8,742, assumed taxes \$3,085, deferred monetary correction debit \$1,241, expenses inherent to the sale of goods \$879 and others \$1,399.



# Nota 29. Relevant Facts

# 2012

# Cativén S.A.

On December 10, 2012, it was informed to the market that the Company had received the payment of US\$18.1 million corresponding to the last installment of the shares in the company Cadena de Tiendas Venezolanas S.A. – Cativén S.A., equivalent to 28.62% of such company capital.

The provision for accounts receivable set up for the operation was reversed upon the credit of the last installment.

# Investment in Grupo Casino Subsidiares

The General Shareholders' Meeting at an extraordinary meeting held on December 13, 2012 approved a proposition relating with generating an option for the diversification of the handling of the handling of one part of the Company's excess of liquidity by means of the acquisition of short term bonds ("The Bonds"), issued by a subsidiary of Casino Guichard Perrachon ("Grupo Casino"), dedicated to the management of cash within the Grupo Casino.

cash within the Grupo Casino. By means of this mechanism an additional alternative would be generated to invest temporarily part of the resources available of Almacenes Éxito S.A., complementing its current investment alternatives in financial entities. In "The Project", the Company holds the capaci-ty of promoter, developer, administrator and investor with a participation of 51% thereof and Grupo Argos will have the capacity of investor with a participation equivalent to 49%. The total investment for the development of "The

It is worth noting that in order to ensure liquidity for Almacenes Éxito S.A., the Grupo Casino has offered a liquidity guarantee under which it should acquire the bonds at any time and without any condition, if Almacenes Éxito so requires.

The investment in bonds will take place under the assumption that the net return is equal or higher than the average of the net return granted by the current investments of the Grupo Éxito through the principal banks in Colombia.

In accordance with article 23 of Law 222 of 1995 and the Decree 1925 of 2009, as well as with the Company's Good Government Code, the transaction was subject to the consideration of the General Shareholders' Meeting since this is a transaction between related parties which implementation corresponds to the Board of Directors, where members which are in turn employees of the Grupo Casino participate. These contributions in kind are valued for a sum equivalent to \$63,000, which will be complemented with a capital contribution of approximately \$46,000. The Centro Comercial Viva Villavicencio will have approximately 159 commercial premises and 1.569 parking sites. It will open its doors in the second half of 2014, in the place where El Centro Comercial La Sabana currently operates.

# Opening of a Centro Comercial under the "VIVA" brand

Almacenes Éxito S.A. opened in November 2012, its first Centro Comercial under its "VIVA" brand, developed in Alliance with the firm having an Antioquia origin "Arquitectura & Concreto", the new Centro Comercial "VIVA Laureles" has as anchor store an Exito Hypermarket – the fourth in sales of the organization – which has operated since 1997. New and recognized national and international brands offer in 86 commercial premises their products and services with a wide offer of restaurants, banks and clothing.

This real-estate project is the first one in its class and was constructed in line with the expansion plan of the Company of openings in several principal and intermediate cities of Colombia.

Generalities of the project

- GLA (area feasible of being leased): 20.500 m<sup>2</sup> (approximately, including the Éxito anchor store)
- Number of commercial premises: 86
- Investment of the Grupo Exito: COP93,000 million

### **VIVA Villavicencio**

The Company and Grupo Argos S.A. ("Argos") agreed on investment and development conditions of a realestate project fort the city of Villavicencio, denominated Centro Comercial VIVA Villavicencio ("El Proyecto").

The total investment for the development of "The Project" will be of approximately \$213,000, in respect of which the Company will make an estimated contribution of \$109.000 and the Grupo Argos of \$104.000.

Almacenes Éxito S.A. will contribute with 54 of the 58 commercial premises making up the Centro Comercial La Sabana – Propiedad Horizontal, located in calle 7 N° 45 – 185 of the Municipality of Villavicencio in the Department of Meta, which represent 90.05% of the coefficients of the co-ownership and a lot for future development inside the stated Centro Comercial. These contributions in kind are valued for a sum equivalent to \$63,000, which will be complemented with a capital contribution of approximately \$46,000.



# **Convergence to International Financial Reporting Standards**

In accordance with the provisions of Law 1314 of 2009 and the regulatory decrees 2706 and 2784 of December 2012, the Company is required to initiate the convergence process of accounting principles generally accepted in Colombia to international financial reporting standards (IFRS) as issued by the IASB (International Accounting Standards Board).

Taking into account that this convergence to IFRS is complex and will have significant effects for the companies, the Public Accounting Technical Council classified the companies under three groups for the transition; where the Company belongs to group one (1), which mandatory transition period starts on January 1, 2014 and the issuance of the first comparative financial statements under IFRS will be December 31, 2015.

The Company should submit to the Financial Superintendence an implementation plan to IFRS before February 28, 2013, which should be approved by the board of directors, the executive council or the body that exercises equivalent functions in the entity, and additionally should be informed at the next shareholders meeting or highest social body of the entity.

# 2011

### Issue of shares

An issue of shares was approved of up to US\$1,400 million without being subject to the preferential subscription right at the extraordinary General Shareholders' Meeting held on July 6, 2011. This issue was of 114.270.684 common shares of the Company at a price of \$21,900 (\*) per share, increasing capital by \$1,142 and additional paid-in capital by \$2,553,877.

### (\*) Amount expressed in Colombian pesos.

The Casino Group subscribed shares in the proportion of its participation, which represented approximately US\$750 million.

Resources obtained in said issuance will be dedicated to accelerate its local expansion strategy through the coverage of large cities, the penetration in medium cities and the development of real estate projects together with investments in Retail other than food. complementary business and update of the current logistic and technological platforms.

Likewise, Almacenes Éxito S.A. started its international expansion upon acquiring leader Retail chains in Uruguay, called Disco and Devoto, which amounted to US\$746 million.

### Cativén S.A.

As a result of the sale of Cativén S.A. in 2010, Almacenes Éxito S.A. received during 2011 the sum of US\$54.3 million equivalent to 60% of the sales total. The amount of the last installment and evidence of the account receivable amounts to US\$18.1 million, which will be paid in November 2012.

The provision for accounts receivable created for this operation was reversed by the same proportion in the financial statements of Almacenes Éxito S.A. at December 31; the balance of the provision amounts to US\$18.1 million, which will be reversed at the time the last installment is credited.

# Acquisition in Uruguay

In September 2011, the company acquired 100% of Spice Investments Mercosur S.A., located in the Republic of Uruguay, for US\$746 million. Spice is a holding company which owns 96.55% of Lanin S.A. and 62.49% of Grupo Disco Uruguay S.A., which are the direct or indirect owners of the supermarket chains operating the Disco, Devoto and Geant brands.

These chains add 53 establishments and represent the largest retail operation in Uruguay, with a market participation of approximately 43%, close to twice its closest competitor.

# Financial Indicators

|  | />    |       |
|--|-------|-------|
|  | 2012  | 2011  |
| 1. LIQUIDITY INDEXES   |       |       |
| Current ratio  | 1.66  | 1.77  |
| Working capital, net / Operating income                          | 15.60 | 16.49 |
| Inventories acid test  | 1.21  | 1.31  |
| Suppliers / Goods inventories                                    | 1.54  | 1.49  |
| 2. BORROWING INDEXES (%)   |       |       |
| Total borrowings   | 24.29 | 23.78 |
| Concentration of short-term borrowings                           | 88.27 | 81.38 |
| Financial borrowings   | 2.24  | 3.10  |
| Financial leverage   | 2.96  | 4.07  |
| Short-term borrowings  |       | 23.74 |
| Medium and long-term borrowings                                  | 100   | 76.26 |
| Total borrowings in foreign currency                             |       | 23.74 |
| Total borrowings in local currency                               | 100   | 76.26 |
| Net financial expense on EBITDA                                  | 10.52 | 0.95  |
| Gross debt on EBITDA (times)                                     | 0.30  | 0.42  |
| Operating profit on net financial expense (times)                | 5.35  | 59.42 |
| Operating income on total financial obligations (times)          | 40.79 | 29.03 |
| 3. PROFITABILITY INDEXES (%)                                     |       |       |
| Profit margin before operating income and non operating expenses | 4.65  | 4.67  |
| Net margin   | 4.92  | 4.55  |
| Profitability of assets  | 4.74  | 4.10  |
| Profitability of equity  | 6.26  | 5.38  |
| EBITDA margin (*)  | 8.28  | 8.25  |
| Gross profit / total operating income                            | 25.19 | 24.84 |
| 4. INDEXES OF TREND AND OPERATING EFFICIENCY (TIMES)             |       |       |
| Total assets turnover  | 0.91  | 0.90  |
| Portfolio turnover   | 10.73 | -     |
| Inventory turnover   | 7.56  | 7.83  |
| Suppliers' turnover  | 4.98  | 5.46  |
| Hedge of gross profit over sales expenses                        | 1.43  | 1.45  |
| Fixed assets turnover  | 4.48  | 4.17  |
| Administrative expenses / gross profit (%)                       | 11.76 | 12.27 |
| Selling expenses / gross profit (%)                              | 69.78 | 68.95 |
| Personnel expenses / operating income                            | 7.96  | 7.33  |
|  | `·    |       |

(\*) Earning before interest, taxes, amortization, depreciation and inflation adjustments.



# AT DECEMBER 31 2012 AND 2011



# Analysis of Financial Indicators

AT DECEMBER 31 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)

# **Liquidity Indexes**

is of \$1,429,416 (2011 \$1,410,315). And solidity index has a capacity of 4.12 financial demonstrating consistency.

The Company has \$1,66 to cover its short-term obligations and the ratio suppliers – inventories improved to a 1.54 in 2012 compared to 1.49 of 2011, which demonstrates an improvement in the negotiation capacity with suppliers.

# **Borrowing Indexes**

The Company's total borrowings reflected increase of 0,51% in 2012 upon passing from 23.78% a un 24.29%. The proportion financed with financial obligations is of 2.24%.

The index borrowing concentration during 2012 is 72 days. 88.27% in the short term, represented by the account payable to suppliers.

Medium and long-term borrowings with the financial sector includes the bonds' credit of \$224 million with expiring in 2013 and 2015.

Operating income over financial expenses reflected The working capital of company at December 31, 2012 a variation of 54.07 points, from 59.42 in 2011 to 5.35 in 2012.

### **Profitability Indexes**

The margin before interest, taxes, depreciation and amortization (EBITDA) shows the Company's cash generation capacity through its operation which during 2012 was of 8.28%

During 2012, the Company generated a net margin of 5.19%.

# Trend Indexes And Operating Efficiency

The Company purchases inventory which is held by it for an average of 48 days and is paid over a term of

A 3,8% the sales of company are credit sales with accounts receivable turnover of 10,73 equivalent 34 days.

# Supplementary Information

| Total assets (without appraisals) |
|-----------------------------------|
| Liabilities                       |
| Net sales                         |
| Ordinary monthly dividend (*)     |
| Equity value of the share (*)     |

# SHARES

Nominal value (\*) Average price in stock exchange (\*) Maximum price in stock exchange (\*) Minimum price in stock exchange (\*) Close price in stock exchange (\*) Number of shares issued by the Company Number of own shares reacquired Number of outstanding shares

# **BALANCE SHEET**

| Current debtors           |                |
|---------------------------|----------------|
| Goods for sale            |                |
| Current assets            |                |
| Property, plant and equip | oment, net     |
| Valuations                |                |
| Financial obligations     |                |
| Current liabilities       |                |
| Labor obligations         |                |
| Shareholders' equity      |                |
| Debit and credit memora   | indum accounts |

# CAPITAL

| Authorized                 |
|----------------------------|
| Subscribed and paid-in     |
| Additional paid-in capital |

## EMPLOYMENT

Employees

DIVIDENDS

Payment date

TOTAL CASH PER SHARE (\*)





# AT DECEMBER 31 2012 AND 2011 (Amounts expressed in millions of Colombian pesos)

| /\                                     | 0011                                |
|--|-------------------------------------|
| 2012                                   | 2011                                |
| 8,679,805                              | 8,245,659                           |
| 2,436,432                              | 2,259,681                           |
| 8,657,748                              | 8,105,601                           |
| 108.75                                 | 75                                  |
| 16,969                                 | 16,178                              |
| 1                                      |                                     |
| I                                      | 1                                   |
| 10                                     | 10                                  |
| <br>28,603                             | 24,297.18                           |
| <u> </u>                               |                                     |
| 24,000                                 | 21,000                              |
| 35,500                                 | - ,                                 |
| 448.240.151                            | 448.240.151                         |
| <br>635.835                            | 000.000                             |
| 447.604.316                            | 447.604.316                         |
| I                                      | 1                                   |
|  |                                     |
| 265,314                                | 246,643                             |
| 959,674                                |                                     |
| 0,019,901                              | 0,249,240                           |
| 2,047,862                              | · · ·                               |
| 1,351,862<br>11                        | 1,255,248                           |
| I I                                    | 00,000                              |
| 2,150,521                              |                                     |
| <br>00,020                             | 00,207                              |
| 1 7,595,235                            | 1 1 -                               |
| <br>4,538,859                          | 4,450,290                           |
| I                                      | 1                                   |
| <b>i</b> 5,300                         | 5,300                               |
| 4,482                                  | 4,482                               |
| 4,843,466                              | 4,843,466                           |
|  | 1,010,100                           |
| • • • • • • • • • • • • • • • • • • •  |                                     |
| 43.177                                 | 43.287                              |
|  |                                     |
|  | E business dave                     |
| 5 business days<br>as of the first day | 5 business days as of the first day |
| of each quarter                        |                                     |
|  |                                     |
| 435                                    | 300                                 |
| `'                                     |                                     |





# AT DECEMBER 31 2012 AND 2011

(Amounts expressed in millions of Colombian pesos)

|   | 2012          | 2011      |
|---|---------------|-----------|
|   |               |           |
| TAXES   |               |           |
| Income tax receivable                               | (57,469)      | (69,686)  |
| Sales tax payable                                   | 54,710        | 46,458    |
| Industry and commerce and real-estate tax payable   | 22,491        | 20,398    |
| Deferred income tax movement of the year            | 24,343        | 7,913     |
| Income tax expense                                  | 55,436        | 33,551    |
| OPERATIONS  | I I<br>I I    |           |
| Cost of sales                                       | 6,856,028     | 6,427,755 |
| Other operating administrative and selling expenses | I 820,784 I   | 791,772   |
| Financial expenses                                  | 120,652       | 154,248   |
| Salaries and fringe benefits                        | 729,647       | 627,233   |
| Deprecation and amortization expense                | 332,011       | 306,628   |
| Financial income                                    | 200,406       | 160,963   |
| RESERVES  |               |           |
| Mandatory   | 7,857         | 7,857     |
| Occasional  | 771,625       | 576,879   |
| PROFIT  |               |           |
| Gross   | I 2,308,836 I | 2,124,650 |
| Operating   | 426,394       | 399,017   |
| EBITDA (1)  | 1 758,405 I   | 705,645   |
| Profit before income tax                            | i 555,084 i   | 430,919   |

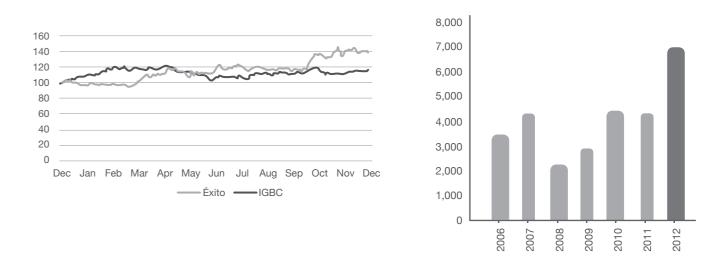
Shareholder Information

(Bolsa de Valores de Colombia: Éxito)

# Behaviour of share price on the Bolsa de Valores de Colombia, BVC

|  |           |           |           |           |           | / \       |            |              |
|--|-----------|-----------|-----------|-----------|-----------|-----------|------------|--------------|
| Year                                       | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011       | 2012         |
| Minimum price (*)                          | 8,110     | 16,060    | 19,020    | 17,100    | 19,900    | 25,000    | 28,500     | 37,300       |
| Closing price (*)                          | 4,400     | 7,510     | 13,420    | 7,360     | 9,000     | 16,020    | 21,000     | 24,000       |
| Average price (*)                          | 7,610     | 15,920    | 17,100    | 10,160    | 19,500    | 23,360    | 25,460     | 35,500       |
| Average volume (\$ million)                | 6,504     | 11,000    | 15,507    | 11,394    | 13,830    | 19,779    | 24,297     | 28,603       |
| Market capitalization<br>(\$ millions)     | 786       | 3,332     | 4,192     | 1,997     | 2,535     | 4,147     | 4,199      | 6,814 I      |
| Capitalización de mercado<br>(\$ millones) | 1,590,495 | 3,327,290 | 4,850,025 | 2,881,652 | 6,496,893 | 7,786,674 | 11,396,006 | 15,889,953 I |
|  |           |           |           |           |           |           |            | <u>`</u>     |

# Price History Éxito vs. IGBC



### Information about the share

|                            |       |       |       |       |       |       |       | /        |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|----------|
| Year                       | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012     |
| Ordinary dividend (\$) (*) | 25.0  | 25.0  | 25.0  | 60.0  | 60.0  | 60.0  | 75.0  | 108.8    |
| Common shares (\$ million) | 209.0 | 209.0 | 283.6 | 283.6 | 333.2 | 333.3 | 447.6 | 447.6    |
|                            |       |       |       |       |       |       |       | <u> </u> |

(\*) The dividend payment from 2008 to 2012 was conducted on a quarterly basis, from 2003 to 2007 were paid monthly.

(\*) Amounts expressed in Colombian pesos

(1) Profit before interest, taxes, and amortization, depreciation and inflation adjustments.



# Historical average daily volume





