



Carulla La Calera
in Bogotá

Almacenes Éxito S.A.

Consolidated Financial Results

For the Fourth Quarter and Twelve-month period ended December 31, 2014

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

Medellín, Colombia – February 10, 2015 – Almacenes Éxito S.A. ("ÉXITO" or "the Company"), the largest retail Company in Colombia today announced its consolidated financial results for the period ended December 31, 2014. All figures are expressed in COP -Colombian pesos.

Exchange rate: US\$1 = COP\$2,392.46 at December 31, 2014.



Almacenes Éxito invites you to participate in its Fourth Quarter and Full year 2014 Results Conference Call

Date: February 12, 2015 at 9:00 a.m. Colombian time

To participate, please dial:

U.S. Toll Free: 877 809 8690

UK Toll Free: 0800 028 8438

France Toll Free: 0800 909 322

Colombia Toll Free: 01800 518 0165

International (outside U.S. dial): +706 634 6560

Conference ID Number: 68427392

Almacenes Éxito S.A. will report its Fourth Quarter 2014 Earnings on Tuesday, February 10, 2015 after market close. 4Q14 results will be accompanied by a webcast presentation and audio webcast that will be available on the company's website at www.grupoexito.com.co under "Investors" or <http://services.choruscall.com/links/exito150217.html>

Fourth Quarter 2014 Financial & Operating Highlights



2014

Fourth Quarter 2014 Financial Highlights

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

- **Net Revenues** increased 11.1% to COP\$3,411,804 million for the fourth quarter 2014.
- **Selling and Administrative Expense** increased 7.9% to COP\$657,343 million.
- **Operating Income** increased 1.9% to COP\$249,820 million with Operating margin of 7.3%.
- **EBITDA** increased 0.3% to COP\$341,706 million with an EBITDA margin of 10.0%.
- **Net Income** reached COP\$178,148 million for a Net income margin of 5.2%.
- **Working capital** increased COP\$272,966 million reaching COP\$1,248,668 million compared to COP\$975,702 million in 2013.

Integration with Super Inter

Upon approval by the Colombian Superintendence of Industry and Commerce, Grupo Éxito completed the integration of 46 stores and 3,200 employees. This process lasted from October to the 20th of December 2014.

The transaction of Super Inter, 5th food market player in the country, represented for Grupo Éxito an increase of nearly 3% share of the Colombian retail market as well as annual sales of over COP800,000 million bringing our total market share to approximately 44%.

Openings

Grupo Éxito opened a total of 10 stores in fourth quarter 2014 as follows: 2 Carulla express, 2 Carulla Supermarkets and 6 Éxito express stores all in Colombia.

With these stores, the Company completed 34 organic openings in 2014 and 46 stores from Super Inter to reach a total of 591 stores broken down geographically with 537 stores in Colombia and 54 stores in Uruguay, for a total selling area of nearly 898,000 sqm.

New Éxito Stores:

Express: La Sierra in Girardota, Avenida Ferrocarril in Santa Martha, Mall Cabecera in Rionegro, Antioquia, Portón del Retiro in El Retiro, Antioquia, Camino Verde in Envigado and Calle 109 in Bogotá.

New Carulla Stores:

Express: Villa Grande in Envigado and Calle 95 in Bogotá. Ciudad del Mar in Puerto Colombia, San Jerónimo in La Mesa, Cundinamarca.



The Company completed a total of **591** stores

New designs at stores

Under the “E Project” 4 Éxito hypermarkets were remodeled: Éxito Américas, Chapinero and Gran Estación in Bogotá and Éxito Castellana in Cartagena, to a total of 12 stores YT2014.

In addition, Carulla Niza store in Bogotá, was transformed to the “Carulla 4000” concept. Grupo Éxito has remodeled 7 Carulla stores.

Commercial activities

In November, the Company hosted the 3rd annual “Cumbre de la Pasta” event in Medellín with 15 suppliers offering more than 21 gourmet pasta brands.

Grupo Éxito also held *Días de Precios Especiales* event from October 1st to the 19th in all Exito stores in the country with millions of products on sale.

From October 31 to November 17, the Company held the second season of *Cuponmania* in all Éxito, Carulla and Surtimax stores distributing personalized coupons according to customer’s buying preferences.

Virtual Channel

In the fourth quarter our websites exito.com, carulla.com and Cdiscount.com held the Black Friday and Cyberlunes events, and outperformed the expected sales and traffic.

Días de precios especiales event



Commercial Events

Second season Cuponmania



Amigos de la Pasta

exito.com

Carulla.com

cyberlunes.com.co

Black FRIDAY

Consolidated Financial Statements as of December 31, 2014

Consolidated Income Statement for the Fourth Quarter 2014

2014

	Fourth Quarter 2014		Fourth Quarter 2013		% Var
	Millions of COP	% Net Revenues	Millions of COP	% Net Revenues	
Net revenues	3,411,804	100	3,069,885	100	11.1
Cost of sales	-2,504,641	-73.4	-2,215,604	-72.2	13.0
Gross profit	907,163	26.6	854,281	27.8	6.2
Selling, general and administrative expense	-657,343	-19.3	-609,026	-19.8	7.9
Operating income	249,820	7.3	245,255	8.0	1.9
Financial income	84,174	2.5	25,991	0.8	N/A
Financial expense	-70,332	-2.1	-17,147	-0.6	N/A
Other non-operating income and expense	-40,496	-1.2	-42,843	-1.4	N/A
Minority interest	-588	0.0	-1,086	0.0	-45.9
Income before taxes	222,578	6.5	210,170	6.8	5.9
Income taxes	-44,430	-1.3	-27,239	-0.9	N/A
Net income	178,148	5.2	182,931	6.0	-2.6
EBITDA	341,706	10.0	340,786	11.1	0.3

Consolidated Income Statement for the twelve-month period ended December 31, 2014

	Twelve months ended December 31, 2014		Twelve months ended December 31, 2013		% Var
	Millions of COP	% Net Revenues	Millions of COP	% Net Revenues	
Net revenues	11,420,321	100.0	10,696,961	100.0	6.8
Cost of sales	-8,428,937	-73.8	-7,854,807	-73.4	7.3
Gross profit	2,991,384	26.2	2,842,154	26.6	5.3
Selling, general and administrative expense	-2,417,342	-21.2	-2,297,566	-21.5	5.2
Operating income	574,042	5.0	544,588	5.1	5.4
Financial income	217,188	1.9	161,368	1.5	34.6
Financial expense	-133,849	-1.2	-81,807	-0.8	63.6
Other non-operating income and expense	-75,509	-0.7	-74,453	-0.7	1.4
Minority interest	-1,094	0.0	-1,872	0.0	-41.6
Income before taxes	580,778	5.1	547,824	5.1	6.0
Income taxes	-121,913	-1.1	-109,417	-1.0	11.4
Net income	458,865	4.0	438,407	4.1	4.7
EBITDA	956,447	8.4	932,026	8.7	2.6

Consolidated Balance Sheet

(In Millions of Colombian Pesos)

	December 2014	December 2013	% Var
Assets	11,583,756	10,785,341	7.4
Current Assets	4,924,809	4,353,122	13.1
Cash	1,590,802	1,772,411	-10.2
Marketable Securities	1,423,355	981,754	45.0
Inventories	1,392,098	1,138,925	22.2
Others	518,554	460,032	12.7
Non-current assets	6,658,947	6,432,219	3.5
Liabilities	3,409,345	2,910,231	17.2
Current Liabilities	3,311,164	2,676,984	23.7
Financial Obligations short term	151,844	102,325	48.4
Suppliers	2,293,470	1,784,319	28.5
Others	865,850	790,340	9.6
Non-current liabilities	98,181	233,247	-57.9
Financial Obligations long term	0	150,000	-100.0
Others	98,181	83,247	17.9
Minority interest	15,354	14,480	6.0
Shareholders' equity	8,159,057	7,860,630	3.8

ROA and ROE

	December 2013	December 2014
ROA	4.1%	4.0%
ROE	5.6%	5.6%

Historic Value*	December 2013	December 2014
ROA	5.0%	4.8%
ROE	7.3%	7.3%

*Historic value does not include valuations and inflation adjustments.



Fourth Quarter 2014 Financial Highlights

2014

- **Net Revenues** increased 11.1% in the fourth quarter 2014 to COP\$3,411,804 million compared to COP\$3,069,885 million reported for the same quarter 2013. The result included an overall same store sales increase of 4.3%. This was derived from 9.5% in Uruguay in local currency and an increase in Colombia of 3.4%.

Full year 2014 Net Revenues rose 6.8% to COP\$11,420,321 million compared to COP\$10,696,961 million reported in 2013. This growth represented an overall 2.2% same-store-sales growth derived from 9.2% in Uruguay in local currency and an increase of 2% in Colombia.

- **Gross Profit** grew 6.2% to COP\$907,163 million in fourth quarter 2014 compared to COP\$854,281 million in the same quarter 2013 and posted a margin of 26.6%.

For full year 2014, Gross profit grew 5.3% to COP\$2,991,384 million versus COP\$2,842,154 million in 2013. The gross profit margin was 26.2% showing a reduction of 40 basis points compared to 2013.

Gross Profit levels reflected mainly the investment in price in targeted categories such as perishables and electronics, the Company's efforts to expand in the discount market with Surtimax and Aliados as well as from the integration of Super Inter. The gross margin was also affected by investments into e-commerce and other new activities such as mobile and direct sales.

- **Selling, General and Administrative Expenses** increased 7.9% in fourth quarter 2014 to COP\$657,343 million from COP\$609,026 million registered in the same period last year. As a percentage of Net Revenues the SG&A decreased 50 basis points to 19.3% from 19.8%. SG&A levels reflected the acceleration of the Company's action plan to lower costs and expenses and the favorable effect of Super Inter's integration.

Full year SG&A's declined by 30 basis points from 21.5% to 21.2% as a percentage of Net Revenues, through the Company's continuous efforts to increase productivity by redefining the organizational structure at stores, optimizing the energy consumption levels and leveraging the platform in order to maximize the value of marketing campaigns.

At Colombia level, all these efforts permitted to mitigate increases in operating taxes regarding valuation of assets and other regional taxes, higher utility bills and increases in the VAT of store rents from 10% to 16%. In Uruguay, expenses increased due to wages inflation by nearly 13%.

- **Operating Income** rose 1.9% to COP\$249,820 million in the fourth quarter 2014 compared to COP\$245,255 million in the fourth quarter 2013. The Operating margin was 7.3% as a percentage of Net Revenues.

In 2014 Operating Income grew 5.4% compared to 2013 and registered an operating margin of 5.0% boosted by increased performance of Carulla and Éxito hypermarkets partially offset by the mix format expansion and the necessary investment in omni-channel activities.

- **EBITDA** grew 0.3% in the fourth quarter 2014 compared to the same period 2013, to COP\$341,706 million from COP\$340,786 million. As a percentage of Net Revenues, EBITDA margin was 10.0%

Full year 2014 EBITDA grew 2.6%, reached COP\$956,447 million and posted a margin of 8.4% as a percentage of Net revenues. The margin dilution in 2014 versus results in 2013, derived from the lower EBITDA margin of our operation in Uruguay and the recently integrated discounter Super Inter, as well as reflected the Company's efforts to efficiently operate in an increasingly competitive environment.

- **Net Financial Income** in fourth quarter 2014 reached COP\$13.842 million.

In 2014, there was also a higher Net Financial Income of COP\$83,339 million derived from a higher financial base and a higher repo rate versus last year.

- **Other Non-Operating Income and Expense** went to an expense of COP\$40,496 million in the fourth quarter of 2014 from an expense of COP\$42,843 million in fourth quarter of 2013. The expense is originated mainly from labor provisions .
- **Income Tax** increased in fourth quarter 2014 reaching COP\$44,430 million from COP\$27,239 million in fourth quarter 2013.

For full year 2014 the Income tax increased 11.4% to COP\$121,913 million from COP\$109,417 million in 2013. There is an additional COP\$12,496 million as the full year effective tax rate went from 20% to 21%.

- **Net Income** decreased 2.6% in fourth quarter 2014 compared to the same period 2013, to COP\$178,148 million from COP\$182,931 million. As a percentage of Net Revenues, Net Income margin was 5.2%.

For the twelve months, Net Income increased 4.7% to COP\$458,865 million and reached a 4.0% Net Income margin as a percentage of Net Revenues. Net Income outcome included higher non-operational expenses stemming from labor provisions and a flattish full year effective tax rate of 21%.

Other Operating Information as of December 31, 2014

Number of Stores and Selling Area

Brand	Stores	Selling Area (sq m)
Éxito	248	608,370
Carulla	90	75,959
Surtimax	153	80,129
Super Inter	46	53,674
Total Colombia	537	818,132
Devoto	24	33,183
Disco	28	30,828
Geant	2	16,021
Total Uruguay	54	80,032
Total Grupo Éxito	591	898,164

Number of Stores, Selling Area (Owned/Leased)

COLOMBIA	Stores		Area	
	Stores	%	Area (sq m)	%
Own	145	27	400,928	49
Leased	392	73	417,204	51
Total	537	100	818,132	100
URUGUAY	Stores		Area	
	Stores	%	Area (sq m)	%
Own	14	25	26,575	34
Leased	40	75	53,457	66
Total	54	100	80,032	100

Openings and Closings

for the twelve-month period ended December 31, 2014

Brand	Openings	Closings
Éxito	16	5
Carulla	6	1
Surtimax	12	5
Super Inter	46	
Other: Homemart		2
Disco		
Devoto		
Geant		
Total	80	13

Same Store Sales Growth

Colombia

	% 2014	% 2013
1Q	-3.2	+0.4
2Q	+7.8	-1.0
3Q	-0.10	-2.4
4Q	+3.4	-0.4
FY	+2.0	-0.8

Uruguay (in local currency)

	% 2014	% 2013
1Q	+5.9	+9.6
2Q	+10.4	+7.4
3Q	+11.2	+6.1
4Q	+9.5	+6.3
FY	+9.2	+7.3

Capex

(Millions of COP)

For expansion in Colombia: 84% openings, acquisitions, conversions, and remodelings and 16% for IT, logistics and others	473,310
Uruguay	45,505
Total Capex Grupo Éxito	518,815

Sales Mix Evolution

	Colombia 4Q14	Uruguay 4Q14	Grupo Éxito 4Q14 FY 2014	
Food	67%	84%	69%	71%
Non Food	33%	16%	31%	29%



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Note on Forward Looking Statements

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