



Sligro Food Group N.V.

# Press release

## Sligro Food Group third-quarter 2015 trading update

Sligro Food Group N.V.'s sales for the first three quarters of 2015 (39 weeks) were €1,933 million, an increase of 1.9% (Q3: 3.5%) compared with sales of €1,897 million over the corresponding period in 2014. Excluding the effect of acquisitions and tobacco products, sales were up by 1.2% (Q3: 2.6%).

Total sales can be analysed as follows (x € million):

	Q3		Q1-Q3	
	2015	2014	2015	2014
Food retail	206	202	621	618
Foodservice	453	435	1,312	1,279
Total	<u>659</u>	<u>637</u>	<u>1,933</u>	<u>1,897</u>

### Food retail

Food retail sales grew by 0.5% (Q3: 2.0%), partly explained by store changes in the past year. Like-for-like consumer sales posted by EMTÉ supermarkets were up by 0.7% (Q3: 0.5%). On 11 November we shall be opening the first EMTÉ pilot store of the new 3.0 format generation, in Dieren.

### Foodservice

Foodservice sales grew by 2.6% (Q3: 4.1%). Excluding the effect of acquisitions and tobacco products, sales were up by 1.6% (Q3: 3.0%). In August, in Almere, we opened our 48th cash-and-carry outlet and the Forepark outlet in The Hague also reopened, both in 3.0 format. On 16 November we shall be opening our 49th cash-and-carry outlet, again in 3.0 format, in Utrecht.

### Outlook

The economy continues to recover and this is reflected in our markets, particularly in the supermarket channel, where the sales trend is still upward. In the foodservice market, sales

clearly peaked in the summer period but we still expect to see a modest improvement over the year as a whole.

The fourth quarter, which is important for Sligro Food Group, includes week 53 this year (Q4 is 14 weeks long), leading to extra sales and profit contribution. Our 'Kick the Costs' programme is still in full swing and is helping the results. This year, with the final tax settlement in respect of prior years, there will be a non-recurring tax charge of €2.5 million, to be recognised in the full-year results.

The sales figures for 2015 will be announced on 6 January 2016 and the complete full-year figures for 2015 will be published on 21 January 2016.

Sligro Food Group encompasses food retail and foodservice companies selling directly and indirectly to the entire Dutch food and beverages market. Sligro Food Group strives to be a high-quality company achieving steady, managed growth for all its stakeholders. In 2014, it generated a net profit of €69 million on sales of almost €2.6 billion. The group has over 5,800 full-time equivalent staff.

Veghel, 15 October 2015

*On behalf of Sligro Food Group*

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