

# Press release

## SLIGRO FOOD GROUP POSTS € 2,498 MILLION SALES IN 2013

Sligro Food Group N.V.'s sales in 2013 amounted to € 2,498 million, an increase of 1.3% compared with sales in 2012 of € 2,467 million.

Total sales are analysed as follows (€ million):

	Q4		Full year	
	2013	2012	2013	2012
Foodservice	444	443	1,658	1,634
Food retail	205	210	840	833
Total	649	653	2,498	2,467

Total foodservice sales growth was 1.5% (Q4: 0.1%). Excluding the effect of the Van Oers acquisition and the changes relating to tobacco products, organic growth was 0.6% (Q4: negative 0.3%). Including these tobacco-product changes, there was negative organic growth of 0.5% (Q4: 1.4%). A technical note on the consequences of the change in the tax legislation for tobacco products can be found at the end of this press release.

Total food retail sales growth was 0.8% (Q4: negative 2.0%). Growth in EMTÉ's like-for-like consumer sales was 1.9% (Q4: negative 0.3%).

Group organic growth was 0.9% (Q4: negative 0.5%). Including tobacco products, the growth figure was 0.1% (Q4: negative 1.2%). In Q4 sales for December were lower than expected.

The complete full-year figures for 2013 will be published on 23 January 2014.

Veghel, 2 January 2014

On behalf of the Executive Board of Sligro Food Group N.V.

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## TECHNICAL NOTE ON SALES FIGURES

As stated in the 2012 annual report and the Q3 trading update, there has been a change in the VAT rules for tobacco products as from the second half of 2013. Until then, the tax had been charged to the manufacturer, but it is now charged in the usual way. Tobacco product sales are therefore reported exclusive of VAT as from the second half of 2013. Organic growth rates are calculated as if this change to the VAT legislation had always applied. The view of the sales trend is further hampered by the increase in the applicable VAT rate, from 19% to 21% as from 1 October 2012. Sales of tobacco products have also declined as a result of other factors, including the increase in duty as from 1 January 2013, with significantly lower sales in the border regions in particular. Because these changes mainly affect our foodservice operations, we have decided for the time being to show the like-for-like growth percentages for foodservice and the Group both inclusive and exclusive of the effect of sales of and VAT on tobacco products.

