

# 3Q13

## Financial Results

October 24, 2013



# Note on Forward-Looking Statements

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# Agenda

1. 3Q13 Highlights
2. 3Q13 Financial Results
3. Strategy Follow-Up
4. Q&A Session

# 3Q13 Highlights

## Expansion Plan

**Retail Expansion:** 10 stores

- Colombia: 3 Éxito and 6 Bodega Surtimax  
Total 441 stores
- Uruguay: 1 “La Cabaña” store  
Total 53 stores

**Grupo Éxito:** A total of 494 stores

**New designs at stores:** 5 Exito hypermarkets and 2 Carulla supermarkets in Bogotá and Medellín.

Opening of **click & collect sites** and **Drive-in** for sales collection



# 3Q13 Highlights

## Thematic Exhibitions

- 3<sup>rd</sup> annual *Salón del Queso*



Salón del  
queso

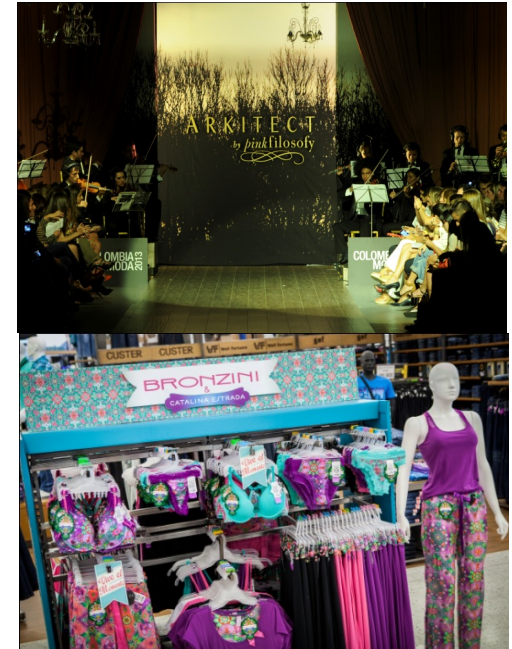
Carulla

éxito



## New Features

- *Arkitect by Pink Filosofy* clothing collection
- Color and designs by Catalina Estrada portrayed in Bronzini
- International money transfer service



## Recognitions

- Grupo Éxito ratified in the Dow Jones Sustainability Index Survey for Emerging Markets
- Investor Relations Recognition by the BVC

# 3Q13 Financial Results

	3Q13 Millions of COP	3Q12 Millions of COP	3Q13/12	9M13 Millions of COP	9M13/12
<b>Net Revenues</b>	<b>2,512,150</b>	<b>2,438,775</b>	<b>3.0%</b>	<b>7,627,076</b>	<b>4.6%</b>
<b>Gross Profit</b> <i>Gross Margin</i>	<b>666,576</b> 26.5%	<b>622,632</b> 25.5%	<b>7.1%</b> +90 bp	<b>1,987,873</b> 26.1%	<b>6.2%</b> +40 bp
<b>Operating Income</b> <i>Operating margin</i>	<b>103,523</b> 4.1%	<b>97,218</b> 4.0%	<b>6.5%</b> +10 bp	<b>299,333</b> 3.9%	<b>3.5%</b> -10 bp
<b>Net Income</b> <i>Net margin</i>	<b>86,229</b> 3.4%	<b>77,386</b> 3.2%	<b>11.4%</b> +20 bp	<b>255,476</b> 3.3%	<b>0.3%</b> -20 bp
<b>EBITDA</b> <i>EBITDA margin</i>	<b>200,462</b> 8.0%	<b>185,364</b> 7.6%	<b>8.1%</b> +40 bp	<b>591,240</b> 7.8%	<b>5.4%</b> +10 bp



# 3Q13 Financial Results

## Net Revenues

3Q12 vs.3Q13

+3.0%  
→



3Q12



3Q13

9M12 vs.9M13

+4.6%  
→



9M12



9M13

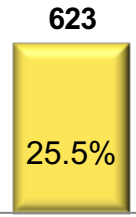
• Figures in COP Bn (000,000,000)

# 3Q13 Financial Results

## Gross Profit

3Q12 vs.3Q13

+7.1%



3Q12



3Q13

9M12 vs.9M13

+6.2%



9M12



9M13

• Figures in COP Bn (000,000,000)

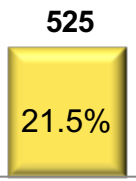


# 3Q13 Financial Results

## SG&A

3Q12 vs.3Q13

+7.2%



3Q12



3Q13

9M12 vs.9M13

+6.7%



9M12



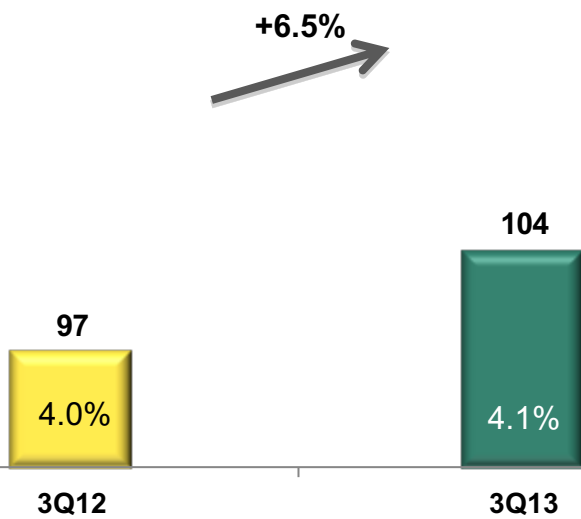
9M13

• Figures in COP Bn (000,000,000)

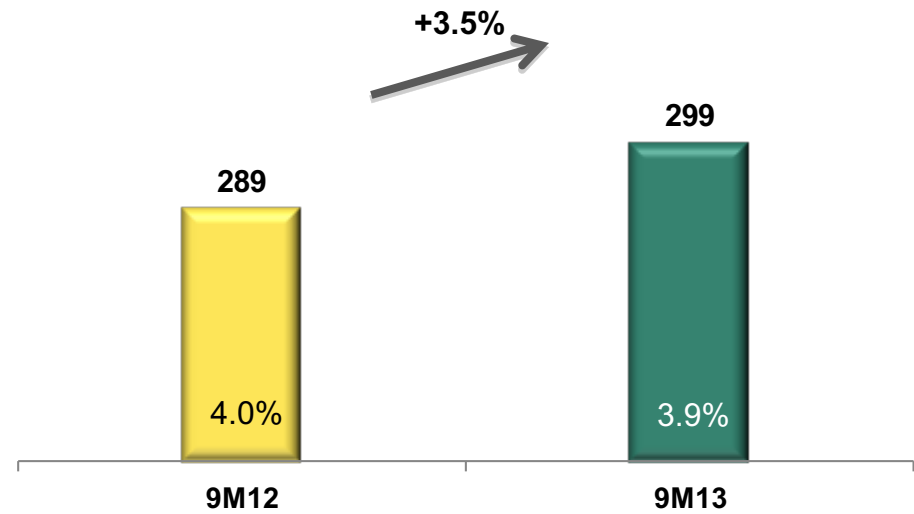
# 3Q13 Financial Results

## Operating Income

3Q12 vs.3Q13



9M12 vs.9M13



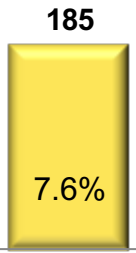
• Figures in COP Bn (000,000,000)

# 3Q13 Financial Results

## EBITDA

3Q12 vs.3Q13

+8.1%



3Q12



3Q13

9M12 vs.9M13

+5.4%



9M12



9M13

• Figures in COP Bn (000,000,000)

# 3Q13 Financial Results

## Net Financial Result

3Q12 vs.3Q13

+59.6% →



Net Financial Income 3Q12

Net Financial Income 3Q13

9M12 vs.9M13

-3.0% →



Net Financial Income 9M12

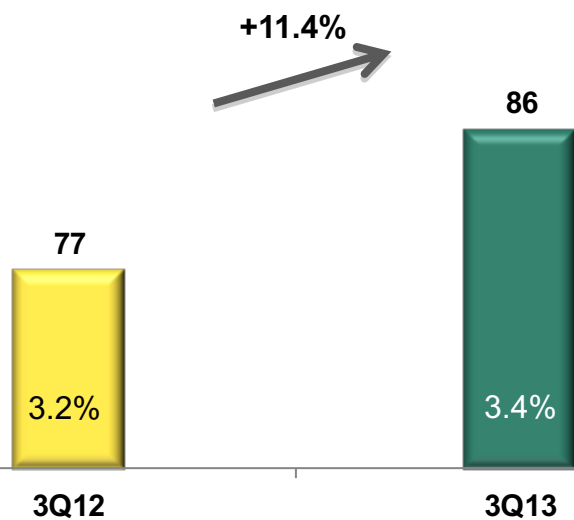
Net Financial Income 9M13

• Figures in COP Bn (000,000,000)

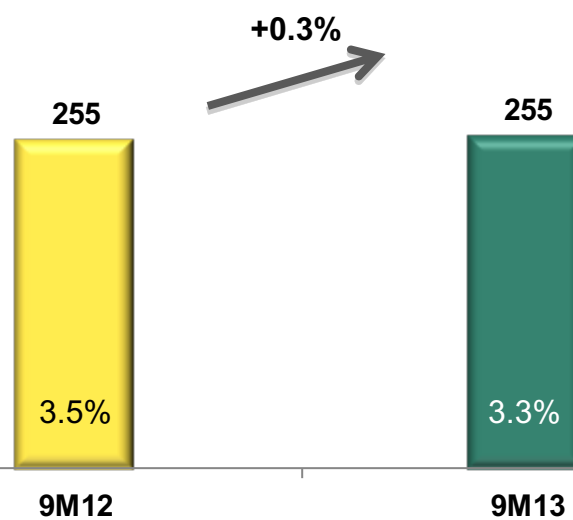
# 3Q13 Financial Results

## Net Income

3Q12 vs.3Q13



9M12 vs.9M13



• Figures in COP Bn (000,000,000)

# Strategy Follow-Up



## Real Estate:

- Projects Under Construction: “Vizcaya” business centre and “Viva Barranquilla”.



## Omni-channel:

- **199 Aliados Surtimax** year-to-September
- **Móvil Éxito** positioning as expected
- **Click & Collect** and **Drive-In** sites for first time in Colombia

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