

METRO GROUP achieves sales target and confirms EBIT guidance

- Like-for-like sales growth of 1.5% in financial year 2014/15
- Growth drivers online retail and delivery remain successful
- METRO Cash & Carry and Media Saturn report like-for-like sales growth in both financial year 2014/15 and Q4 2014/15
- Acquisitions of Classic Fine Foods and RTS strengthen sales lines
- Sale of Galeria Kaufhof successfully completed; net cash inflow of €1.75 billion, above original forecast
- METRO GROUP anticipates good Christmas business

Düsseldorf, 19 October 2015 – According to preliminary figures, METRO GROUP increased its like-for-like sales by 1.5% in financial year 2014/15. This means that the Düsseldorf-based retail and wholesale company has achieved its full-year sales target. Reported sales of €59.2 billion fell 1.2% short of the previous year's figure due to negative currency and portfolio effects. However, sales in local currencies increased by 0.5%. "Financial year 2014/15 was a turning point for METRO GROUP," said Olaf Koch, Chairman of the Management Board of METRO AG. "We managed to make our core business dynamic again and strengthen our balance sheet even further. We reached our full-year like-for-like sales target. We also confirm our guidance for EBIT before special items¹. Following the successful sale of Galeria Kaufhof, we also once again have the financial means to make further acquisitions to supplement and strengthen our sales lines, such as the recently acquired companies Classic Fine Foods and RTS."

METRO GROUP's like-for-like sales rose by 1.3% in Q4 2014/15. Both METRO Cash & Carry and Media-Saturn recorded increases in like-for-like sales in Q4 2014/15 and over financial year 2014/15 as a whole. Reported sales of METRO GROUP fell by 1.1% to €14.2 billion. However, this was due to currency

¹ Adjusted for currency effects slightly above the €1,531 million achieved in financial year 2013/14, including typical levels of net income from real estate sales

and portfolio effects. Sales in local currencies increased by 1.9%.

METRO GROUP also significantly expanded its business in the strategic growth areas of online retail and delivery in Q4 2014/15 and, in doing so, reinforced its market position and customer relevance in many countries. METRO GROUP expects a positive Christmas business and has begun the current quarter with an optimistic outlook.

METRO GROUP has made further progress in optimising its portfolio: The most important event in Q4 was, as announced, the completion of the sale of Galeria Kaufhof on 30 September 2015. The value of the transaction stood at €2.825 billion, including various liabilities. METRO GROUP received the net cash payment of €1.75 billion, which was above the original forecast, in due time.

METRO GROUP also made two acquisitions in the fourth quarter:

- Classic Fine Foods (CFF) is one of the leading providers of food service distribution, the direct delivery of food to customers from the hotel, restaurant and catering sectors in large cities in Asia and the Middle East. CFF supplies premium hotels and restaurants. CFF sales have been included in METRO GROUP sales since September.
- RTS provides services for electronic products all over Germany, as well as throughout Europe via its partners, and complements the offer of Media-Saturn. Its range of services encompasses planning, installing, inspecting, maintaining and repairing a wide range of electronic products.

METRO GROUP	2013/14	2014/15	Q4 2013/14	Q4 2014/15
Sales (in €billion)	59.9	59.2	14.4	14.2
Change(€)	-4.3%	-1.2%	-2.8%	-1.1%
Change (in local currency)	-1.9%	0.5%	-1.1%	1.9%
Like-for-like	0.1%	1.5%	0.6%	1.3%

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Sales line development in financial year 2014/15

METRO Cash & Carry

METRO Cash & Carry like-for-like sales rose by 0.9% in financial year 2014/15. It was possible to increase like-for-like sales in all quarters. Reported sales fell by 2.7% to €29.7 billion due to the development of exchange rates (primarily that of the Russian rouble). Sales in local currencies, meanwhile, matched the previous year's level.

Like-for-like sales development at METRO Cash & Carry remained very positive in Q4 2014/15, increasing by 1.1% and therefore generating growth for the ninth consecutive quarter. Reported sales fell by 3.2% to €7.4 billion due to negative currency effects and store disposals. However, sales in local currencies matched the levels of the same quarter in the previous year. The like-for-like decline in the German business was less pronounced than in the two previous quarters. In the Western Europe region, like-for-like sales of METRO Cash & Carry rose slightly. Development was particularly positive in France, Italy and Spain. In Eastern Europe, like-for-like sales rose in almost every country. In percentage terms, Russian business once again reported solid like-for-like sales growth in the mid single-digit range. Sales in the Asia/Africa region were up on account of support provided by exchange rates, though like-for-like sales declined. This was due to development in China and Pakistan. In China, METRO Cash & Carry deliberately avoided low-margin business with large sales volumes. Like-for-like sales growth was achieved in Japan and India.

METRO Cash & Carry	2013/14	2014/15	Q4 2013/14	Q4 2014/15
Sales (€billion)	30.5	29.7	7.6	7.4
Change (€)	-2.1%	-2.7%	-2.2%	-3.2%
Change (in local currency)	2.0%	0.0%	0.8%	0.0%
Like-for-like	1.0%	0.9%	0.1%	1.1%

Media-Saturn

Sales at Media-Saturn rose like-for-like by 3.1% in financial year 2014/15. Like-for-like sales increased in all quarters of the financial year. Reported sales increased by 3.6% to €21.7 billion, while in local currencies the increase stood at 4.7%.

Online sales increased by over 20% and reached €1.8 billion, meaning that internet retail now accounts for over 8% of total sales.

The positive trend at Media-Saturn continued in Q4 2014/15, with like-for-like sales rose by 2.9% and thereby for the fifth consecutive quarter. Reported sales climbed by 3.0% to €5.1 billion (+4.6% in local currency). All regions generated like-for-like sales growth. Aside from the volume market Germany, sales development in Western Europe in Spain, Italy, the Netherlands and Sweden was very positive. Hungary and Turkey were particular highlights in Eastern Europe, with double-digit percentage growth both in total sales and like-for-like.

Media-Saturn	2013/14	2014/15	Q4 2013/14	Q4 2014/15
Sales (in €billion)	21.0	21.7	4.9	5.1
Change (€)	-0.3%	3.6%	2.9%	3.0%
Change (in local currency)	0.8%	4.7%	3.7%	4.6%
Like-for-like	-0.9%	3.1%	1.7%	2.9%

Real

Like-for-like sales at Real fell slightly by 0.8% in financial year 2014/15. Reported sales fell by 2.6% to €7.7 billion especially due to store closures. In Q4 2014/15, like-for-like sales declined by 1.6% and showed a better development compared to Q3 2014/15. Sales development in financial year 2014/15, as well as in Q4, was affected by a still tight competition accompanied with price deflation in the food sector. Sales development and frequency were positively supported by in the meanwhile 107 remodelled stores according to the successful Essen model.

Real	2013/14	2014/15	Q4 2013/14	Q4 2014/15
Sales (in €billion)	7.9	7.7	1.9	1.8
Change (€)	-1.3%	-2.6%	-0.3%	-3.6%
Like-for-like	-0.9%	-0.8%	0.2%	-1.6%

Store network development METRO GROUP

	30/09/2014	New store openings 2014/15	Closures/ Disposals 2014/15	30/09/2015	Change (absolut)
METRO Cash & Carry	766	+22	-24	764	-2
Media-Saturn	986	+36	-15	1.007	+21
Real	307	+0	-14	293	-14
Total	2,063*	+58	-53	2,068*	+5

* including 4 stores in the Others segment

Financial Calendar 2015/16

Annual Report FY 2014/15	Tuesday	15 December 2015	8.00 am
Trading Statement Christmas Quarter 2015	Tuesday	12 January 2016	7.30 am
Quarterly Report Q1 2015/16	Thursday	11 February 2016	7.30 am
Annual General Meeting 2016	Friday	19 February 2016	10.30 am
Half-Year Financial Report H1/Q2 2015/16	Wednesday	11 May 2016	7.30 am
Quarterly Report 9M/Q3 2015/16	Tuesday	2 August 2016	7.30 am
Trading Statement FY 2015/16	Wednesday	19 October 2016	7.30 am

All time specifications are CET

METRO GROUP is one of the largest and most important international retailing companies. In the financial year 2014/15 it generated sales of around €59 billion. The company operates more than 2,000 stores in 30 countries and has a headcount of around 230,000 employees. The performance of METRO GROUP is based on the strength of its sales brands that operate independently in their respective market segments: METRO/MAKRO Cash & Carry - the international leader in self-service wholesale - Media Markt and Saturn - the European market leader in consumer electronics retailing and Real hypermarkets. More information on metrogroup.de

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