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Q1 2017/18 RESULTS PRESENTATION

13 February 2018

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The previous year's financial figures as at and for the three-month period ended 31 December 2016 correspond to those reported in the combined financial statements of the former METRO Wholesale & Food Specialist Group (now operating as METRO).

This presentation includes supplemental financial measures which are or may be non-GAAP financial or operative measures. These measures should not be viewed in isolation as alternatives to financial measures presented in accordance with IFRS. Other companies that disclose similarly titled measures may calculate them differently. All amounts are stated in million euros (€ million) unless otherwise indicated. Amounts below €0.5 million are rounded and reported as 0. Rounding differences may occur.

Q1 HIGHLIGHTS – STRONG SALES GROWTH AND STABLE EBITDA MARGIN

Sales growth	EBITDA and EBITDA margin ³	Free Cash Flow (FCF) ⁴
Reported ¹ : 1.5%	EBITDA: €608m (PY €608m)	Δ EBITDA: €0m vs PY
Like-for-like: 0.8%	Margin 6.0% (PY 6.0%)	Δ Change in NWC: -€44m vs PY
Delivery ² : >28%		Δ Capex: -€26m vs PY
Online (Real): ~45%		Δ FCF: -€70m vs PY

¹ Constant currency ² Wholesale delivery organic and M&A; ³ EBITDA including earnings contributions from real estate transactions;

⁴ EBITDA - capex excluding finance lease extensions and M&A +/- change in NWC

01

FINANCIAL PERFORMANCE

SALES IN Q1 – SOLID KICK-OFF OF THE NEW YEAR

%	Q1 2016/17	Q1 2017/18
Like-for-like growth	0.2%	0.8%
METRO Wholesale	0.7%	1.0%
Real	-1.7%	0.0%
Reported growth	-1.1%	0.2%
METRO Wholesale	-0.3%	0.6%
Real	-4.0%	-0.5%
Sales share of respective sales line		
Delivery: Wholesale	13%	16%
<i>excl. Pro à Pro</i>	13%	14%
Online: Real	1%	2%

Like-for-like growth

- Solid like-for-like growth of 0.8% in Q1 despite negative calendar effect
- Wholesale: growth in all segments but Russia

Reported growth

- Wholesale: Reported sales growth of 0.6% was affected by adverse currency effects, in particular in Turkey and China
- Real: slight decrease due to store closures

Multichannel sales share

- Continued double-digit sales growth for METRO Wholesale delivery business
- Real online with ~45% growth to 2% of sales

FY guidance

- Reported growth (local currency) of 1.5% well in line with FY guidance of $\geq 1.1\%$ growth

EBITDA IN Q1 – GROWTH VS. PREVIOUS YEAR DRIVEN BY REAL AND ONE-OFF GAINS IN OTHERS

€m	Q1 2016/17	Q1 2017/18
EBITDA excl. RE gains	565	608
thereof METRO Wholesale	518	498
<i>thereof FX</i>		-8
thereof Real	55	99
thereof Others	-11	12
EBITDA excl. RE margin	5.6%	6.0%
METRO Wholesale	6.5%	6.2%
Real	2.7%	4.9%
Real estate gains	43	0
METRO Wholesale	2	0
Real	0	0
Others	41	0
Total EBITDA	608	608

EBITDA and EBITDA margin

- Wholesale EBITDA below PY driven mostly by sales-related negative development in Russia and negative FX impact of €8m
- Real almost fully compensated last year's provisions for HQs restructuring; margin development dampened by investments in new media campaign, digital and online
- Others significantly benefitted from one-off gains due to release of restructuring provisions

Real estate gains

- No real estate gains this quarter

FY guidance

- 9% growth (at constant currency) of EBITDA excluding real estate gains in line with FY guidance of c. 10% growth

SALES TO EBITDA IN Q1 FY 2017/18 – SEGMENT VIEW (1/4)

METRO Wholesale Germany

€m / %	Q1 2016/17	Q1 2017/18
Sales	1,346	1,368
Like-for-like growth	-4.7%	2.2%
Reported growth	-1.9%	1.6%
EBITDA excl. RE gains	64	66
EBITDA margin	4.7%	4.8%
Real estate gains	0	0
Total EBITDA	64	66

- Solid sales growth driven by positive development of both delivery and in-store business
- Stable EBITDA margin driven by ongoing cost consciousness

METRO Wholesale Western Europe

€m / %	Q1 2016/17	Q1 2017/18
Sales	2,732	2,887
Like-for-like growth	-1.5%	0.7%
Reported growth	-2.2%	5.7%
EBITDA excl. RE gains	167	170
EBITDA margin	6.1%	5.9%
Real estate gains	1	0
Total EBITDA	168	170

- Positive like-for-like growth driven by almost all countries; strong reported growth driven by acquisition of Pro à Pro
- Slight deterioration in EBITDA margin driven primarily by ongoing challenges in the region

SALES TO EBITDA IN Q1 FY 2017/18 – SEGMENT VIEW (2/4)

METRO Wholesale Russia

€m / %	Q1 2016/17	Q1 2017/18
Sales	1,013	910
Like-for-like growth	0.9%	-8.9%
Reported growth	9.2%	-10.1%
EBITDA excl. RE gains	122	108
EBITDA margin	12.1%	11.8%
Real estate gains	0	0
Total EBITDA	122	108

- Negative like-for-like growth driven by recently higher promotional nature of the market and resulting deterioration of our price perception
- EBITDA margin resilient in challenging environment
- Countermeasures initiated to stabilize the trader development

METRO Wholesale Eastern Europe

€m / %	Q1 2016/17	Q1 2017/18
Sales	1,799	1,846
Like-for-like growth	3.4%	6.4%
Reported growth	-0.6%	2.6%
EBITDA excl. RE gains	119	123
EBITDA margin	6.6%	6.6%
Real estate gains	0	0
Total EBITDA	119	123

- Strong like-for-like growth driven mostly by continued strong trader business in Romania as well as growth in Turkey and Ukraine
- EBITDA margin stable

SALES TO EBITDA IN Q1 FY 2017/18 – SEGMENT VIEW (3/4)

METRO Wholesale Asia

€m / %	Q1 2016/17	Q1 2017/18
Sales	1,100	1,038
Like-for-like growth	9.4%	0.3%
Reported growth	10.3%	-5.7%
EBITDA excl. RE gains	40	35
EBITDA margin	3.7%	3.4%
Real estate gains	0	0
Total EBITDA	40	35

- Like-for-like growth impacted by shift of Chinese New Year (CNY) to Q2 2017/18; reported growth further impacted by negative FX impact
- Decline in EBITDA margin driven mostly by CNY shift

SALES TO EBITDA IN Q1 FY 2017/18 – SEGMENT VIEW (4/4)

Real

€m / %	Q1 2016/17	Q1 2017/18
Sales	2,058	2,049
Like-for-like growth	-1.7%	0.0%
Reported growth	-4.0%	-0.5%
EBITDA excl. RE gains	55	99
EBITDA margin	2.7%	4.9%
Real estate gains	0	0
Total EBITDA	55	99

- Flat like-for-like development despite negative calendar effect
- Real almost fully compensated Q1 2016/17 provisions for HQs restructuring; margin development dampened by investments in new media campaign, digital and online

Others

€m / %	Q1 2016/17	Q1 2017/18
Sales	20	2
EBITDA excl. RE gains	-11	12
Real estate gains	41	0
Total EBITDA	31	12

- Sales decrease driven by sale of Real stores in Romania
- EBITDA growth driven by one-off gains due to release of restructuring provisions

EBITDA TO EPS IN Q1 – STRONG EPS IMPROVEMENT DUE TO LOWER INTEREST RATES AND TAX RATE

€m / %	Q1 2016/17	Q1 2017/18
EBITDA	608	608
D&A	-182	-177
EBIT	426	431
<i>Interest and investment result</i>	-48	-33
<i>Other financial result</i>	-7	-6
Net financial result	-54	-39
EBT	372	392
Tax rate	65.6%	39.8%
Net income	128	236
EPS in €	0.34 ¹	0.64

Depreciation and amortization

- Small year-on-year improvement due to reduced impairments and despite added depreciation for Pro à Pro and new stores openings

Net financial result

- Lower interest expense due to repayment of bond in Q2 2016/17

Tax

- Tax rate development in line with guidance, Q1 2016/17 impacted by demerger and restructuring effects

EPS

- Significantly higher than last year, driven by improvement in net financial result and lower tax rate

¹ Pro-forma

FCF IN Q1 – SLIGHT DECREASE DUE TO HIGHER CAPEX AND LOWER CONTRIBUTION FROM NWC

€m / %	Q1 2016/17	Q1 2017/18
EBITDA	608	608
Change in NWC	227	183
Capex ¹	-87	-113
METRO Wholesale	-48	-68
Real	-13	-10
Others/Cons.	-26	-35
FCF	748	678
Net debt	2,615	2,767

Change in NWC

- For the last time negative effects in connection with transition to Markant

Capex

- Wholesale: mostly driven by higher number of store openings (CY: 3; PY: 1) as well as digital investments
- Real: invested into store modernisation
- Others: increase driven by investments in IT infrastructure and digital projects

FCF

- Decrease driven by NWC and Capex development

Net debt

- Year-on-year net debt increase largely driven by the acquisition of Pro à Pro

¹ Capex excl. M&A and financial leases

02 STRATEGIC CONTEXT

METRO WHOLESAL: EXECUTION OF PROVEN STRATEGY LEADS TO CONTINUED GROWTH

Key customer groups:
Horeca

+5.0%

like-for-like growth in Horeca in Q1 2017/18 across all countries

Key customer groups:
Trader

-3.3%

like-for-like growth in Trader countries¹ in Q1 2017/18 including Russia.

+3.5% excluding Russia

Focus categories: Food

+1.9%

Food like-for-like growth in Q1 2017/18

¹ Trader countries: Bulgaria, Czech Republic, India, Pakistan, Poland, Romania, Russia, Serbia, Slovakia

METRO GERMANY: BECOME #1 MARKETPLACE FOR THE GASTRONOMY

	Q1 2016/17	Q1 2017/18
LfL growth	-4.7%	2.2%
Sales	€1.3bn	€1.4bn
EBITDA	€64m	€66m
EBITDA margin	4.7%	4.8%



Network
104 stores / 8 depots ¹
Activation
EEI: 55 (PY 50)
NPS: ongoing roll-out

A solid start to the new year with volume growth from Horeca and Food

Gaining customer relevance-
both in store and in delivery

+2% in store LfL

+6% in FSD LfL

+3% in Food LfL

Investing for growth – both into
our customers and in
infrastructure

Opening of Munich delivery depot

“Gastronomie Live” – hands on
experience of being restaurateur

Partnership with Guide Michelin

Targeted marketing for Horeca
Food and Non-Food



¹ Depots of Metro Wholesale, excl. Rungis

METRO RUSSIA: BECOME CHAMPION FOR INDEPENDENT BUSINESSES

	Q1 2016/17	Q1 2017/18	<p>Immediate countermeasures to recent developments</p> <ul style="list-style-type: none"> • Increase traffic by intensifying our commercial initiatives • Enhance support for independent traders through tailor-made programs 	Network	
LfL growth	0.9%	-8.9%			90 stores / 2 depots
Sales	€1.0bn	€0.9bn			Activation
EBITDA	€122m	€108m			EEI: 85 (PY 80)
EBITDA margin	12.1%	11.8%			NPS: rolled-out

Continued investment into Horeca and Trader infrastructure, relationships and products

“Fasol” continues to grow
>300 stores
Sales +60% vs PY



Power of Relationships - „Megustro”
strengthen the Horeca industry by
providing education, sharing know-how
and presenting trends



Steering assortment and
improving service



REAL: FORMAT REDEFINITION WITH CONTINUED PROGRESS

Real Food Lover flagship roll-out

- Braunschweig remodeling started January 2018
- Planned reopening October 2018

Online approach

- Continued strong growth ~45%, 2% of total sales
- More than 5,000 merchants, 12m products
- ~ 1.1 million buying customers in Q1
- Gross merchandise value growth >190%

Tariff negotiations

- Negotiation ongoing; settlement targeted March 2018
- Next round planned for February 2018

Modernisation Classic Stores

- 9 stores already remodeled with simple upgrades
- Positive development of the stores with regard to frequency, food sales and sales area productivity

Before...



...after



03 OUTLOOK & GUIDANCE

OUTLOOK FOR 2017/18

Guidance¹

- Mid-term ambition confirmed

	FY 2016/17	FY 2017/18
Sales growth in local currency	1.1%	≥1.1%
LfL growth	0.5%	≥0.5%
Rep. EBITDA ¹ excl. real estate gains	€1,436m ²	c. 10% growth

Technical effects to consider for Q2 2017/18

Sales

- Pro à Pro consolidation in Q2 2016/2017
- Significant positive calendar effect due to Easter shift (earlier than 2016/17) and CNY (later than 2016/17)

EBITDA

- Real estate gains: €75m in Q2 2016/17 (~€80m in METRO Wholesale), no material real estate gains for Q2 2017/18 expected

¹ At constant FX and before portfolio measures

² Reported EBITDA 2016/17 of €1,611m less €175m of real estate gains

EVENTS AND FINANCIAL CALENDAR

Upcoming events

- 19-20 February 2018 Roadshow Paris / Frankfurt / London on IR level
- 21-22 March 2018 Analyst and investor trip to METRO Expo, Russia

Financial calendar

- 16 February 2018 – Annual General Meeting
- 15 May 2018 – H1/Q2 Financial Report 2017/18
- 2 August 2018 – 9M/Q3 Quarterly Statement 2017/18

Q&A



Olaf Koch, CEO



Christian Baier, CFO

04 APPENDIX

CASH FLOW IN Q1

€ million	Q1 2016/17	Q1 2017/18
EBIT	426	431
Depreciation/amortisation/impairment losses/reversal of impairment losses of assets excl. financial investments	182	177
Change in provisions for post-employment benefits plans and other provisions	30	-57
Change in net working capital	227	183
Income taxes paid	-79	-85
Reclassification of gains (-) / losses (+) from the disposal of fixed assets	-37	-2
Other	-46	-57
Cash flow from operating activities	703	590
Acquisition of subsidiaries	0	0
Investments in property, plant and equipment (excl. finance leases)	-181	-173
Other investments	-32	-42
Investments in monetary assets	-482	-2
Disposals of subsidiaries	0	33
Disposal of fixed assets	-3	22
Gains (+) / losses (-) from the disposal of fixed assets	37	2
Disposal of monetary assets	0	0
Cash flow from investing activities	-661	-160
Dividends paid	-8	-8
Redemption of liabilities from put options of non-controlling interests	-19	0
New borrowings	57	118
Redemption of borrowings	-22	-754
Interest paid	-55	-40
Interest received	3	12
Profit and loss transfers and other financing activities	-16	-7
Cash flow from financing activities	-60	-679
Total cash flows	-18	-249

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