



Q1 2018/19 PRESS CONFERENCE CALL

12 February 2019



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OUR ORIGIN IS **WHOLESALE** IS OUR FUTURE

2016/17



2017/18



2018/19



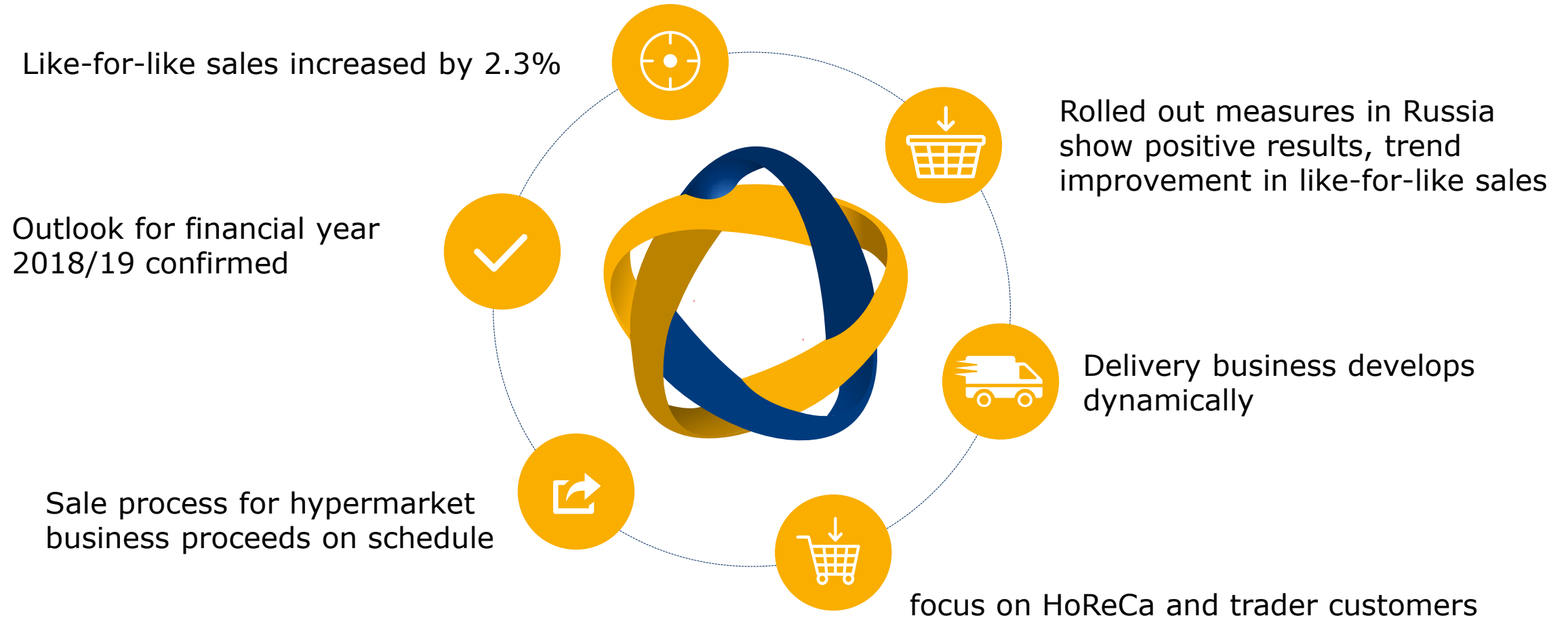
INTENSIFICATION



01

KEY FACTS Q1 2018/19

KEY FACTS IN Q1 2018/19



02



UPDATE ON REAL



REAL: PREREQUISITES FOR INDEPENDENCE

Commercial model



“Markthalle” concept

- Braunschweig reopened with sales record
- Further “Markthalle” in Bielefeld planned
- 19 stores already remodeled with modules of store concept

Omni-channel business



Online marketplace

- c. 65% GMV¹ growth to c. €171m
- >14m SKU²

Competitive cost structure



RTG

- Cooperation platform founded in April 2017
- 7 members, more suppliers to be added

Tariff

- c. 5,600 people hired under new tariff

¹ GMV = Gross Merchandise Value.

² SKU = Stock Keeping Unit.

SALE PROCESS PROCEEDS



September 2018

- 13/9/2018:
The management of METRO decides the divestment process of Real and all associated business activities
- 30/9/2018:
The hypermarket business is reported as discontinued operations (IFRS 5)

October 2018

- Banks were mandated

December 2018

- Data room was opened

February/March 2019

- Indicative offers are expected shortly

Q3 2018/19

- Signing in Q3 2018/19 planned

03

FINANCIAL PERFORMANCE



STRONGEST LFL SALES GROWTH IN 6 QUARTERS

€m / %	Q1 2018/19
Sales	8,017
Like-for-like growth	2.3%
<i>thereof Food</i>	<i>3.1%</i>
Reported growth	-0.6%
Growth in local currency	2.1%
Delivery sales share	18%
EBITDA excl. RE gains	470
<i>thereof FX</i>	<i>-18</i>
EBITDA margin	5.9%
Real estate gains	2
Total EBITDA	472



METRO GERMANY WITH SLIGHT DECREASE, WESTERN EUROPE WITH POSITIVE LFL GROWTH

METRO Germany

€m / %	Q1 2018/19
Sales	1,352
Like-for-like growth	-0.2%
Reported growth	-1.3%
EBITDA excl. RE gains	68
EBITDA margin	5.0%
Real estate gains	0
Total EBITDA	68

METRO Western Europe (without Germany)

€m / %	Q1 2018/19
Sales	2,921
Like-for-like growth	1.0%
Reported growth	1.2%
EBITDA excl. RE gains	175
EBITDA margin	6.0%
Real estate gains	0
Total EBITDA	175

RUSSIA SHOWS POSITIVE DEVELOPMENT, EASTERN EUROPE WITH DYNAMIC LFL GROWTH

METRO Russia

€m / %	Q1 2018/19
Sales	801
Like-for-like growth	-2.4%
Reported growth	-11.9%
EBITDA excl. RE gains	79
<i>thereof FX</i>	-10
EBITDA margin	9.9%
Real estate gains	0
Total EBITDA	79

METRO Eastern Europe (without Russia)

€m / %	Q1 2018/19
Sales	1,861
Like-for-like growth	6.4%
Reported growth	0.8%
EBITDA excl. RE gains	113
<i>thereof FX</i>	-5
EBITDA margin	6.1%
Real estate gains	2
Total EBITDA	116

ASIA REMAINS GROWTH DRIVER FOR METRO

METRO Asia

€m / %	Q1 2018/19
Sales	1,072
Like-for-like growth	5.9%
Reported growth	3.3%
EBITDA excl. RE gains	36
<i>thereof FX</i>	<i>0</i>
EBITDA margin	3.3%
Real estate gains	0
Total EBITDA	36

Others¹

€m / %	Q1 2018/19
Sales	10
EBITDA excl. RE gains	-2
<i>thereof FX</i>	<i>-2</i>
Real estate gains	0
Total EBITDA	-2

¹Reflects segment reporting view, basis for 2018/19 guidance.

EPS FROM CONTINUING OPERATIONS AT CONSTANT LEVEL

€m / %	Q1 2018/19
EBITDA	472
D&A	-137
EBIT	335
Interest and investment result	-30
Other financial result	-10
Net financial result	-40
EBT	296
Tax rate	38%
Net income	181
EPS from continuing operations (€)	0.50
EPS from discontinuing operations (€)	0.06
Reported EPS (€)	0.56



04

STRATEGIC PRIORITIES



4.7% HORECA GROWTH DRIVEN BY FRANCE, TURKEY AND GERMANY

1

France (Wholesale & Pro à Pro)

- Customized customer strategy leveraging omni-channel expertise
- Proactive measures around yellow vest demonstrations

2

Turkey

- Strong FSD basket growth from
 - Cross selling
 - Own Brand / ultra fresh assortment

3

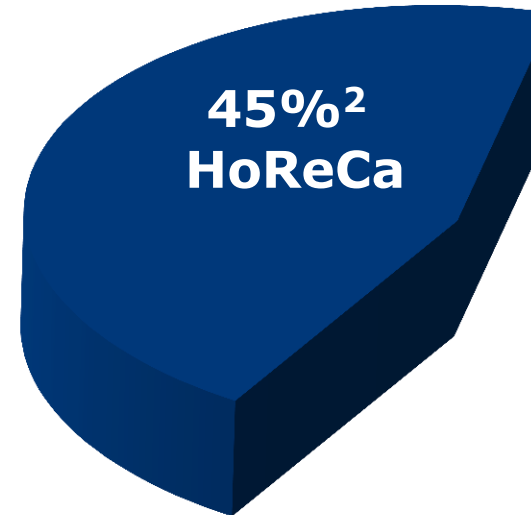
Germany

- Regional sales force approach
- Focus on increasing customer touchpoints

HoReCa

+4.7%¹ LfL growth

Restaurants, cafés,
caterers, hotels, canteens



¹HoReCa like-for-like sales Q1 2018/19.

² FY 2017/18 HoReCa sales share.

FUTURE HORECA GROWTH ACCELERATED BY INTERFACE DIGITALISATION

Digital interface for Delivery

- 13 countries rolled-out
- 3.4m orders in 2018
- Expected to double in 2019

Customer benefits

- Better customer experience
- Predefined basket based on previous purchasing behavior

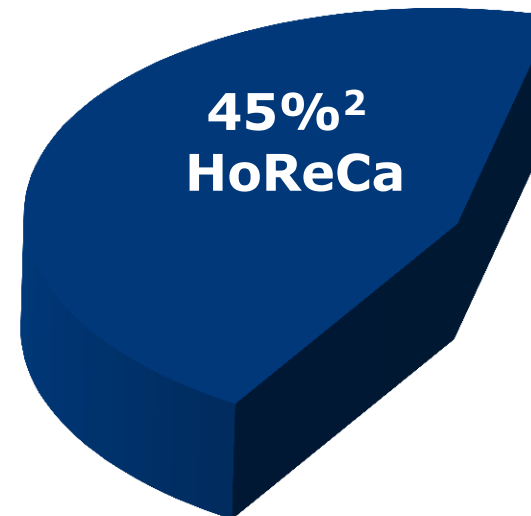
METRO benefits

- Up to 18% basket increase
- Order processing costs reduced by ~50%

HoReCa

+4.7%¹ LfL growth

Restaurants, cafés,
caterers, hotels, canteens



¹HoReCa like-for-like sales Q1 2018/19.

² FY 2017/18 HoReCa sales share.

FUTURE GROWTH IN HORECA ACCELERATED BY CUSTOMER DIGITALISATION

Digitalisation of customers

- Online platform DISH rolled-out (Germany, Italy, France, Croatia)
- >120k accounts

Customer benefits

- More customers due to more visibility
- Less cost versus alternative solutions
- Administrative burden reduced

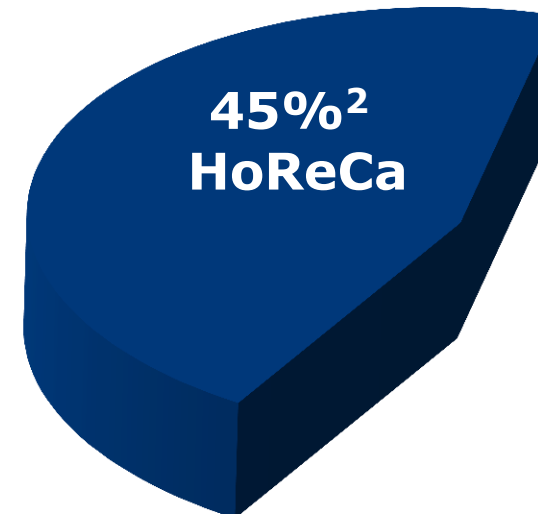
METRO benefits

- Build loyalty (e.g. frequency increase)
- Basis for more complex solutions
- Data access

HoReCa

+4.7%¹ LfL growth

Restaurants, cafés,
caterers, hotels, canteens



¹HoReCa like-for-like sales Q1 2018/19.

²FY 2017/18 HoReCa sales share.

4.6% TRADER GROWTH DRIVEN BY ROMANIA, INDIA AND PAKISTAN

1

Romania

- Significant food sales growth
- Continued BMPL3 improvement
- Increased communication

2

India

- Provided wide range of customer specific gifting solutions ahead of Diwali festival

3

Pakistan

- Newly launched Own Brand products
- Freshly by Metro (modern franchise convenience store)

Trader

+4.6%¹ LfL growth

Traders, kiosks,
mom-and-pop-shops, kiranas

21%²
Trader



¹Trader countries (Bulgaria, Czech Republic, India, Pakistan, Poland, Romania, Russia, Serbia, Slovakia) excl. Russia.

²FY 2017/18 Trader sales share.

³BMPL = Buy More Pay Less.

FUTURE TRADER GROWTH ACCELERATED BY INTERFACE DIGITALISATION

Digital interface for Delivery

- 3-month pilot project in Romania
- Customised product range, price groups, marketing
- Second roll-out country: Russia

Customer benefits

- Trader specific pricing benefiting bulk purchasing behavior

METRO benefits

- Volume uptick, cross selling capabilities
- Decreasing cost of order processing

Trader

+4.6%¹ LfL growth

Traders, kiosks,
mom-and-pop-shops, kiranas

**21%²
Trader**



¹Trader countries (Bulgaria, Czech Republic, India, Pakistan, Poland, Romania, Russia, Serbia, Slovakia) excl. Russia.

²FY 2017/18 Trader sales share.

05 OUTLOOK & GUIDANCE

OUTLOOK FOR 2018/19

Guidance¹

	FY 2017/18		FY 2018/19
Sales growth in local currency	1.5%	➔	1-3%
LfL growth	1.3%	➔	1-3%
EBITDA excl. real estate gains	1,242 €m	➔	2-6% reduction



¹ At constant FX and before portfolio measures.

Q&A



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