Carrefour

Annual results 2002

2002 EPS: +15.1%
2003 EPS TARGET: 2-DIGIT GROWTH

Sales excl. VAT
68 729 m€

+4.6%
on constant exchange rates

-1.1%
on ongoing exchange rates

EBIT
3 025 m€

+7.1%

Recurring net profit Group share after goodwill amortization
1 389 m€

+15.1%

EPS after goodwill amortization
+15.1%

€ 1.95

Shareholders Annual Meeting
15 APRIL 2003

The Shareholders Annual Meeting will be held on April 15th 2003 in Paris in the Carrousel du Louvre at 09.30. A dividend of 0.64 euro per share will be proposed vs 0.56 euro in 2002, an increase of 14.8%. It will be payable on April 18th 2003.

DATES OF PUBLICATIONS 2003
10 April : 1Q sales
10 July : 2Q sales
28 August : 1H results
9 October : 3Q sales
8 January 2004 : 4Q Sales

Shareholders information
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All our results available on
www.carrefour.com

Carrefour had set itself 3 priorities in 2002 : to relaunch its sales, to reduce its costs and to improve its cash.

- on sales: on constant exchange rates, all countries* have increased their sales; 10 countries record 2-digit sales increases,
- on costs: SG&A have been reduced between 2001 and 2002 by 0.3% of sales,
- on cash management: financial charges have been reduced by 18.5% and operating working capital has been improved by € 259mn (€ 455mn excluding Argentina and exch. rates).

In an environment marked by the decrease of exchange rates, the good execution of these priorities in 2002 has allowed the group to beat its net profit growth objective (+10% à +15%).

KEY FIGURES 2002 :

In m €	2002	2001	Chg
Sales excluding VAT	**68 729**	**69 486**	***-1.1 %***
EBITDA	4 675	4 528	*+3.3%*
EBIT	**3 025**	**2 826**	***+7.1 %***
EBIT margin	4.4%	4.1%	
Profit before tax	2 498	2 179	*+14.6%*
Recurring net profit	1 869	1 721	*+8.6%*
Recurring net profit - Gp sh.			
before GW	1 699	1 575	*+7.8 %*
after GW	**1 389**	**1 207**	***+15.1 %***
Non recurring items - Gp share	(15)	59	*ns*
Net profit - Gp share	1 374	1 266	*+8.6 %*
EPS			
before GW (in euros)	2.39	2.21	*+7.7%*
after GW (in euros)	1.95	1.70	*+15.1 %*
Cash flow	3 026	2 700	+12.1%
Capital expenditure	2 423	3 398	-28.7%
Net debt / Sh. Equity	128%	106%	
On constant exchange r ates	94%	106%	
Interest coverage (EBITDA / financial charges)	**8.9x**	**7.0x**	

Sales per zone

in m euros	2002	2001	Chg	Chg on ctt rates
France	35 101	34 335	*+2.2%*	*+2.2%*
Europe (excl. Fce)	23 608	22 144	*+6.6%*	*+6.7%*
Americas	5 382	8 440	*-36.2%*	*+7.8%*
Asia	4 639	4 567	*+1.6%*	*+5.9%*

EBIT per zone

in m euros	2002	2001	Chg	Chg on ctt rates
France	2 064	1 905	*+8.4%*	*+8.4%*
Europe (excl. Fce)	796	733	*+8.5%*	*+8.4%*
Americas	23	53	*-56.0%*	*ns*
Asia	141	134	*+5.4%*	*+9.0%*

The sharp decline of currencies in LAtin America and to a lesser extent in Asia explain the sales decline by 1.1% on ongoing exchange rates and the lower contribution of the Americas zone to the group's EBIT.

** (except Malaysia -1.7% and Mexico -0.6%)*

The group has recorded a stable gross margin in 2002 at 22.6% of sales (22.5% in 2001), reflecting the pursuit of sustained commercial dynamics in all countries.

The reduction of SG&A from 16.9% to 16.6% of sales shows the control of distribution costs.

Interest charges, at €-527m, have been reduced by 18.5%, thanks to a cautious management of the debt.

The Group tax rate reaches 29.6% vs 26.9% in 2001.

The net profit Gp share increases 15.1% after goodwill amortization.

A STRATEGY FOCUSED ON GROWTH AND IMPROVING RETURN ON CAPITAL EMPLOYED

In two years, between 2000 and 2002, the Group has sharply increased its return on capital employed from 12.5% to 14.8%.

In order to continue this improvement, the group's strategy will focus in the coming years **on organic growth and the development of all its formats, notably with the reinforcement of its european base**. The objective is to come back over the medium term and on constant exchange rates to a sales growth of 7%.

This development will be pursued in accordance with investment criteria relying for each country and for each format on:

- the control of the commercial model: through assortments, the discount policy, innovations ;

- the control of the investment model, through various investment ratios: sales and capex / sqm;

- and the control of the financial model: full ownership or leases.

2003 OBJECTIVES

The Group will count at the end of 2003 around 830 new stores under its banners (network at the end of 2002 : 9 632 points of sales):
- 60 hypermarkets,
- 120 supermarkets,
- 450 hard discount stores,
- and 200 convenience stores.

Like in 2002, Carrefour is cautious on the conjoncture in 2003, beacuse of the uncertainties linked to the environment.

Like in 2002, Carrefour is confident on the good execution of its strategy:

- **reinforcement of the european base,**
- **reinforcement of the commercial dynamics,**
- **organic growth and development of the multiformat.**

Carrefour sets itself as targets in 2003:
- **an increase in sales superior to 5% on constant exchange rates,**
- **and a 2-digit increase in EPS, before and after goodwill.**