

# FY 2022 Results Q4 2022 Sales

February 14<sup>th</sup>, 2023

## 2022: A year of key strategic achievements















#### Strong financial performance, sound execution of strategy

Sales

€90.8bn

+8.5% LFL

Recurring Operating Income

€2,377m

+8.3%

**Cost savings** 

€1.0bn

23-26 target of €4bn

Net free cash-flow

€1,262m

+€35m

E-commerce GMV

+26%

+139% vs. 2019

**Private Labels** 

+2p.p. yoy

at 33% of sales

Grupo BIG integration

Accelerated pace of store conversions

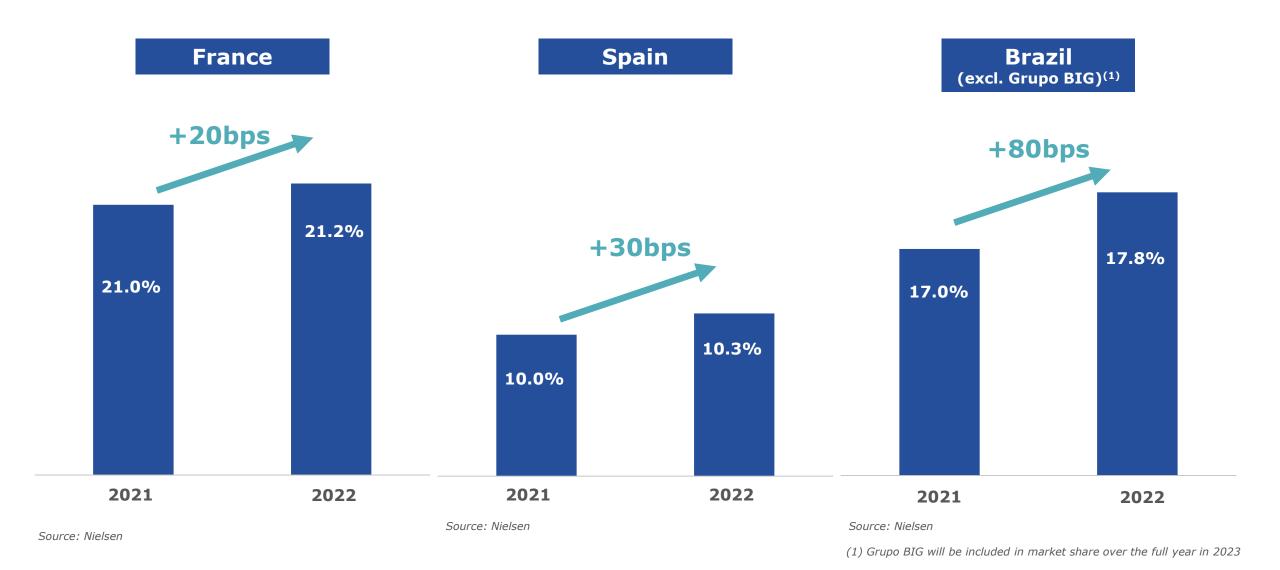
**Synergies** in line with plan

**CSR Index** 

109%



## Consistent market share gains in key markets



#### **CSR – Successful FY 2022 initiatives**

#### Achievement of CSR index objectives: 109% with particular progress in:

#### **Packaging**

**16,390 tons avoided** since 2017 o/w **5,483 tons** in 2022

#### **Food transition**

204 suppliers committed to the Food Transition Pact

(vs. 114 in 2021)

#### **Climate and waste**

-29% reduction in store greenhouse gas emissions

(scopes 1 and 2) vs. 2019

#### **Employees**

3.7% of employees with disabilities in 2022 or 11,281 people

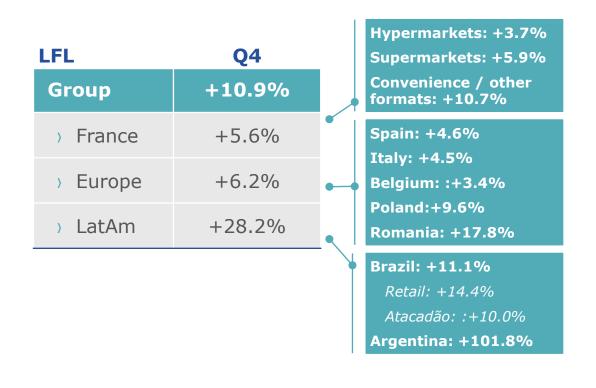


#### Strong top line momentum

## > +10.9% LFL in Q4 2022

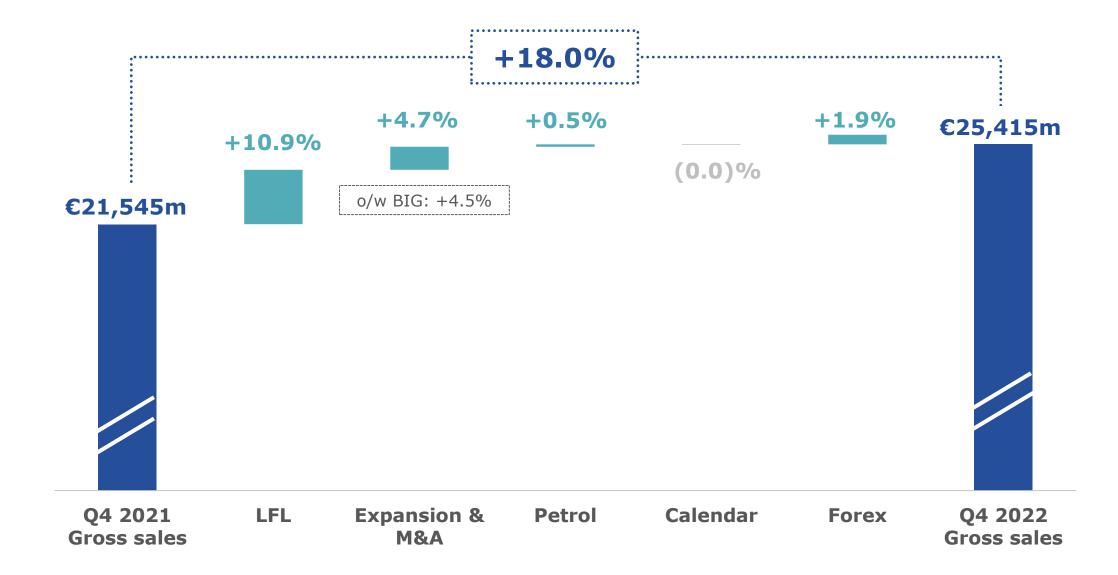
#### **Group LFL sales growth, excl. Taiwan**







#### Strong Q4 sales growth driven both by LFL and expansion





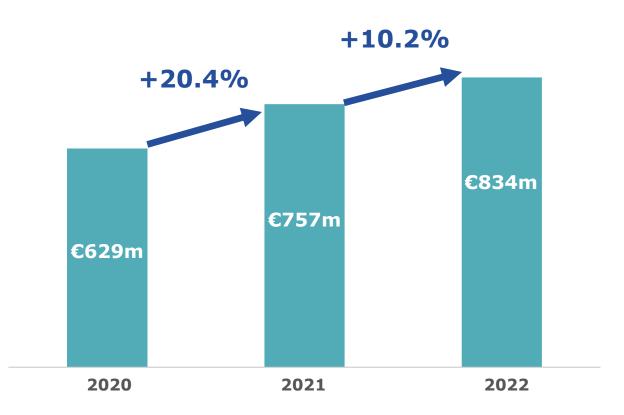
#### France: Solid performance across the board

#### France 2022 LFL of +3.4%

- Market share gains in value and in volume in 2022
  - Nielsen<sup>(1)</sup>: +0.2pts in value and +0.3pts in volume
  - Kantar<sup>(2)</sup>: +0.1pts in value and +0.4pts in volume
- > +13% growth in e-commerce GMV

LFL	2022
France	+3.4%
> Hypermarkets	+1.8%
› Supermarkets	+2.2%
› Convenience & others	+10.2%

#### France ROI up +10.2%



<sup>(1)</sup> Copyright © 2023, NielsenIQ

<sup>(2)</sup> Kantar MyWorldPanel

#### France: Strong market share growth in volume throughout the year



Hypermarket 1

Supermarket 1

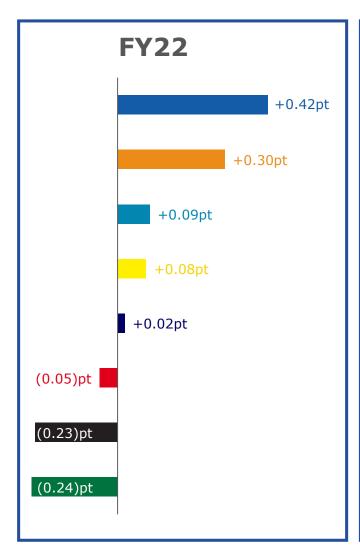
Discounter 1

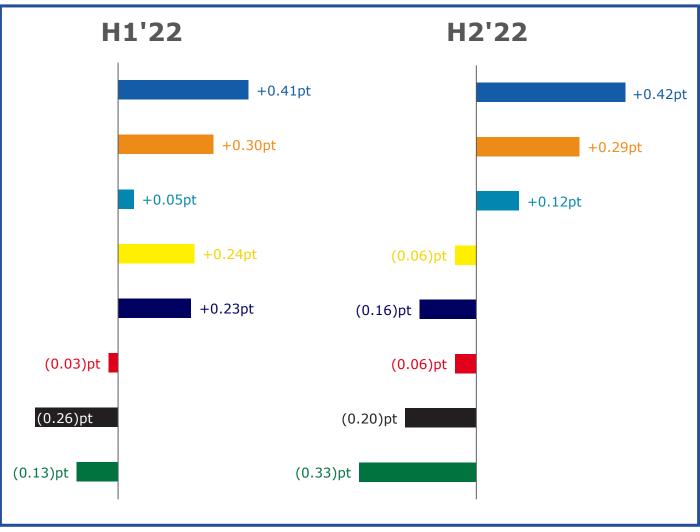
Discounter 2

Hypermarket 2

Supermarket 2

Multi-formats



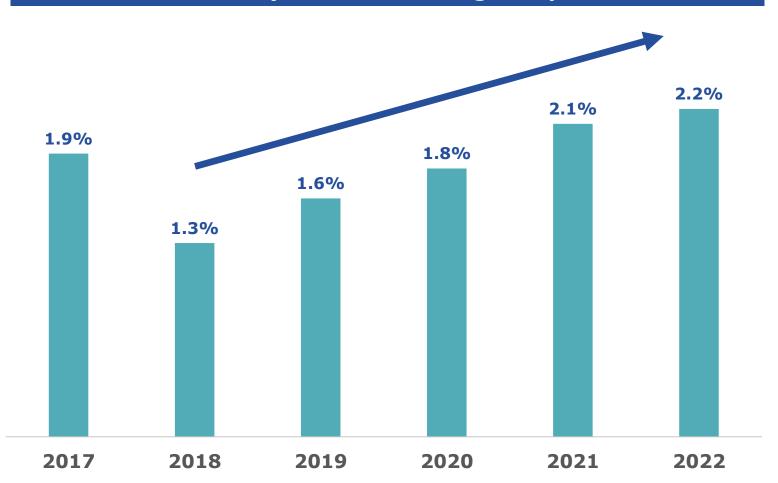


Source: Kantar MyWorldPanel



## **France: Steady margin improvement**







#### **Europe: Good commercial momentum- ROI pressured by costs**

#### **Europe 2022 LFL of +4.9%**

#### **SPAIN**

Solid market share dynamics (+30bps) in a context of high inflation weighing on purchasing power

#### **CENTRAL EUROPE**

> Solid growth in Poland & Romania

LFL	2022
Europe	+4.9%
› Spain	+5.4%
› Italy	+4.2%
› Belgium	(0.9)%
› Poland	+12.0%
› Romania	+9.0%

#### **Europe ROI down (15.3)% at constant FX**

#### **SPAIN**

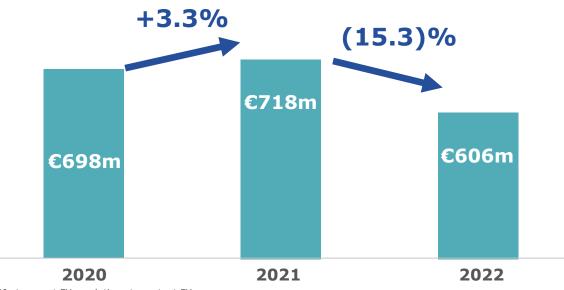
Profitability affected by sharp increase in energy costs and higher cost of risk in Financial Services

#### **BELGIUM**

Adverse competitive landscape

#### **ITALY**

Rapid earnings recovery



ROI at current FX, evolution at constant FX



#### Latin America: Solid earnings growth despite BIG integration costs

#### Latin America 2022 LFL of +24.6%

#### **BRAZIL**

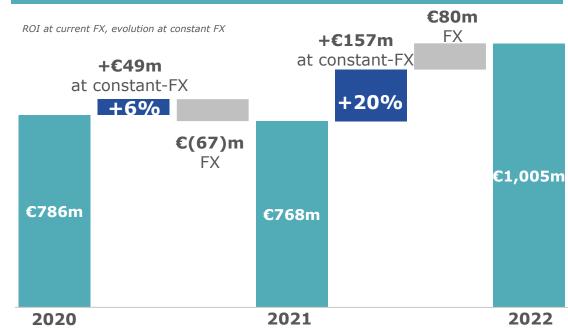
- +12.4% LFL sales, with non-food back to positive territory (+7.0% LFL) and strong growth in food (+13.4% LFL)
- Strong market share gains (+80bps) on historical scope (excl. Grupo BIG effect)

#### **ARGENTINA**

Strong performance with growing volumes and continued market share gains

LFL	2022
Brazil	+12.4%
› Retail	+10.8%
› Atacadão	+12.9%
Argentina	+84.3%

#### LatAm ROI up +20.4% at constant FX



ROI - €m	2021	2022	Variation	at constant-FX
Brazil	714	914	+28.0%	+8.8%
ROI Margin	6.2%	5.1%	-111bps <sup>(1)</sup>	-
Argentina	55	92	+67.5%	+171.9%
ROI Margin	2.4%	3.1%	+72bps	-

(1) ROI margin in Brazil down (6)bps excluding Grupo BIG perimeter



#### Latin America: Successful integration of Grupo BIG

#### **Acceleration of conversion plan**



#### Capture of synergies well on track: R\$160m booked in 2022 accounts - R\$2.0bn 2025 objective confirmed

- > 100% of the front office IT systems integrated
- > Head office structures reduced by 23%
- > Negotiations with suppliers concluded and to be fully reflected in P&L in FY 23
- > Strong sales uplift at converted stores

## **Steady improvement in Group profits**

> FY22 ROI up +8.3%

in €m	<b>2021</b> <sup>(1)</sup>	2022	Variation	
Net Sales	70,462	81,385	15.5%	
Gross margin	14,896	16,313	9.5%	Reflecting investment in competitiveness
As a % of net sales	21.1%	20.0%	-110 bps	and change in integrated/franchise store
SG&A	(10,837)	(11,958)	10.3%	mix
As a % of net sales	15.4%	14.7%	-69 bps	Strong cost discipline
Recurring operating income before D&A (EBITDA)	4,307	4,613	7.1%	
D&A	(1,864)	(1,978)	6.1%	
Recurring operating income (ROI)	2,194	2,377	8.3%	
Recurring operating margin	3.1%	2.9%	-19 bps	Stable Group ROI margin excl. Grupo BIG

(1) Carrefour Taiwan reclassified as held for sale as per IFRS 5

## Strong EPS growth driven by operating performance and buybacks

n €m	<b>2021</b> <sup>(1)</sup>	2022	
Recurring operating income	2,194	2,377	+8.3%
Net income from associates and JVs	12	50	
Non-recurring income and expenses, net	(366)	36	Low restructuring costs in 2022
EBIT	1,840	2,463	
Net financial expenses	(270)	(490)	Higher interest rates and increased debt in 2022 following the acquisition of Grupo BIG
Income before taxes	1,570	1,973	2022 following the acquisition of Grapo Bio
Income tax expense	(360)	(408)	
Normative tax rate	30.2%	28.8%	Evolution of the geographic mix and
Net income from discontinued operations	92	1	decrease in corporate tax rate in France (from 28.4% to 25.8%)
Consolidated Net income	1,301	1,566	(110111 20.4 /0 to 25.6 /0)
Net income, Group share	1,072	1,348	<i></i>
Net income from continuing operations, Group share	1,002	1,368	+36.6%
Net income from discontinued operations, Group share	70	(21)	
Minority interests	229	218	
Net income from continuing operations, Non-controlling interests	208	196	
Net income from discontinued operations, Non-controlling interests	22	22	
Adjusted net income, Group share	1,126	1,212	Adjusted EPS
Adjusted earning per share (EPS)	1.43	1.63	1 1 1 0 /

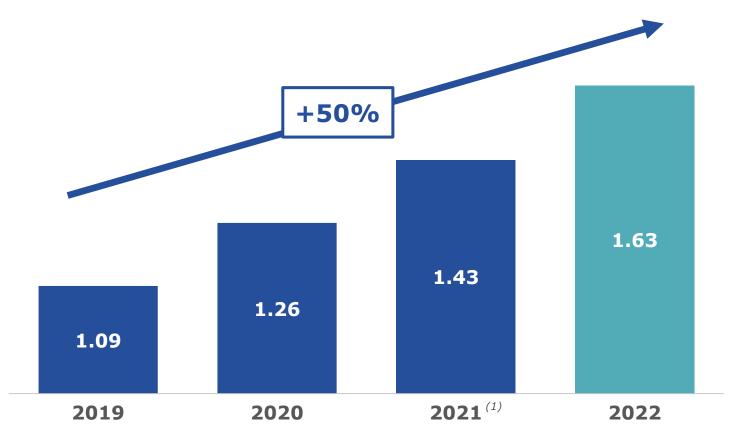
<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5

#### **Steady growth in EPS**

> Adjusted EPS

+14% in 2022

#### **Adjusted EPS** (in €)



+50% over 3 years

14% CAGR between
2019 and 2022

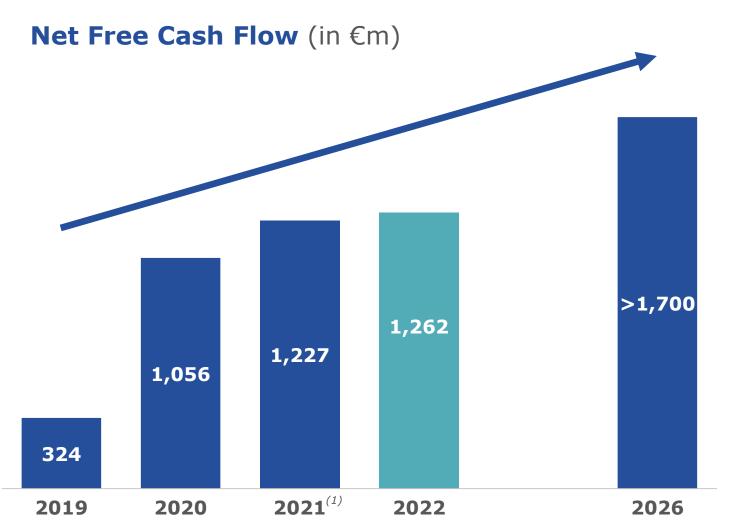
(1) Carrefour Taiwan reclassified as held for sale as per IFRS 5



## Record Net Free Cash Flow generation

> 2022 Net FCF of

€1,262m



Net FCF to reach
>€1.7bn in 2026

(1) Carrefour Taiwan reclassified as held for sale as per IFRS 5



## **Net Free Cash Flow growth**

#### > EBITDA to Net FCF

in €m	<b>2021</b> <sup>(1)</sup>	2022	Variation	
<b>EBITDA</b>	4,307	4,613	306	
Income tax paid	(426)	(449)	(23)	
Financial result (operations-related) <sup>(2)</sup>	(1)	13	14	Including exceptional tax
Cash impact of restructuring items and others	(289)	(424)	(135) •	payment at the Bank in Brazil (c.€110m)
Gross cash flow (excl. discontinued)	3,591	3,753	162	
Change in working capital requirement (incl. change in consumer credit)	(186)	243	428	
Discontinued operations	255	224	(31)	
Operating cash flow (incl. exceptional items and discontinued)	3,661	4,219	559	To de dia a concentration
Capital expenditure <sup>(3)</sup>	(1,558)	(1,861)	(304) •	Including c.€160m related to Grupo BIG integration
Asset disposals (business related)	276	379	103	crupo Die integration
Change in net payables and receivables on fixed assets	122	55	(67)	
Discontinued operations	(67)	(36)	31	
Free cash flow	2,435	2,756	322	
Payments related to leases (principal and interests) net of subleases payments received	(931)	(1,047)	(116)	Higher cost of debt driven by
Net cost of financial debt	(173)	(336)	(164) •	high interest rates and
Discontinued operations	(104)	(111)	(7)	incremental debt, notably in R\$
Net Free Cash Flow	1,227	1,262	35	

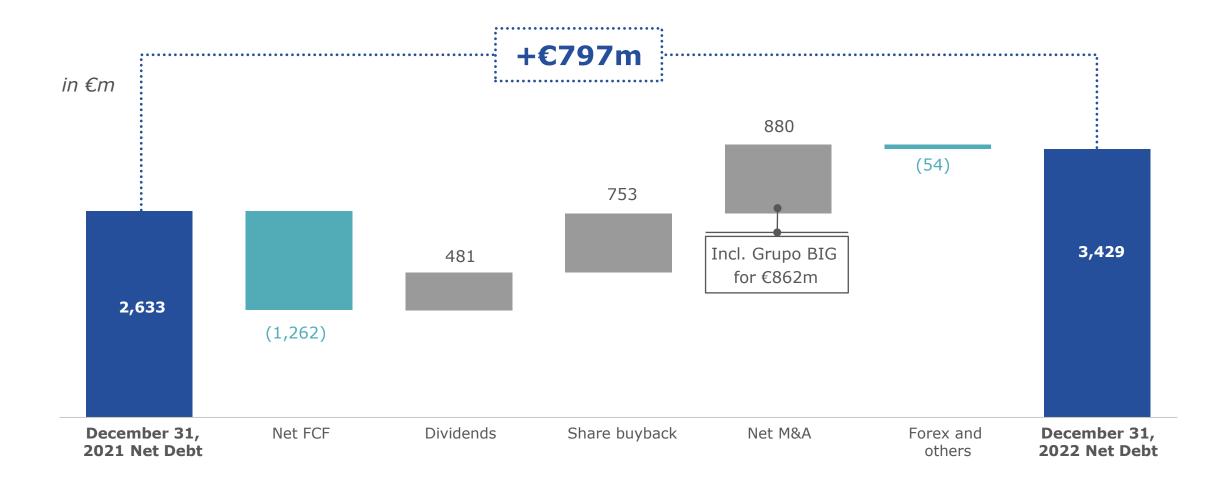
<sup>(3)</sup> Restated for Makro



<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5

<sup>(2)</sup> Excluding cost of debt and interest related to leases obligations

## Increase in net debt reflecting Grupo BIG acquisition





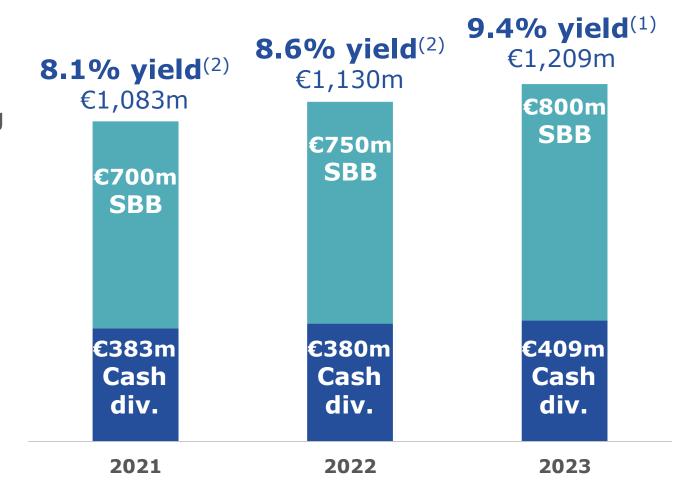
#### A cash-generating model supporting value creation for shareholders

## Dividend of €0.56

representing a total amount of c.€409m<sup>(1)</sup> proposed to the General shareholders' meeting on May 26<sup>th</sup>, 2023

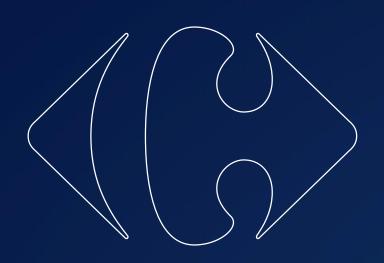
## €800m share buyback

to be completed before year-end



<sup>(1)</sup> At 31 January 2023 market capitalization and number of shares

<sup>(2)</sup> At year-end market capitalization



## APPENDIX

## **Carrefour 2026 objectives**

OPERATIONAL OBJECTIVES	2022	2026
Private labels	33% of food sales	40% of food sales
Convenience store openings	-	+2,400 vs. 2022
Atacadão store openings	-	>+200 vs. 2022
Reduction in energy consumption	-9%	-20% in 2026 vs. 2019 (in 2024 for France)

ESG OBJECTIVES	2022	2026	
Sales of certified sustainable products	€5.4bn	€8bn	
Top 100 suppliers to adopt a 1.5°C trajectory	27%	100%	
Employees with disabilities	11,281	15,000	

FINANCIAL OBJECTIVES	2022	2026
E-commerce GMV	€4.2bn	€10bn
Cost savings	€1.0bn in 2022	€4bn (cumul. 2023-2026)
Net Free Cash Flow <sup>(1)</sup>	€1,262m	>€1.7bn
Investments (Capex)	€1,861m	€2bn/year
Cash dividend growth	+8% (€0.56/share)	>5%/year

Note: (1) Net Free Cash Flow corresponds to free cash flow after net finance costs and net lease payments. It includes cash-out of exceptional charges



## Q4 2022 Gross sales

	Gross sales (in €m)	Change at current exch. rates inc. petrol	Change at constant exch. rates inc. petrol	LFL ex. petrol ex. calendar	Organic growth ex. petrol ex. calendar
France	11,496	+8.0%	+8.0%	+5.6%	+4.9%
Hypermarkets	5,811	+6.2%	+6.2%	+3.7%	+2.0%
Supermarkets	3,749	+8.1%	+8.1%	+5.9%	+6.3%
Others, inc. convenience	1,936	+13.8%	+13.8%	+10.7%	+12.0%
Other European countries	6,941	+6.2%	+6.4%	+6.2%	+5.9%
Spain	3,196	+6.7%	+6.7%	+4.6%	+5.3%
Italy	1,178	-0.2%	-0.2%	+4.5%	-0.5%
Belgium	1,155	+3.5%	+3.5%	+3.4%	+3.5%
Poland	655	+6.9%	+9.3%	+9.6%	+10.6%
Romania	758	+20.1%	+19.4%	+17.8%	+19.6%
Latin America (pre-IAS 29)	6,977	+59.8%	+50.0%	+28.2%	+31.1%
Brazil	5,860	+64.1%	+38.2%	+11.1%	+14.4%
Argentina (pre-IAS 29)	1,118	+40.5%	+103.2%	+101.8%	+102.9%
Group total (pre-IAS 29)	25,415	+18.0%	+16.0%	+10.9%	+10.9%
IAS 29 impact	(437)	_			
Group total (post-IAS 29)	24,977				



## Q4 LFL over 3 years

LFL ex. petrol ex. calendar	Q4 2020	Q4 2021	Q4 2022
France	+5.5%	-0.3%	+5.6%
Hypermarkets	+3.9%	-1.8%	+3.7%
Supermarkets	+9.8%	-1.3%	+5.9%
Others, inc. convenience	+2.0%	+6.9%	+10.7%
Other European countries	+1.8%	0.0%	+6.2%
Spain	+6.0%	+1.6%	+4.6%
Italy	-7.6%	+2.5%	+4.5%
Belgium	+5.7%	-6.8%	+3.4%
Poland	-4.2%	+5.7%	+9.6%
Romania	+1.6%	-3.3%	+17.8%
Latin America	+25.3%	+4.0%	+28.2%
Brazil	+22.9%	-6.1%	+11.1%
Argentina	+39.6%	+61.0%	+101.8%
Group total	+8.9%	+0.7%	+10.9%



## **Q4 2022 Technical effects**

	Calendar	Petrol	Forex
France	-0.1%	+3.2% <sup>(1)</sup>	-
Hypermarkets	-0.3%	+4.5% <sup>(1)</sup>	-
Supermarkets	+0.1%	+1.6% <sup>(1)</sup>	-
Others, inc. convenience	-0.1%	+1.9% <sup>(1)</sup>	-
Other European countries	-0.1%	+0.3%	-0.2%
Spain	-0.1%	+0.8%	-
Italy	+0.2%	+0.1%	-
Belgium	+0.0%	-	-
Poland	-0.7%	-0.6%	-2.4%
Romania	-0.1%	-0.1%	+0.7%
Latin America	+0.4%	-2.2%	+9.7%
Brazil	+0.4%	-2.2%	+25.9%
Argentina	+0.3%	-	-62.7%
Group total	+0.0%	+0.5%	+1.9%

<sup>(1)</sup> Petrol rebates from French government for the full year 2022 are accounted for as petrol sales in the fourth-quarter vs. in cost of sales previously

## **FY 2022 Gross sales**

	Gross sales (in €m)	Change at current exch. rates inc. petrol	Change at constant exch. rates inc. petrol	LFL ex. petrol ex. calendar	Organic growth ex. petrol ex. calendar
France	42,009	+6.8%	+6.8%	+3.4%	+2.5%
Hypermarkets	20,728	+5.5%	+5.5%	+1.8%	+0.4%
Supermarkets	13,880	+5.0%	+5.0%	+2.2%	+1.0%
Others, inc. convenience	7,402	+14.4%	+14.4%	+10.2%	+11.7%
Other European countries	25,068	+5.9%	+6.2%	+4.9%	+4.3%
Spain	11,498	+9.8%	+9.8%	+5.4%	+5.9%
Italy	4,400	-0.4%	-0.4%	+4.2%	-1.7%
Belgium	4,261	-1.1%	-1.1%	-0.9%	-0.9%
Poland	2,290	+8.5%	+11.4%	+12.0%	+12.7%
Romania	2,619	+11.1%	+11.3%	+9.0%	+11.3%
Latin America (pre-IAS 29)	23,842	+55.9%	+42.0%	+24.6%	+27.7%
Brazil	20,021	+57.0%	+33.1%	+12.4%	+15.9%
Argentina (pre-IAS 29)	3,821	+50.5%	+85.8%	+84.3%	+85.6%
Group total (pre-IAS 29)	90,919	+16.1%	+13.5%	+8.5%	+8.4%
IAS 29 impact	(109)				
Group total (post-IAS 29)	90,810				



## FY LFL over 3 years

LFL ex. petrol ex. calendar	2020	2021	2022
France	+3.6%	+1.8%	+3.4%
Hypermarkets	+1.0%	+0.6%	+1.8%
Supermarkets	+6.8%	+3.6%	+2.2%
Others, inc. convenience	+5.2%	+2.1%	+10.2%
Other European countries	+3.5%	-1.1%	+4.9%
Spain	+7.1%	-0.4%	+5.4%
Italy	-5.2%	-3.0%	+4.2%
Belgium	+8.3%	-4.2%	-0.9%
Poland	-0.6%	+3.0%	+12.0%
Romania	+2.1%	+2.0%	+9.0%
Latin America	+23.0%	+9.3%	+24.6%
Brazil	+18.2%	+1.0%	+12.4%
Argentina	+49.3%	+50.0%	+84.3%
Group total	+8.0%	+2.5%	+8.5%

## **FY 2022 Technical effects**

	Calendar	Petrol	Forex
France	+0.2%	+4.1%(1)	-
Hypermarkets	+0.1%	+5.0% <sup>(1)</sup>	-
Supermarkets	+0.3%	+3.6% <sup>(1)</sup>	-
Others, inc. convenience	+0.1%	+2.5% <sup>(1)</sup>	-
Other European countries	+0.0%	+1.2%	-0.3%
Spain	+0.2%	+2.4%	-
Italy	+0.1%	+1.2%	-
Belgium	-0.2%	-	-
Poland	-0.1%	-1.3%	-2.8%
Romania	+0.0%	-	-0.2%
Latin America	+0.1%	-0.9%	+13.9%
Brazil	+0.1%	-0.7%	+23.9%
Argentina	+0.2%	-	-35.3%
Group total	+0.1%	+1.7%	+2.6%

<sup>(1)</sup> Petrol rebates from French government for the full year 2022 are accounted for as petrol sales in the fourth-quarter vs. in cost of sales previously

## **FX** impact on results

CURRENCY	2022 Evolution <sup>(1)</sup>
Brazilian Real	+17.5%
Argentine Peso	-13.8%
Polish Zloty	-2.5%
Romanian Leu	-0.2%

<sup>(1)</sup> Average foreign exchange rate

+2.6%
positive FX impact on 2022 Gross Sales

+€81m

positive FX impact on
2022 ROI

## Net sales and recurring operating income by region

#### NET SALES RECURRING OPERATING INCOME

in €m	2021 <sup>(1)</sup>	2022	Variation at constant exch. rates	Variation at current exch. rates	2021 <sup>(1)</sup>	2022	Variation at constant exch. rates	Variation at current exch. rates
France	35,283	37,706	+6.9%	+6.9%	757	834	+10.2%	+10.2%
Other European countries	21,283	22,643	+6.7%	+6.4%	718	606	-15.3%	-15.6%
Latin America	13,895	21,036	+44.9%	+51.4%	768	1,005	+20.4%	+30.8%
Global functions	-	-	-	-	(49)	(69)	n.a.	n.a.
TOTAL	70,462	81,385	+14.3%	+15.5%	2,194	2,377	+4.6%	+8.3%

<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5

## **Reduction in non-recurring expenses**

in €m	2021 <sup>(1)</sup>	2022
Restructuring costs	(383)	(13)
Impairment and asset write-offs	(215)	(147)
Results from asset disposals	271	212
Other non-current items	(40)	(16)
Non-recurring income and expenses, net	(366)	36

<sup>(1)</sup> Including Carrefour Taiwan reclassified as held for sale as per IFRS 5

## **2022** income statement

in €m	2021 <sup>(1)</sup>	2022
Net Sales	70,462	81,385
Net sales, net of loyalty program costs	69,669	80,543
Other revenue	2,091	2,546
Total revenue	71,760	83,089
Cost of goods sold	(56,865)	(66,776)
Gross margin	14,896	16,313
SG&A	(10,837)	(11,958)
Recurring operating income before D&A (EBITDA)	4,307	4,613
Amortization	(1,864)	(1,978)
Recurring operating income (ROI)	2,194	2,377
Recurring operating income including income from associates and joint ventures	2,206	2,427
Non-recurring income and expenses	(366)	36
Operating income	1,840	2,463
Financial expense	(270)	(490)
Income before taxes	1,570	1,973
Income tax expense	(360)	(408)
Net income from continuing operations, Group share	1,002	1,368
Net income from discontinued operations, Group share	70	(21)
Net income, Group share	1,072	1,348
Adjusted net income, Group share	1,126	1,212
Depreciation from supply chain (in COGS)	(248)	(258)

<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5



#### Tax expense

in €m	2021 reported	2021 <sup>(1)</sup>	2022
Income before taxes	1,632	1,570	1,973
Non-recurring income and expenses, net	(374)	(366)	36
Income before taxes (excl. non-recurring income and expense and net income from associates)	2,005	1,936	1,937
Full-year normative tax rate <sup>(2)</sup>	29.9%	30.2%	28.8%
Full-year normative tax rate <sup>(2)</sup> Normative tax expense	29.9% (599)	30.2%	28.8% (557)
<u> </u>			
Normative tax expense	(599)	(585)	(557)
Normative tax expense  Non income-based taxes (mostly CVAE <sup>(3)</sup> )	<b>(599)</b> (31)	<b>(585)</b> (31)	<b>(557)</b> (39)

Evolution of the geographic mix and decrease in corporate tax rate in France (from 28.4% to 25.8%)

**(()** 

<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5

<sup>(2)</sup> Full year Normative tax rate:

<sup>-</sup> Reflects Carrefour's geographic footprint and the relative weighting of each country

<sup>-</sup> Calculation based on local corporate income tax rate applied to pre-tax income excluding non-current items

<sup>(3)</sup> CVAE: local business tax in France based on a modified taxable income, recorded as corporate income tax; rate decrease by half starting in 2021

## **Earnings per share**

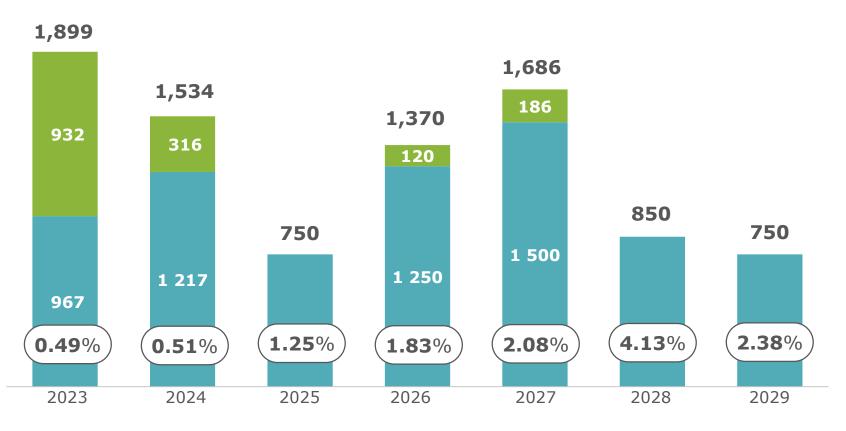
(€ per share)	2021 <sup>(1)</sup>	2022
Net income from continuing operations, Group share	1.27	1.85
Net income from discontinued operations, Group share	0.09	(0.03)
Net income, Group share	1.36	1.82
Adjusted net income, Group share	1.43	1.63
Weighted average number of shares (in millions)	786.9	741.4
Number of shares, year-end (in millions)	766.4	730.6

<sup>(1)</sup> Carrefour Taiwan reclassified as held for sale as per IFRS 5



#### **Enhanced liquidity and solid balance sheet**

#### **Debt redemption schedule (in €m)**



- Credit Rating as of December 31, 2022:
  - BBB stable outlook by S&P Baa1 stable outlook by Moody's (Moody's raised the outlook for Carrefour to "stable" in May 2021)
- On December 31, 2022, average bond debt maturity is at **3.6 years**
- July 2022: Bond redemption for €1,000m (1.75% coupon)
- 2 credit facilities for €3.9bn undrawn to date
- EMTN program updated in May 2022 to update a **CSR component**

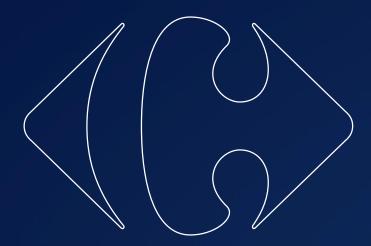
Morage annual coupon on Euro Bonds Bonds in euros<sup>(1)</sup> BRL debt (in € equivalent)

 $(1) \ Including \ US\$ \ denominated \ bonds \ swapped \ in \ euros$ 

## **Stores under banners at end Q4 2022**

(#)	Hypermarkets	Supermarkets	Convenience	Cash & Carry	Soft discount	Sam's Club	Total
France	253	1,039	4,472	148	33	-	5,945
Other European countries	455	2,088	3,471	12	91	-	6,117
Spain	205	160	1,050	-	55	-	1,470
Italy	42	439	1,024	12	-	-	1,517
Belgium	40	441	313	-	-	-	794
Poland	94	155	672	-	7	-	928
Romania	43	189	142	-	29	-	403
Others	31	704	270	-	-	-	1,005
Latin America	252	246	581	356	97	43	1,575
Brazil	170	151	149	343	97	43	953
Argentina	82	95	432	13	-	-	622
Others <sup>(1)</sup>	168	469	49	25	-	-	711
Total	1,128	3,842	8,573	541	221	43	14,348

<sup>(1)</sup> Africa, Middle-East, Dominican Republic and Asia



## DISCLAIMER

This presentation contains both historical and forward-looking statements. These forwardlooking statements are based on Carrefour management's current views and assumptions. Such statements are not guarantees of future performance of the Group. Actual results or performances may differ materially from those in such forward-looking statements as a result of a number of risks and uncertainties, including but not limited to the risks described in the documents filed with the Autorité des Marchés Financiers as part of the regulated information disclosure requirements and available Carrefour's website (www.carrefour.com), and the Universal particular Registration Document. These documents are also available in the English language on the company's website. Investors may obtain a copy of these documents from Carrefour free of charge. Carrefour does not assume any obligation to update or revise any of these forward-looking statements in the future.