

METRO'S LIKE-FOR-LIKE SALES GROW 1.0% IN Q1 2019/20

- **Like-for-like sales increased by 1.0% in Q1 2019/20**
- **Continuing strong development in Eastern Europe (5.0%) and Asia (3.2%)**
- **In Russia like-for-like sales declined by -5.3%; slight trend improvement vs. Q4 2018/19 (-6.3%)**
- **Total sales increased by 2.2% supported by positive currency effects**
- **METRO confirms sales and EBITDA outlook for the financial year 2019/20**

According to preliminary and unaudited figures, METRO AG's like-for-like sales in the 1st quarter 2019/20 increased by 1.0% in comparison to previous year. Total sales increased by 2.2% to € 7.5 billion supported by positive currency effects. Total sales in local currency grew by 1.0%.

"In the first quarter 2019/20, METRO continued to grow in the majority of the regions despite difficult macroeconomic and political conditions in some countries, for example the national general strikes in France. We confirm the outlook for the financial year 2019/20", said Olaf Koch, Chairman of the Management Board of METRO AG. "Furthermore, the sales processes of the hypermarket business and METRO China are progressing according to plan."

METRO

METRO	Q1 2018/19	Q1 2019/20
Sales (€ billion)	7.4	7.5
Change (€)	-1.0%	2.2%
Change (local currency)	1.9%	1.0%
Like-for-like (local currency)	2.1%	1.0%

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TRADING STATEMENT

1st quarter 2019/20
15 January 2020



Segments

	Sales (€ billion)		Change (€)		Change (local currency)		Like-for-like (local currency)	
	Q1 2018/19	Q1 2019/20	Q1 2018/19	Q1 2019/20	Q1 2018/19	Q1 2019/20	Q1 2018/19	Q1 2019/20
Total	7.4	7.5	-1.0%	2.2%	1.9%	1.0%	2.1%	1.0%
Germany	1.4	1.3	-1.3%	-0.4%	-1.3%	-0.4%	-0.2%	-0.4%
Western Europe (excl. Germany)	2.9	2.9	1.2%	0.4%	1.2%	0.4%	1.0%	0.5%
Russia	0.8	0.8	-11.9%	2.5%	-2.8%	-4.9%	-2.4%	-5.3%
Eastern Europe (excl. Russia)	1.9	2.0	0.8%	6.1%	6.3%	5.1%	6.4%	5.0%
Asia	0.4	0.5	3.0%	5.2%	9.8%	3.4%	7.4%	3.2%

- **Like-for-like sales** growth driven by Eastern Europe, Asia and Western Europe
 - Germany shows slight decline, impacted by a change in tobacco regulation
 - Western Europe with slight sales growth, despite national general strikes in France
 - Russia with LFL decline but slight trend improvement versus Q4 2018/19
 - Eastern Europe with continuing strong growth
 - Asia continues to grow on a good level, Classic Fine Foods affected by demonstrations in Hong Kong
 - Sales growth driven by Food categories and Horeca & Trader customers in majority of countries
- **Delivery business** continued to grow and the sales share increased further
- **Reported sales** increased by 2.2% supported by positive currency effects, especially in Russia and Ukraine
- In **local currency**, sales grew by 1.0%
- As of 31 December 2019, the **store network** includes 679 stores, 3 stores more than on the same date in the previous year. In the 1st quarter of 2019/20, 1 store was opened (Ukraine)

Financial calendar 2019/20

Quarterly Statement Q1 2019/20	Thursday	13 February 2020	7.30 a.m.
Annual General Meeting 2020	Friday	14 February 2020	10.00 a.m.
Half-yearly Financial Report H1/Q2 2019/20	Thursday	7 May 2020	7.30 a.m.
Quarterly Statement 9M/Q3 2019/20	Friday	7 August 2020	7.30 a.m.

Times stated are Berlin time

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Disclaimer

This sales report contains preliminary, unaudited figures and forward-looking statements. These statements are based on certain assumptions and expectations held at the time this report is published. Preliminary figures and forward-looking statements are therefore subject to risks and uncertainties and may significantly deviate from the actual results. With regard to forward-looking statements in particular, risks and uncertainties are to a large extent determined by factors that are outside of METRO's sphere of influence and that can currently not be estimated with an adequate degree of certainty. These factors include, inter alia, future market conditions and economic developments, the actions of other market participants, the utilisation of anticipated synergy effects as well as legislative and political decisions.

METRO does not consider itself obliged to publish any corrections to these forward-looking statements for the purpose of adjusting them to events or circumstances that eventuate after the publishing date of these materials.

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