

METRO ACHIEVES SALES TARGET FOR FINANCIAL YEAR 2017/18 AND CONFIRMS OUTLOOK

- Like-for-like sales in financial year 2017/18 for METRO (+0.7%) and METRO Wholesale (+1.3%) above previous year's growth
- Real reports slight decline in like-for-like sales in an unchanged competitive market environment (-1.7%)
- Hypermarket business, which is up for sale, reported as discontinued operations as of 30 September 2018
- Outlook for financial year 2017/18 confirmed

According to preliminary and unaudited figures, METRO AG's like-for-like sales in financial year 2017/18 have surpassed sales in the same period of previous year. Olaf Koch, Chairman of the Management Board of METRO AG, stated: "In the past financial year, we increased sales in a challenging market environment. In Germany, we reached a significant improvement in like-for-like sales supported by our Horeca customers, in Eastern Europe (excl. Russia) and Asia we continued to grow on a good level. The transformation in Russia makes progress and the measures that we initiated have a positive impact. We have also started to execute on a comprehensive marketing review, focussing on more sustainable sales but leading to lower customer frequency. We confirm the outlook for the financial year 2017/18".

In the fourth quarter, the like-for-like sales of METRO came in 0.6% above prior year level. While METRO Wholesale increased like-for-like sales, Real sales declined. Total sales of METRO decreased by 2.3% to 9.0 billion Euros due to negative currency effects. In local currency, sales grew by 0.2%.

METRO	12M 2016/17	12M 2017/18	Q4 2016/17	Q4 2017/18
Sales (€ billion)	37.1	36.5	9.2	9.0
Change (€)	1.6%	-1.6%	0.7%	-2.3%
Change (local currency)	1.1%	0.7%	1.6%	0.2%
Like-for-like (local currency)	0.5%	0.7%	0.5%	0.6%

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TRADING STATEMENT

Financial Year 2017/18

25 October 2018



METRO Wholesale

METRO Wholesale	Sales (€ billion)		Change (€)		Change (local currency)		Like-for-like (local currency)	
	12M 2016/17	12M 2017/18	12M 2016/17	12M 2017/18	12M 2016/17	12M 2017/18	12M 2016/17	12M 2017/18
Total	29.9	29.5	3.0%	-1.4%	2.3%	1.5%	0.9%	1.3%
Germany	4.7	4.8	-1.4%	0.1%	-1.4%	0.1%	-2.6%	0.8%
Western Europe (excl. Germany)	10.4	10.6	3.4%	1.7%	3.4%	1.7%	-0.2%	-0.4%
Russia	3.4	2.8	12.2%	-16.3%	-2.0%	-8.0%	-3.1%	-7.0%
Eastern Europe (excl. Russia)	6.9	7.0	1.6%	1.0%	4.3%	5.6%	5.0%	6.1%
Asia	4.4	4.3	5.4%	-1.4%	7.3%	4.4%	4.7%	4.0%

- Like-for-like sales growth driven by Eastern Europe (excl. Russia) and Asia; Germany shows significant improvement
- Russia with negative development while progressing with the transformation
- Horeca customers and food remain the main sales growth drivers
- The delivery business continues its successful development and further increases its contribution to overall sales
- Reported sales declined by -1.4% due to negative currency effects; sales grew by 1.5% in local currency
- Digitalisation of SMEs exceeds expectations: more than 100,000 restaurateurs in 14 countries provided with digital presence tools
- As of 30 September 2018, the store network includes 769 stores, 10 stores more than on the same date in the previous year. In the financial year 2017/18, 14 stores were opened (each 1 in Belgium and France, 4 in Russia, 5 in China and 3 in India) and 4 stores were closed (each 1 in Germany, Italy, Poland and China)

METRO Wholesale	Sales (€ billion)		Change (€)		Change (local currency)		Like-for-like (local currency)	
	Q4 2016/17	Q4 2017/18	Q4 2016/17	Q4 2017/18	Q4 2016/17	Q4 2017/18	Q4 2016/17	Q4 2017/18
Total	7.4	7.3	1.3%	-1.7%	2.5%	1.5%	0.5%	1.7%
Germany	1.2	1.2	-2.6%	-1.0%	-2.6%	-1.0%	-2.0%	-0.4%
Western Europe (excl. Germany)	2.7	2.7	4.9%	-0.1%	4.9%	-0.1%	-0.6%	-0.7%
Russia	0.7	0.6	-4.4%	-16.1%	-7.1%	-7.7%	-7.5%	-6.6%
Eastern Europe (excl. Russia)	1.8	1.8	2.3%	-1.9%	5.7%	6.2%	5.9%	6.5%
Asia	1.0	1.1	-0.7%	5.2%	4.6%	8.1%	3.3%	7.3%

- Like-for-like sales growth of 1.7% despite negative day effect; driven by Eastern Europe (excl. Russia) and Asia; Germany shows noticeable trend improvement compared to previous year

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- Russia with continuing negative like-for-like development due to lower customer frequency, as the execution on a comprehensive marketing review to focus on more sustainable sales has started
- Reported sales declined by -1.7% due to negative currency effects; sales grew by 1.5% in local currency

Real

Real	Sales (€ billion)		Change (€)		Like-for-like (local currency)	
	12M 2016/17	12M 2017/18	12M 2016/17	12M 2017/18	12M 2016/17	12M 2017/18
Germany	7.2	7.1	-3.1%	-2.3%	-1.0%	-1.7%

- Like-for-like sales decreased by -1.7%. After significantly growing in the first half of the financial year 2017/18, sales declined in the second half of the year due to the hot weather conditions as well as a temporarily limited availability of goods related to the new logistic structure
- Continued dynamic development of online business real.de, GMV grows by 90% to around 380 million Euros
- Reported sales declined, also due to 3 store closures in the current financial year
- As of 30 September 2018, the store network includes 279 stores, 3 stores less than on the same date in the previous year (thereof 2 temporary closures due to remodelling)

	Sales (€ billion)		Change (€)		Like-for-like (local currency)	
	Q4 2016/17	Q4 2017/18	Q4 2016/17	Q4 2017/18	Q4 2016/17	Q4 2017/18
Germany	1.7	1.7	-1.0%	-5.1%	0.6%	-4.1%

- Like-for-like sales decreased by -4.1% affected by unusual warm weather conditions as well as reduced number of trading days

Summary

- Sales target for financial year 2017/18 achieved
- Outlook for financial year 2017/18 confirmed
- The hypermarket business, which is up for sale, will be reported as discontinued operations¹⁾ as of 30 September 2018. The guidance for the financial year 2017/18 still relates to METRO including the hypermarket business.

1) Mainly the segment Real and a few entities and assets from the segment Others.

TRADING STATEMENT

Financial Year 2017/18

25 October 2018



Financial calendar 2018/19

Annual Report 2017/18	Thursday	13 December 2018	8.00 a.m.
Christmas Trading Statement 2018	Thursday	17 January 2019	7.30 a.m.
Quarterly Statement Q1 2018/19	Tuesday	12 February 2019	7.30 a.m.
Annual General Meeting 2019	Friday	15 February 2019	10.00 a.m.
Half-yearly Financial Report H1/Q2 2018/19	Thursday	9 May 2019	7.30 a.m.
Quarterly Statement 9M/Q3 2018/19	Thursday	1 August 2019	7.30 a.m.

Times stated are Berlin time

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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