

Jerónimo Martins SGPS, S.A.

First Half 2010 Results

28 July 2010

(Million Euro)

	<u>H1 09</u>			<u>H1 10</u>	
Net Sales	3,380.6	➤	+19.6%	➤	4,043.3
EBITDA	219.6	➤	+20.1%	➤	263.8
EBITDA Mg.	6.5%				6.5%
Net attr. Results	73.0	➤	+39.4%	➤	101.7
EPS (Euro)	0.12				0.16
Net Debt	942.0				752.0
Gearing	103.9%				71.1%

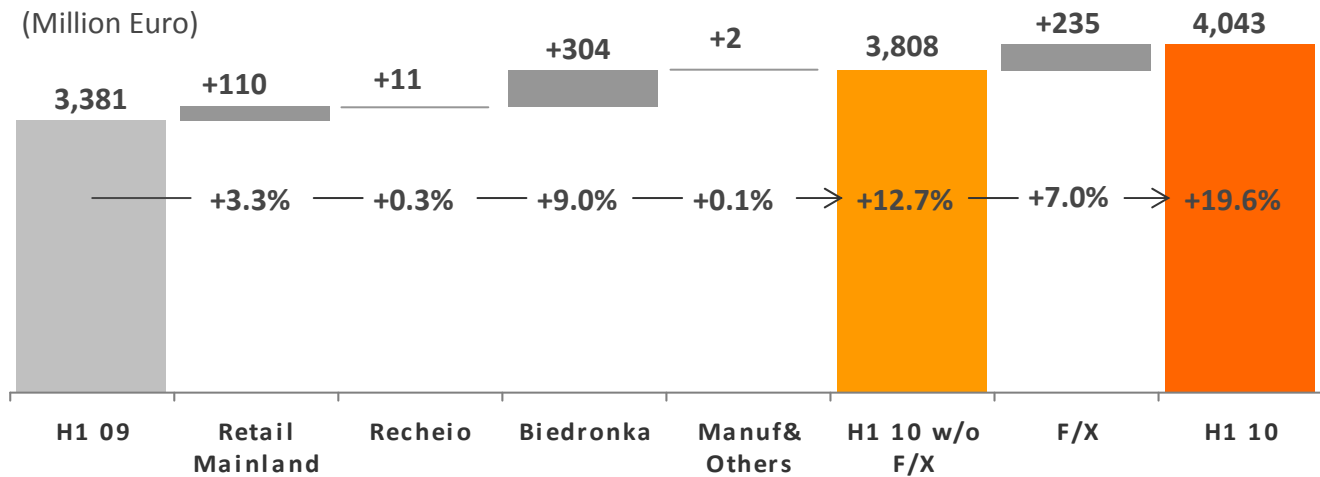
Solid Performance in a challenging environment

(Million Euro)	H1 10		H1 09		Δ
Net Sales & Services	4,043.3		3,380.6		19.6%
Total Margin	936.8	23.2%	787.6	23.3%	18.9%
Operating Costs	-673.0	-16.6%	-568.0	-16.8%	18.5%
EBITDA	263.8 6.5%		219.6 6.5%		20.1%
EBIT	171.5 4.2%		137.8 4.1%		24.5%
Net Financial Results	-35.5	-0.9%	-35.1	-1.0%	1.2%
Non Recurrent Items	-1.5	0.0%	-4.5	-0.1%	n.a.
EBT	134.5 3.3%		98.2 2.9%		37.0%
Taxes	-28.9	-0.7%	-19.7	-0.6%	46.8%
Net Profit	105.7 2.6%		78.5 2.3%		34.5%
Net Profit attr. to JM	101.7 2.5%		73.0 2.2%		39.4%
EPS (€)	0.16		0.12		39.4%
Cash Flow per share (€)	0.33		0.27		22.2%

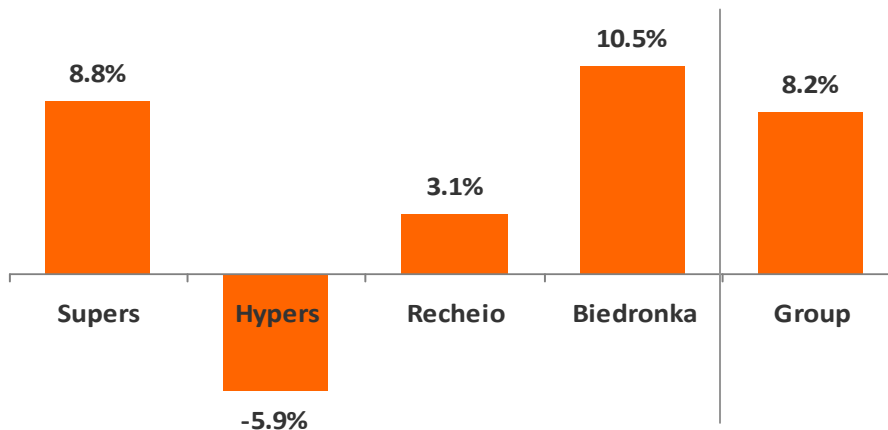
H1 2010 RESULTS

Sales Performance

Biedronka, Pingo Doce and Recheio – solid sales evolution beating macro environment



LFL Sales Growth – outperforming the peers

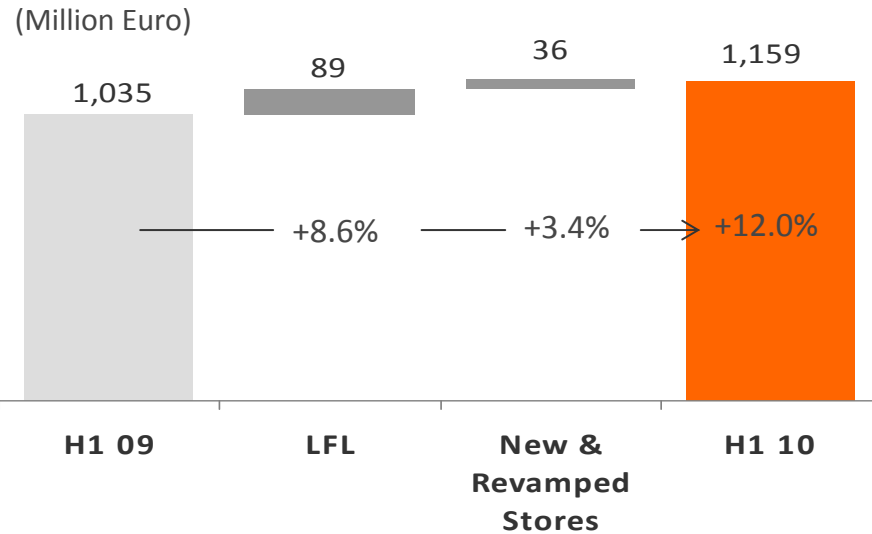


Space Growth – Biedronka as the main driver

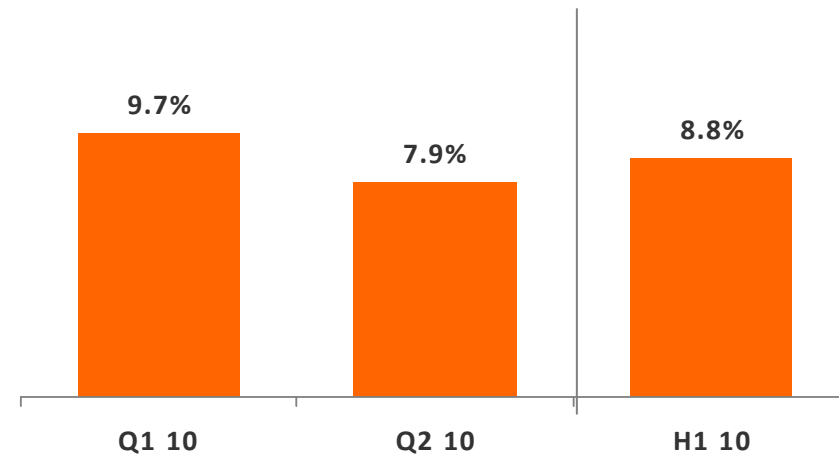
+ 6.5% of selling area (H1 10 vs. H1 09) in the Group, including:

- +119 stores in Biedronka
- +3 stores in Pingo Doce
- +2 stores in Recheio

Total Sales Growth – increasing market share



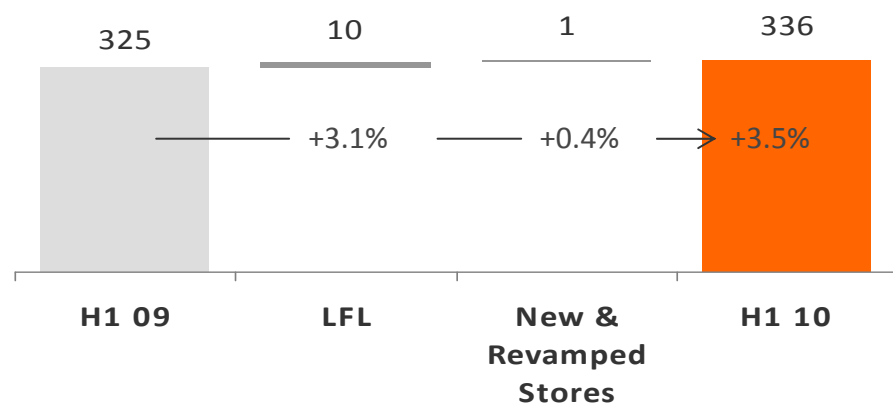
LFL Sales Growth – double digit volume growth



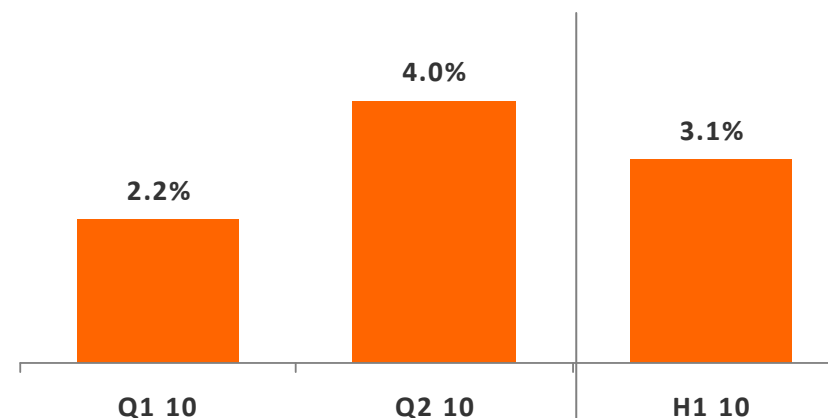
- LFL sales growth reached 8.8%, c.70% of which came from the increase in the number of visits
- Deflation of 2.3% in the semester but already positive in the month of June
- 3 new stores opened in the period
- 12 revampings

Total Sales Growth – increasing market share

(Million Euro)



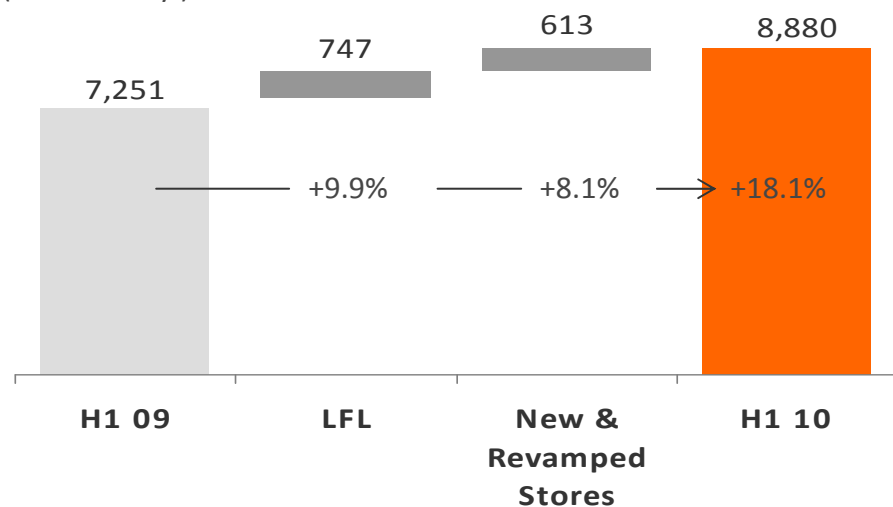
LFL Growth – boosted by commercial strength



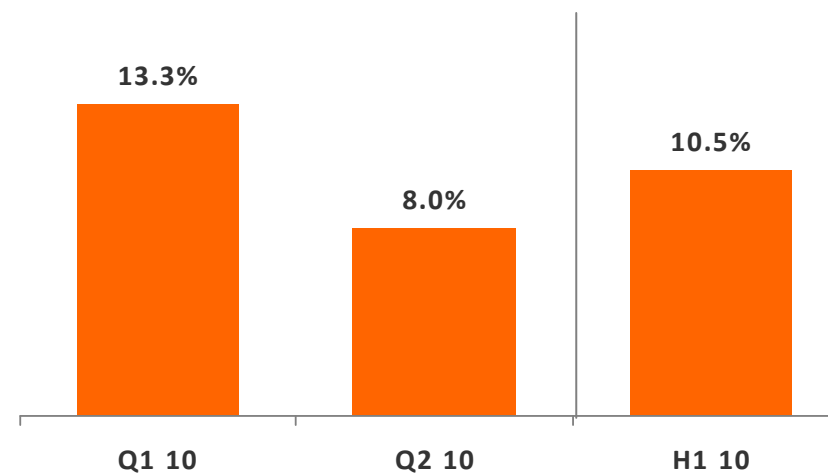
- LFL performance supported by strong value proposition and commercial campaigns
- Solid and positive sales growth in both Traditional segment and HoReCa segment
- 2 new stores opened in the period

Total Sales Growth – LFL and new stores

(Million Zloty)



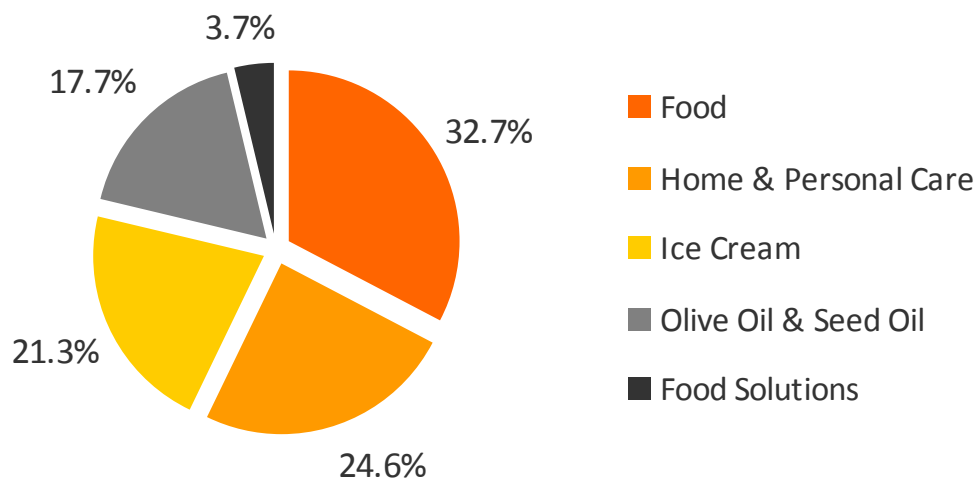
LFL Sales Growth – a solid trend



- LFL performance in Q2 – a solid trend behind, affected by extraordinary events in the quarter – 3 days of closure and late start of summer season
- 67 new openings in the semester
- 47 revampings in the semester

Protecting Market Shares leadership in key categories

Sales Breakdown
Manufacturing



- Positive volumes progression reacting to marketing support to key brands
- Good performance in key categories – olive oil, tea products and ice-creams
- Innovation as one of the key pillars to protect market share – c.20 new products launched in the period

EBITDA up 20.1% (+12.3% w/o F/X), beating macroeconomic environment

EBITDA Mg
H1 10 H1 09

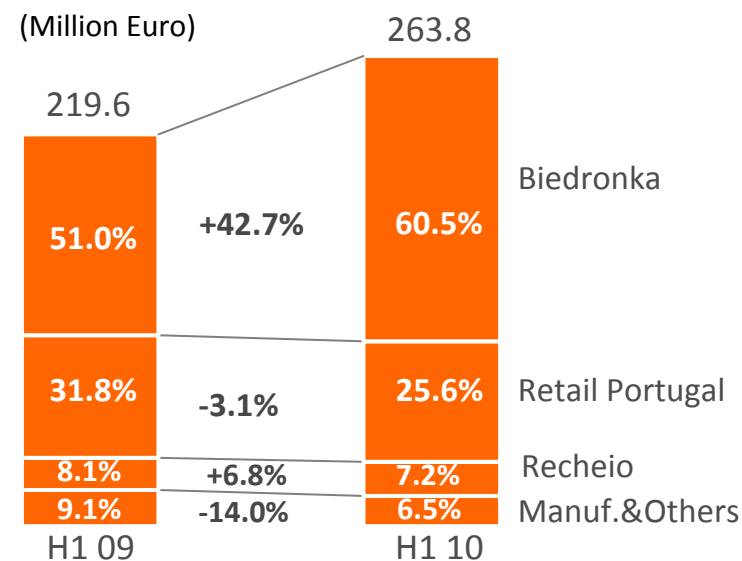
Retail Portugal	5.2	5.9
Biedronka	7.2	6.7
Recheio	5.7	5.5
Manuf. & Others	8.8	10.3

Affected by costs increase in a food deflation scenario

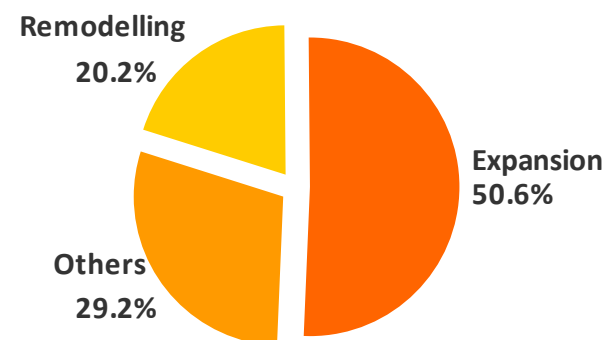
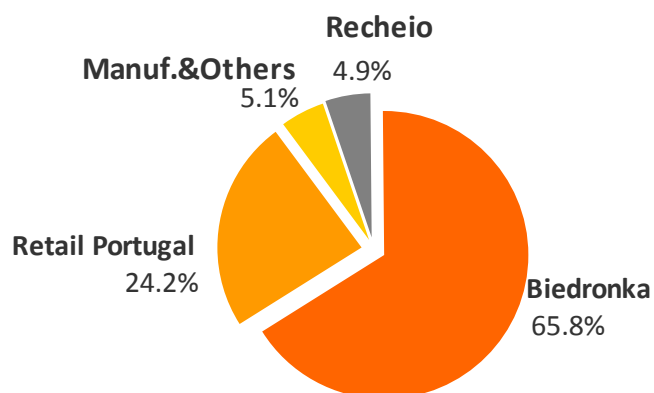
Benefiting from increased scale, diluting costs

Solid top line evolution in the period delivering efficiency gains

Supporting key brands to strengthen market leadership



Total capex reached Euro185.8 mn. Biedronka investing the biggest proportion of the total investment



Biedronka

- 67 new stores (+40,907 sqm)
- 47 revampings
- 2 distribution centres in progress

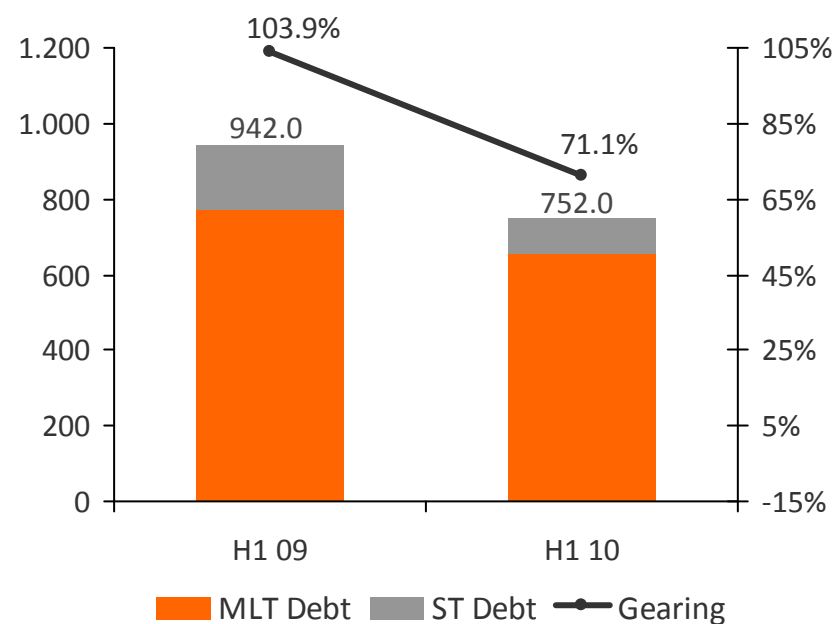
Pingo Doce

- 3 new stores opened
- 12 revampings

Recheio

- 2 new stores opened
- One new store in progress to be opened in H2

(Million Euro)	H1 10	09 YE	H1 09
Net Goodwill	733.4	736.6	712.8
Net Fixed Assets	2,178.9	2,101.6	1,942.5
Net Working Capital	-1,203.9	-1,201.5	-944.7
Others	100.8	121.0	137.7
Invested Capital	1,809.2	1,757.7	1,848.4
Financial Debt	848.1	796.3	974.1
Leasings	82.3	84.6	91.0
Accrued interest	13.0	30.9	15.5
Marketable sec. & Bank depos	-191.4	-219.8	-138.7
Net Debt	752.0	692.0	942.0
Shareholders Funds	1,057.2	1,065.7	906.4



- **Solid Balance Sheet**
- **Debt maturity of 3 years**
- **Gearing reduction to continue following strong cash flow generation**

- In the first half of the year the Group saw sound performance, confirming the strength of our business models
- Market share will remain a key part of our strategy

- We expect solid sales performance in our retail formats for the second part of the year
- EBITDA margin expected with a stable to positive progression over the period
- Investment program concentrated in Biedronka with c.100 new stores in H2
- Total capex expected for the full year - c.Euro400 mn

Disclaimer

This presentation includes forward-looking statements that involve risks and uncertainties.

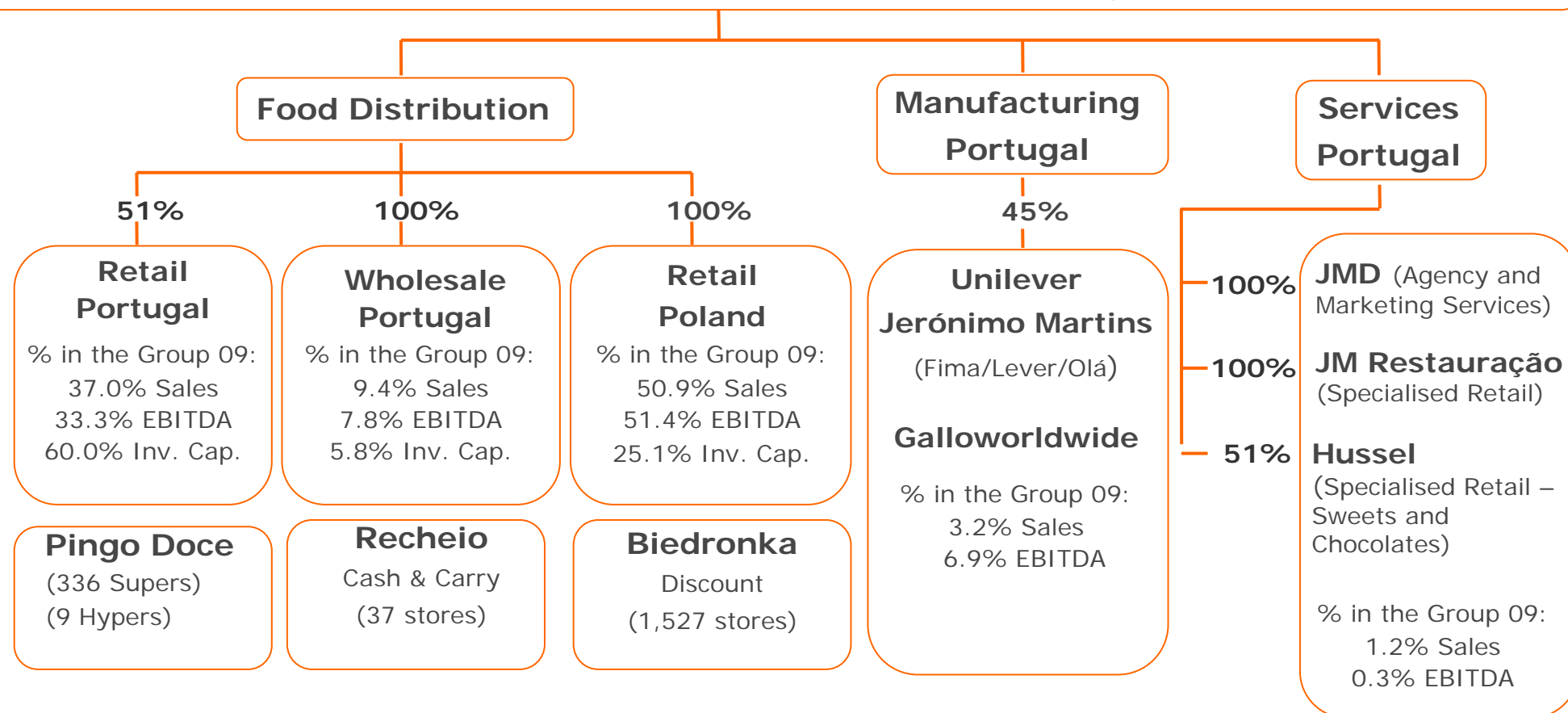
Actual results may differ materially from those stated in any forward-looking statement based on a number of factors. Jerónimo Martins assumes no obligation to update the information contained in this presentation or to notify a reader in the event that any matter stated herein changes or becomes inaccurate.

APPENDIX

Jerónimo Martins, SGPS S.A.

Market Cap. = Euro 4.7 bn*

Sales 09FY= Euro 7,317 mn EBITDA 09FY = Euro 528 mn (7.2%) Inv. Capital 09 YE = Euro 1,758 mn



* as at 30 June, 2010

H1 2010 RESULTS

Sales Breakdown

(Million Euro)	H1 10		H1 09		Δ		Q2 10		Q2 09		Δ	
		% total		% total	Pln	Euro		% total		% total	Pln	Euro
Retail Mainland	1,400.9	34.6%	1,276.8	37.8%		9.7%	730.7	35.0%	664.6	37.4%		9.9%
Recheio	336.1	8.3%	324.7	9.6%		3.5%	179.3	8.6%	171.1	9.6%		4.8%
Madeira	61.8	1.5%	60.8	1.8%		1.8%	32.0	1.5%	32.2	1.8%		-0.9%
Biedronka	2,220.9	54.9%	1,682.2	49.8%	18.1%	32.0%	1,133.2	54.3%	886.5	49.9%	15.3%	27.8%
Manufacturing	117.3	2.9%	118.2	3.5%		-0.7%	63.9	3.1%	64.0	3.6%		-0.1%
Mkt. Repr. and Rest. Serv.	42.5	1.1%	40.3	1.2%		5.4%	23.0	1.1%	21.6	1.2%		6.6%
Consolidation Adjustments	-136.4	-3.4%	-122.3	-3.6%		11.5%	-73.8	-3.5%	-64.6	-3.6%		14.3%
Total JM	4,043.3	100.0%	3,380.6	100.0%		19.6%	2,088.2	100.0%	1,775.4	100.0%		17.6%
p.m. Retail Mainland (store sales)	1,290.6		1,180.3			9.3%	670.7		613.8			9.3%

	Total Sales Growth			LFL Sales Growth		
	Q1 10	Q2 10	H1 10	Q1 10	Q2 10	H1 10
Retail Portugal	9.4%	9.3%	9.3%	7.9%	6.8%	7.3%
Supermarkets	13.0%	11.1%	12.0%	9.7%	7.9%	8.8%
Hypermarkets	-14.2%	-5.0%	-9.6%	-7.3% *	-4,5% *	-5,9% *
Recheio	2.1%	4.8%	3.5%	2.2%	4.0%	3.1%
Madeira	4.8%	-0.9%	1.8%	16.4%	16.3%	16.4%
Biedronka						
Euro	36.7%	27.8%	32.0%			
PLN	21.2%	15.3%	18.1%	13.3%	8.0%	10.5%
Manufacturing	-1.4%	-0.1%	-0.7%	-1.4%	-0.1%	-0.7%
Mkt. Repr. and Rest. Serv.	4.0%	6.6%	5.4%	-2.0%	-7.2%	-4.8%

* excluding two stores under revamping

H1 2010 RESULTS

EBITDA Margin Breakdown

	H1 10	% total	H1 09	% total
Retail Mainland (store sales)	5,2%	25,6%	5,9%	31,8%
Recheio	5,7%	7,2%	5,5%	8,1%
Madeira	3,7%	0,9%	4,3%	1,2%
Biedronka	7,2%	60,6%	6,7%	51,0%
Manufacturing	14,8%	6,6%	16,4%	8,8%
Mkt, Repr. and Rest. Services	0,1%	0,0%	1,8%	0,3%
JM Consolidated	6,5%	100,0%	6,5%	100,0%

H1 2010 RESULTS

Store Network

Number of Stores	09 YE	Openings		Closings *	Network	
		Q1 10	Q2 10		H1 10	H1 09
Retail Portugal	343	1	2	1	345	342
Supermarkets	334	1	2	1	336	333
Hypermarkets	9	0	0	0	9	9
Recheio	35	0	2	0	37	35
Madeira	15	0	0	0	15	15
Biedronka	1,466	42	25	6	1,527	1,408

Sales Area (sqm)	09 YE	Openings		Closings *	Network	
		Q1 10	Q2 10		H1 10	H1 09
Retail Portugal	434,744	1,605	1,756	4,992	433,113	431,850
Supermarkets	352,276	1,605	1,756	805	354,832	349,382
Hypermarkets	82,468	0	0	4,187	78,281	82,468
Recheio	114,410	0	4,220	-271	118,901	115,724
Madeira	14,300	0	0	47	14,253	14,626
Biedronka	814,493	26,951	13,959	3	855,400	772,353

* including changes of sales area due to remodellings

Jerónimo Martins SGPS, S.A.

First Half 2010 Results

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FINANCIAL CALENDAR:

9M 2010 Results : 28 October , 2010

Investors Day: Gdansk, 9 & 10 November, 2010