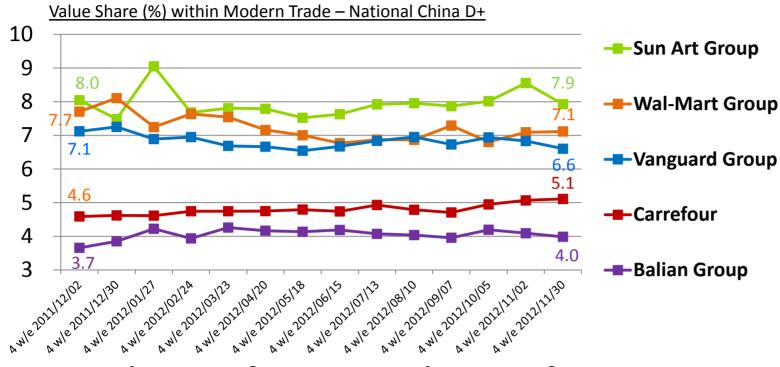
KANTAR WURLDPANEL

Retail SnapshOt

4 week share tracking of top 5 retail groups



Carrefour and
Walmart maintain
share whilst the other
top 3 lose share over
the last 4 weeks

12 week KPI performance vs. last year for top 5 groups

12 w/e P12 2012 vs 12w/e P12 2011: Penetration vs Trip Spend vs Frequency - National China D+

	More Shoppers?	Higher Value Baskets?	More Trips?
◆大潤設 RT-MART Auchan	14.8% +5.8%	89 RMB +9.0%	4.4 trips -4.7%
Walmart :	15.1% -3.7%	90 RMB +5.7%	3.7 trips -3.6%
华润万京 vanguard	11.6% +2.6%	83 RMB +5.6%	5.0 trips -1.0%
Carrefour	11.0% +2.1%	93 RMB +14.1%	3.5 trips +1.2%
占 百跃集团 BANAN GRIDUP	7.5% +5.7%	80 RMB +10.9%	4.9 trips -0.6%

Over the last 12 weeks all of the top 5 have attracted <u>more shoppers</u> as well as increased basket spend except for Walmart which has lost share compared to the same period a year ago.

Carrefour has seen further recovery in the last 12 weeks with the <u>fastest increase in trip size</u> as well as <u>growth in the number of trips</u> made.

Carrefour's performance has been driven by share growth in the North Region stealing share from the key players there. **Retail Share by Top 10: East Retail Share by Top 10: South** Value Share (%) - East Value Share (%) - South 11.5 13.0 **Sun Art Group Wal-Mart Group** 15.1 13.4 13.0 **Vanguard Group** Zhongbai 8.5 **Vanguard Group Balian Group** 3.4 4.1 4.9 4.5 **Wal-Mart Group Sun Art Group** South East 4.0 4.4 4.2 4.1 Carrefour Carrefour **Tesco Group** Yonghui A Best **NGS Group** Park n Shop Lotus Wushangliangfan **Lotte Mart** ■ 12 w/e 2011/12/02 ■ 12 w/e 2011/12/02 Watsons Sanjiang ■ 12 w/e 2012/11/30 ■ 12 w/e 2012/11/30 **Retail Share by Top 10: West Retail Share by Top 10: North** Value Share (%) - West Value Share (%) - North **Wal-Mart Group Sun Art Group Vanguard Group Carrefour** 6.8 Carrefour **Wu-Mart Group** 4.0 3.8 North Yonghui **Wal-Mart Group** 4.0 **New Century Yinzuo Shopping City** 3.7 3.4 2.8 **Tesco Group** Ren Ren Le 2.6 2.4 2.5 2.4 3.0 **Vanguard Group Beijing Hua Lian** 1.6 1.8 2.3 2.3 Liqun Hongqi 2.3 Jingkelong **Sun Art Group** ■ 12 w/e 2011/12/02

Beijing Hua Lian

Chongbai

■ 12 w/e 2012/11/30

■ 12 w/e 2011/12/02

■ 12 w/e 2012/11/30