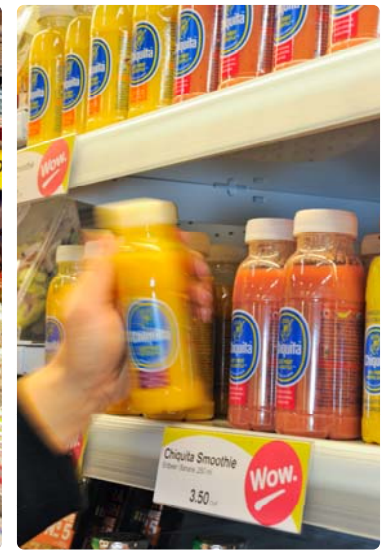


# valora

## Investors' Day & Half-Year Results 2009 Presentation



Egerkingen, August 27, 2009

<b>1. Welcome address</b>	<b>Rolando Benedick</b>
2. Group first-half 2009 performance	Thomas Vollmoeller
3. Income statement and balance sheet	Lorenzo Trezzini
4. „Valora 4 Success“ status report	Thomas Vollmoeller
5. Valora Logistics	Stefan Gächter
6. Outlook	Thomas Vollmoeller
7. Questions and answers	

1

## Strategic review

- Solid results achieved in extremely challenging conditions
- „Valora 4 Success“ on track and advancing apace
- Retail division displaying initial improvements
- Major projects already initiated now nearing completion

2

## Further milestones

- Share buyback programme completed, share capital reduced
- All head office functions, plus registered offices, now centralised at Muttenz site
- Constructive working relationship between board and management

3

## Outlook

- Long-term outlook unchanged

1. Welcome address

Rolando Benedick

**2. Group first-half 2009 performance**

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# A positive performance despite demanding conditions



## External factors

- ⊗ Financial crisis
- ⊗ Declining press market (now also affecting magazines)
- ⊗ Exchange rate volatility
- ⊗ ...



- ✓ Adjusted growth steady
- ✓ Adjusted margins improving
- ✓ Cost/income ratio improved
- ✓ Strategy being successfully implemented
- ✓ Convincing outlook

## Internal factors

- ➔ Management changes
- ➔ Numerous projects
- ➔ Inadequate IT landscape
- ➔ ...










# Overview of first-half 2009



## Key metrics

in CHF million

△ vs 2008

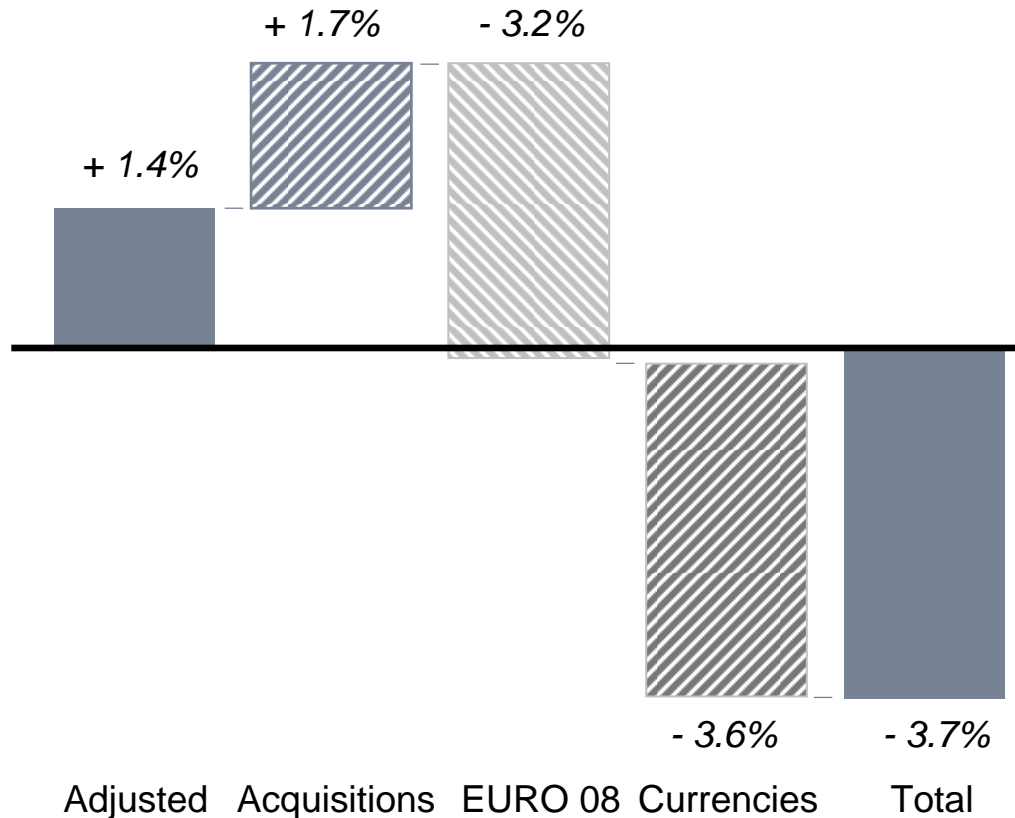
<b>Adjusted net revenues</b>	CHF 1 442.3		+ 1.4%
<b>Net revenues</b> (including EURO 08, currency, acquisition effects)	CHF 1 414.6		- 3.7%
<b>Adjusted EBIT</b>	CHF 23.6		+ 20.0%
<b>EBIT</b> (including EURO 08, currency, acquisition effects)	CHF 23.0		- 19.6%
<b>Adjusted EBIT margin</b>	1.6%		+0.2pP
<b>EBIT margin</b> (including EURO 08, currency, acquisition effects)	1.6%		- 0.4pP
<b>Net income</b> (from continuing operations)	CHF 18.1		- 14.6%
<b>Equity cover</b>	43.4%		- 1.7pP
<b>Net debt</b>	CHF 37.6		-43.6

# Valora Group's net revenues performance



*Net revenues up 1.4% on an adjusted basis*

*% change in net revenues vs H1 2008*



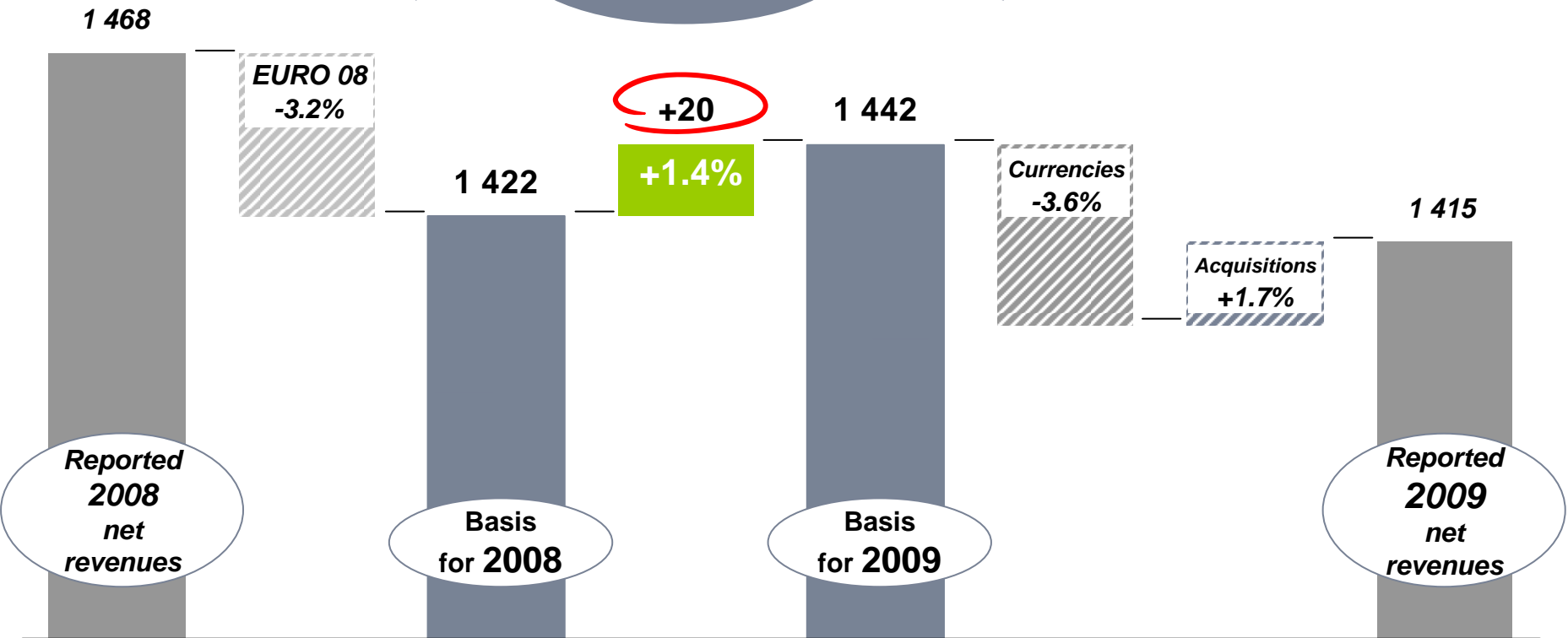
## Key statements

- Net revenues up 1.4% on adjusted basis
- Strong growth, particularly at Retail Germany unit
- German acquisitions performing in line with expectations
- Comparison with 2008 not meaningful at Retail Switzerland and Media Austria, given EURO 08 non-recurrence
- Major adverse exchange rate effects, notably in Scandinavia (Trade)

# Basis for adjusted calculations

## Net revenues from 2008 to 2009

in CHF million





# Net revenues – development by division



*Adjusted sales up at Retail and Trade, weak market affects Media*

*Net sales change in % vs 2008*

Unit	Adjusted*	Currency**	Acquisitions**	EURO 08***	Reported
<b>Retail</b>	+0.6%	-1.7%	+3.2%	-1.3%	+0.8%
<b>Media</b>	-4.6%	-2.0%		-8.1%	-14.0%
<b>Trade</b>	+6.5%	-8.1%		-1.0%	-3.1%
<b>VALORA</b>	+1.4%	-3.6%	+1.7%	-3.2%	-3.7%

\* Based on 2008 net sales (excl. EURO 08) / 2009 net sales (excl. currency and acquisition effects)

\*\* Based on 2009 adjusted net sales

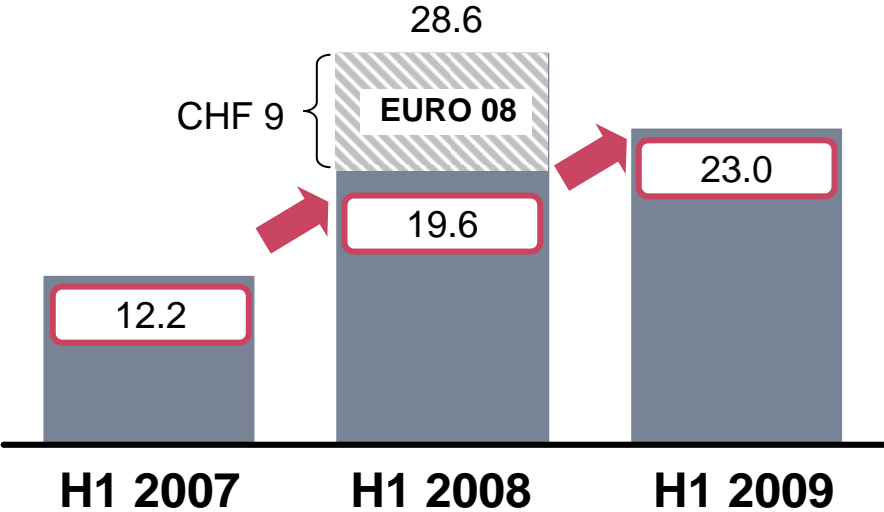
\*\*\* Based on 2008 reported net sales

# Valora Group's EBIT performance, 2007 - 2009



*Adjusted EBIT margin improving*

EBIT in CHF million



## Key statements

- EBIT margin up 0.2 percentage points on previous year (excl. EURO 08)
- Improvement mainly driven by improved cost performance

EBIT in % of net sales

0.9 %

2.0 %

1.6 %

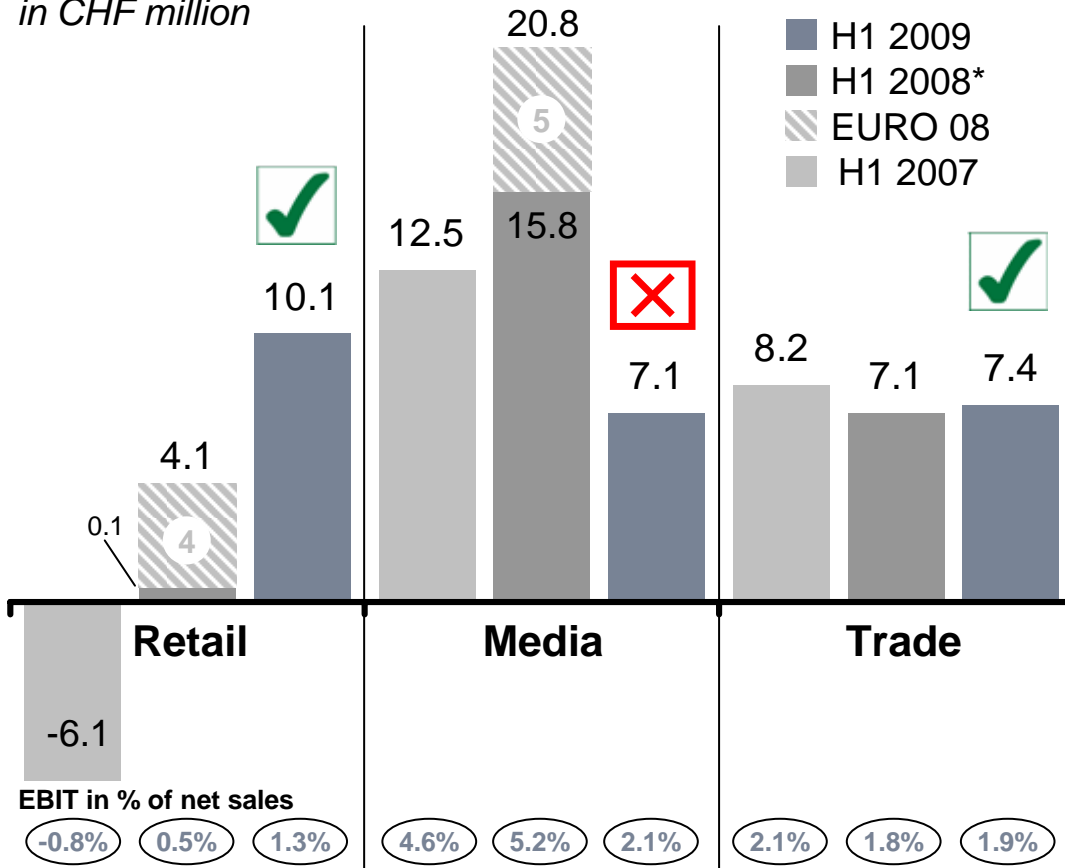
EBIT in % of net sales excl. EURO 08 effect

1.4 %

# EBIT by division, 2007 - 2009

*Retail and Trade achieving good EBIT margins*

in CHF million



## Key statements

- Strategic improvements and cost discipline taking effect
- Encouraging progress at Retail division
- Media adversely affected by economic downturn and deteriorating market conditions
- Trade division doing well

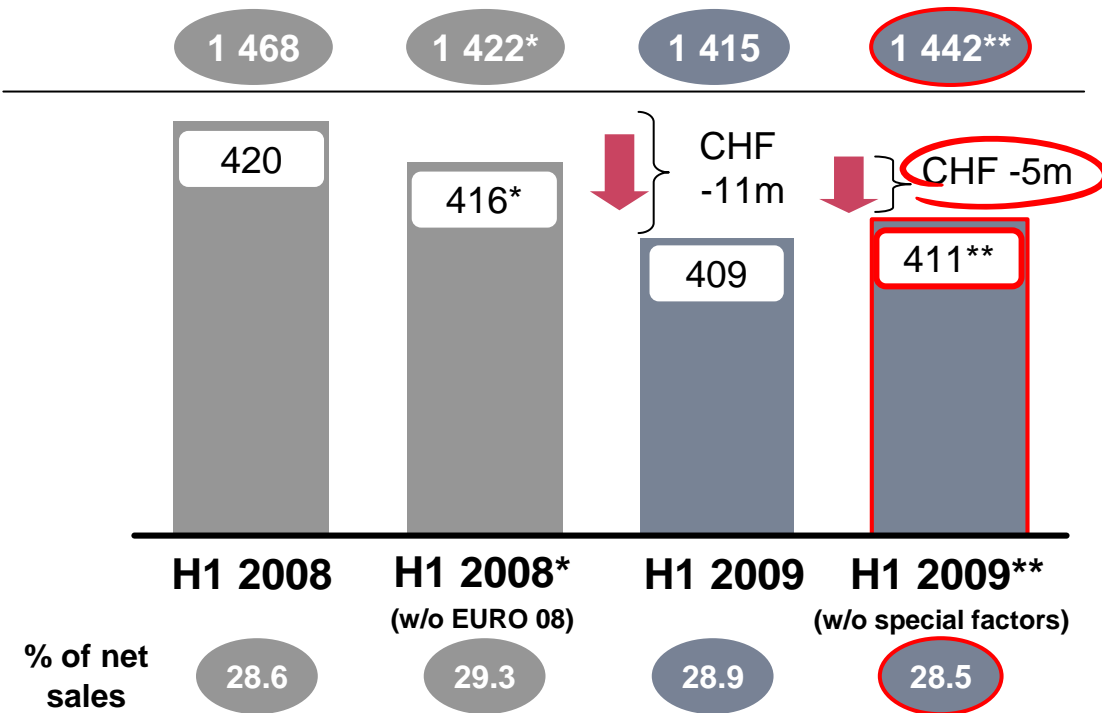
\* restated (wholesale moves from Retail to Media / Melisa & Messageries from Media to Retail)

# Cost development

Costs reduced by a net CHF 5 million

in CHF million

based on net sales



## Key statements

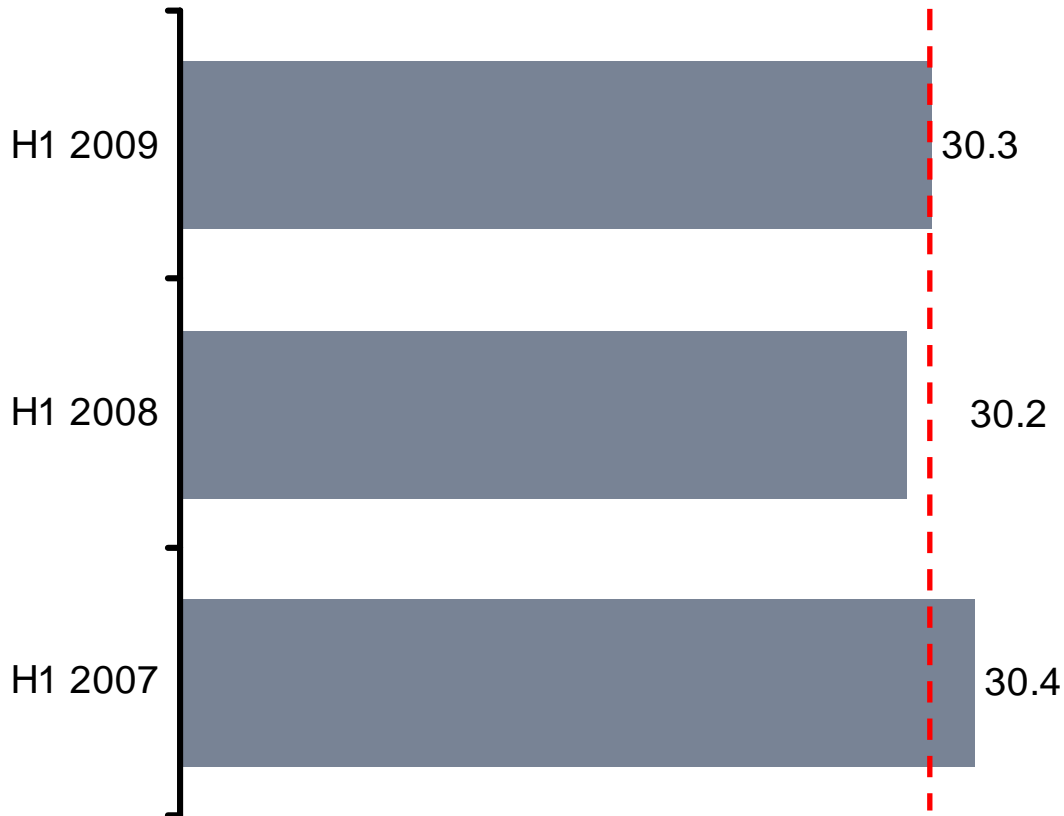
- Substantial cost savings achieved in first-half 2009
- Savings achieved mainly in staff costs (-3.3%) and other operating costs (-2%)
- After adjusting for special factors (currencies and acquisitions) costs were cut by 1.3% from 2008 levels
- Adjusted cost/income ratio improved by 0.8 percentage points

\* Adjusted for EURO 08 (net sales CHF 46.4m / costs CHF 4m)  
 \*\* special factors: currencies (CHF +11.9m) and acquisitions (CHF -10.1m)

# Gross margins, 2007 – 2009

*No significant change*

*in CHF million*



## Key statements

- Overall margin slightly improved on H1 2008
- Retail: relative decline in margins (tobacco) compensated by improved product range management
- Media: lower prices for old paper result in lower gross margins
- Trade: price increases in 2008 have positive impact on margins

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# Valora Group's first-half 2009 results



*Good adjusted performance in demanding conditions*

in CHF million	H1 2009	H1 2008	Delta
<b>Adjusted* net revenues</b>	<b>1 442.3</b>	1 422.1	<b>+1.4%</b>
Net revenues	1 414.6	1 468.5	-3.7%
<b>Gross profit</b>	<b>428.3</b>	443.5	<b>-3.4%</b>
Gross profit margin	30.3%	30.2%	+0.1pP
<b>Operating expense</b>	<b>-408.9</b>	-420.2	<b>-2.7%</b>
Operating expense in % of net sales	28.9%	28.6%	+0.3pP
Other income, net	3.5	5.3	-32.9%
<b>Adjusted* EBIT</b>	<b>23.6</b>	19.6	<b>+20.0%</b>
EBIT	23.0	28.6	-19.6%
<b>Adjusted* EBIT margin</b>	<b>1.6%</b>	1.4%	<b>+0.2pP</b>
EBIT margin	1.6%	2.0%	-0.4pP

## Key statements

- **Net revenues: up +1.4% excluding special factors (EURO 2008, currencies, acquisitions)**
- **Slightly better gross margins**
- **Operating expense reduced thanks to cost discipline**
- **EBIT up by 20% excluding special factors**
- **Adjusted EBIT margin of 1.6%, up 0.2 percentage points on 2008**

\* excl. currency and acquisition effects in 2009 / EURO 08 effects in 2008

# Valora Retail, H1 2009 in focus



*Performance improving as strategic initiatives take effect*

in CHF million	H1 2009	H1 2008*	Delta
<b>Adjusted** net revenues</b>	<b>766.6</b>	761.7	<b>+0.6%</b>
Net revenues	778.1	771.7	+0.8%
<b>Gross profit</b>	<b>274.0</b>	270.0	<b>+1.5%</b>
Gross profit margin	35.2%	35.0%	+0.2pP
<b>Operating expense</b>	<b>-263.9</b>	-265.9	<b>-0.8%</b>
<b>Adjusted** EBIT*</b>	<b>9.6</b>	0.1	<b>n.a.</b>
EBIT	10.1	4.1	+150.3%
<b>Adjusted** EBITmargin</b>	<b>1.3%</b>	0.0%	<b>+1.3pP</b>
EBIT margin	1.3%	0.5%	+0.8pP

## Key statements

- Initial successes from „Valora 4 Success“ programme now visible
- Adjusted net sales up on 2008 levels
- Gross margin up 0.2 percentage points thanks to improved price management
- Marked improvement in EBIT thanks to higher gross margin and cost discipline

\* restated

\*\* excluding currency and acquisition effects in 2009 / EURO 08 effects in 2008



# Valora Media, H1 2009 in focus



## Strategic action taken to counter contracting market

in CHF million	H1 2009	H1 2008*	Delta
<b>Adjusted** net revenues</b>	<b>352.0</b>	368.7	-4.6%
Net sales	345.1	401.1	-14.0%
<b>Gross profit</b>	<b>72.2</b>	88.6	-18.6%
Gross profit margin	20.9%	22.1%	-1.2pP
<b>Operating expense</b>	<b>-65.1</b>	-67.8	-4.1%
<b>Adjusted** EBIT</b>	<b>7.5</b>	15.8	-52.4%
EBIT	7.1	20.8	-65.7%
<b>Adjusted** EBIT margin</b>	<b>2.1%</b>	4.3%	-2.2pP
EBIT margin	2.1%	5.2%	-3.1pP

### Key statements

- 4.6% decline in adjusted net sales in line with European markets generally
- Magazine sales contract for first time
- Media Austria worst affected
- Strategic measures taken, initial tests showing positive results

\* restated

\*\* excl. currency effects in 2009 / EURO 08 effects in 2008

# Valora Trade, H1 2009 in focus



## Strong adjusted performance

in CHF million	H1 2009	H1 2008*	Delta
<b>Adjusted** net revenues</b>	<b>414.7</b>	389.4	<b>+6.5%</b>
Net revenues	381.2	393.5	-3.1%
<b>Gross profit</b>	<b>76.7</b>	77.7	<b>-1.3%</b>
Gross profit margin	20.1	19.8%	+0.3pP
<b>Operating expense</b>	<b>-69.3</b>	-70.6	<b>-1.9%</b>
<b>Adjusted** EBIT</b>	<b>8.1</b>	7.1	<b>+14.3%</b>
EBIT	7.4	7.1	+4.7%
<b>Adjusted** EBIT margin</b>	<b>2.0%</b>	1.8%	<b>+0.2pP</b>
EBIT margin	1.9%	1.8%	+0.1pP

### Key statements

- Division turned in good adjusted performance in first-half 2009, despite weak international consumer demand
- New principals signed up in Finland and Norway more than made up for principal defections in Sweden
- Switzerland (-3.5%), Germany (-3.1%) and Austria (-7.5%) affected by economic downturn
- Significant currency fluctuations, especially in Scandinavia
- Marked improvement in adjusted EBIT

\* restated

\*\* excl. currency effects in 2009 / EURO 08 effects in 2008

# First-half 2009 net income

*Performing in line with expectations*



in CHF million	H1 2009	H1 2008	Delta
<b>Adjusted* EBIT</b>	23.6	19.6	+20.0%
EBIT	23.0	28.6	-19.6%
Net result from financial operations	-1.4	-2.6	-47.0%
Share of result from assoc. cos and JVs	0.2	1.0	n.a.
<b>Earnings before taxes</b>	21.8	27.0	-19.1%
Income taxes	-3.8	-5.9	-35.6%
<b>Net income from continuing operations</b>	18.1	21.1	-14.6%
Net income from discontinued operations	0.0	5.5	n.a.
<b>Net Group profit</b>	18.1	26.6	-32.1%
Effective tax rate	17.3%	21.7%	-4.4pP

## Key statements

- Lower interest expense following reduction in outstanding syndicated loan improves net result from financial operations

\* excl. currency and acquisition effects in 2009 / EURO 08 effect in 2008

# Key balance sheet metrics



*Sound balance sheet with ample equity cover*

in CHF million	H1 2009	2008*	Delta
<b>Cash and cash equivalents</b>	<b>146.5</b>	158.4	<b>-7.5%</b>
<b>Shareholders' equity</b>	<b>479.2</b>	493.9	<b>-3.0%</b>
Equity cover	43.4%	45.1%	-1.7pP
<b>Net debt</b>	<b>37.6</b>	-6.0	<b>+43.6</b>
<b>Net working capital (NWC)</b>	<b>132.3</b>	129.7	<b>+2.0%</b>
NWC in % net revenues (annualised)	4.7%	4.4%	+0.3pP

## Key statements

- **Equity cover remains substantial**
- **Dividend payments, acquisitions and share buybacks result in higher net debt**
- **Net debt was CHF 8.5m as per June 30, 2008**
- **Reduction in net debt levels planned by year-end 2009**
- **Net working capital stable**

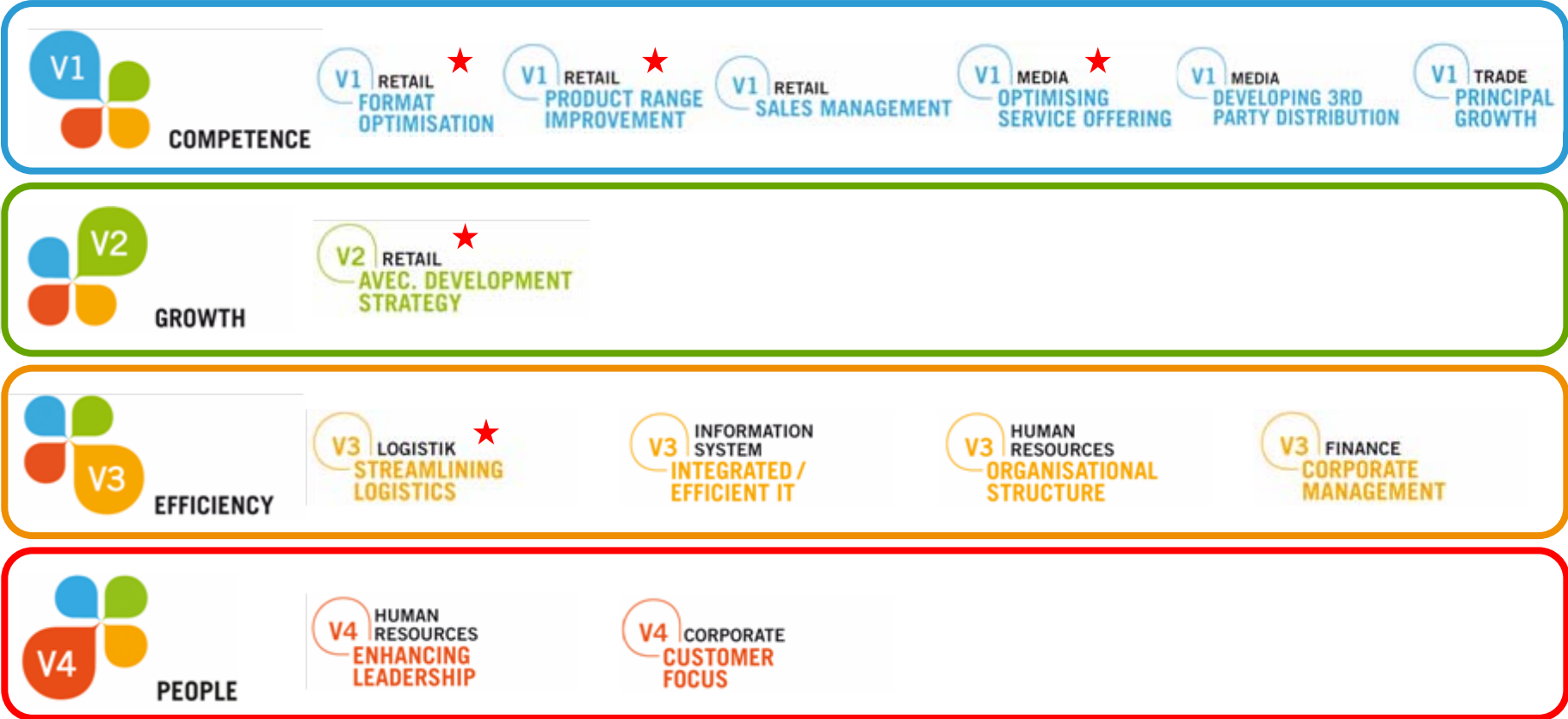
\* all figures as of 31.12.08

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# Core strategic initiatives, an overview



*Thirteen core initiatives identified, projects defined for each*



★ focus areas

# 2009 strategic initiatives in focus

Status of the major core initiatives currently under way

## Initiatives

## Main objectives

 V1 COMPETENCE	V1 RETAIL FORMAT OPTIMISATION	V1 RETAIL PRODUCT RANGE IMPROVEMENT	<input type="radio"/> <input checked="" type="radio"/> <input checked="" type="radio"/>	<ul style="list-style-type: none"><li>Introduce new product ranges</li><li>Enhance floorspace utilisation</li><li>Sharpen contours of the 4 formats</li><li>Continue store layout development</li></ul>
 V1 COMPETENCE	V1 MEDIA OPTIMISING SERVICE OFFERING		<input type="radio"/> <input checked="" type="radio"/> <input type="radio"/>	<ul style="list-style-type: none"><li>Achieve turnaround in press sales</li><li>Make press offering more attractive</li><li>Expand services to third parties</li></ul>
 V2 GROWTH	V2 RETAIL AVEC. DEVELOPMENT STRATEGY		<input type="radio"/> <input checked="" type="radio"/> <input checked="" type="radio"/>	<ul style="list-style-type: none"><li>Establish 100-outlet network</li><li>Reconfigure product range</li><li>Enhance store layout</li></ul>
 V3 EFFICIENCY	V3 LOGISTIK STREAMLINING LOGISTICS		<input type="radio"/> <input type="radio"/> <input checked="" type="radio"/>	<ul style="list-style-type: none"><li>Move logistics</li><li>New IT infrastructure</li><li>Optimise press pick, sort &amp; pack routines</li></ul>

# Strategic core initiatives

## V1 Retail competence



### GOALS

- Establish four clearly defined and distinct outlet formats
- Enhance floorspace utilisation

#### Examples of initiatives to date:

- P&B outlets opened in Bern and Basel
- avec. pilot sites: Kloten and Richterswil, Gelsenkirchen (Germany) and 3 Tamoil filling stations
- First excess floorspace allocated to 3rd party users (20 outlets)
- Long-term lease signed with SBB (Swiss railways)
- Proliferation of „k kiosk“ brand now halted, with isolated exceptions





# Strategic core initiatives

## V1 Retail competence –SBB master agreement



## Example: SBB lease

### valora SBB lease



- Long-term agreement with trusted partner
- Affects 1/5 all outlets (approx. 200 PoS)
- Greater flexibility in outlet utilisation
- Selective discretion in determining product ranges
- Exchange of market research data
- Mutually beneficial agreement (win/win)



# Strategic core initiatives

## V1 Retail competence



### GOALS

- Optimise product range
- Enhance product presentation
- Continue store layout development

#### Examples of initiatives to date:

- Launch of competitively priced „ok.-“ line (8 – 10 products)
- Testing location-specific price models since early July 2009, initial results positive
- New, professionalised store layout concept in place since April 2009 (with initial positive results now noticeable)
- Portfolio of service offerings defined and ready for testing



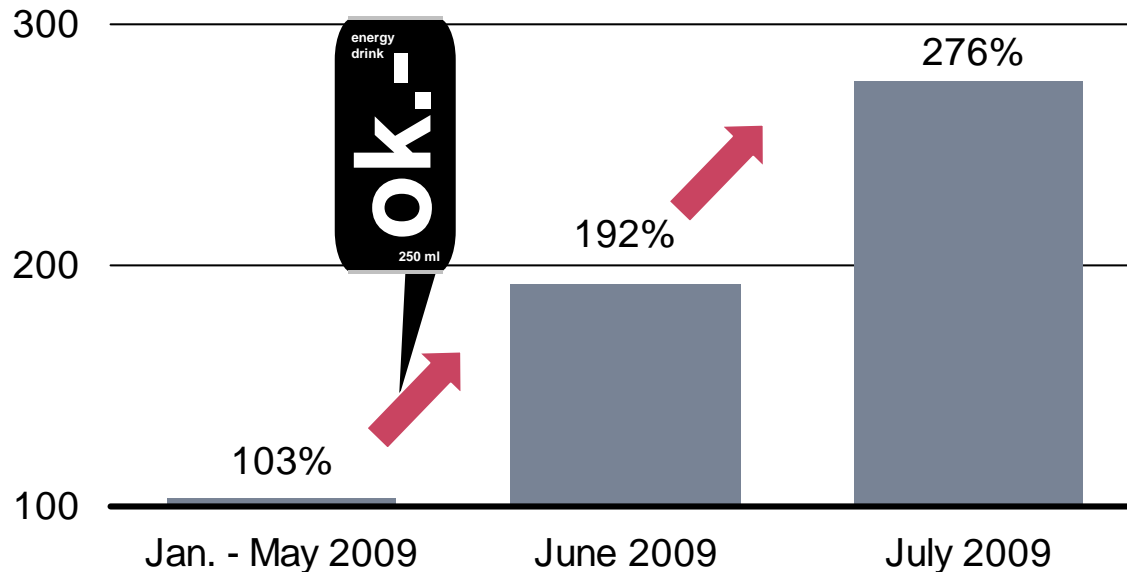
# Strategic core initiatives

## V1 Retail competence – energy drinks index



### Example: develop low price product line

Energy drinks sales volume index in % of 2008 levels



#### Key statements

- Energy drink sales up by roughly 100% since „ok.-“ product launch
- Clear increase in gross margin
- More products in pipeline for weeks and months ahead (goal for kiosk: 20 products)
- Potential for additional products identified

# k kiosk service offerings

V1 Retail competence



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V1 RETAIL  
PRODUCT RANGE  
IMPROVEMENT

## GOALS

- Raise customer frequency
- Create customer loyalty
- Generate additional revenues



...for...

...powered by...

### Kick off

⇒ September 2009

### Pilot

⇒ 55 outlets in German-speaking Switzerland

#### 1 Travel experience

Partner



#### 2 Security service

Partner



#### 3 Telecom service

Partner



# Strategic core initiatives

## V1 Media competence



## GOALS

- Achieve turnaround in press sales
- Make press offering more attractive
- Expand services to third parties

### Examples of initiatives to date:

- Enhanced presentation of top 50 press titles at kiosk
- Various joint promotions with publishers (e. g. „Blick Seller“ books)
- Wider range of services to third parties in preparation



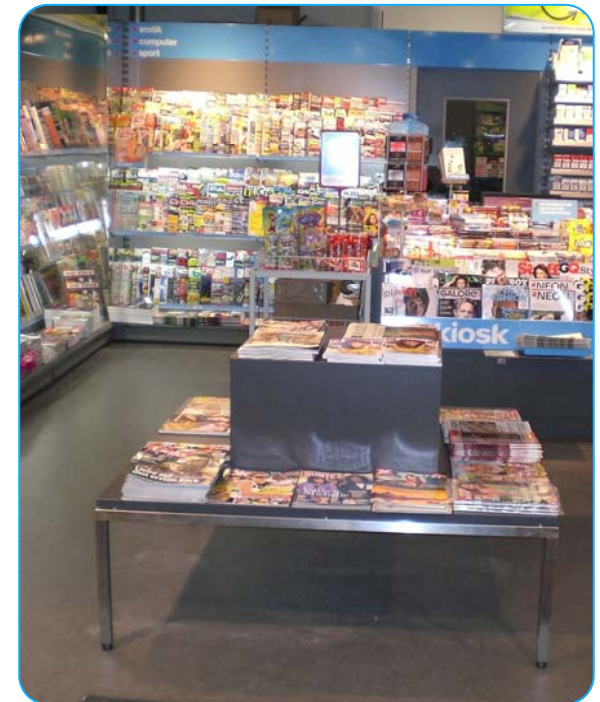
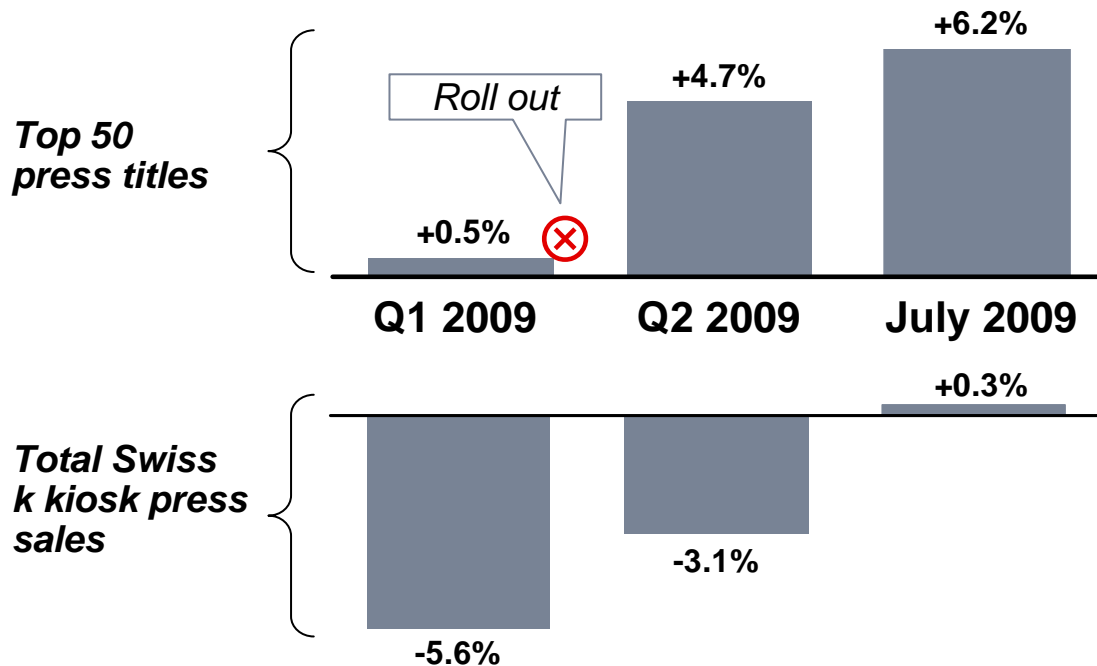


## V1 Media competence – first signs of a turnaround



### Example: New top 50 press presentation

kiosk press sales index in % of 2008 levels



# Strategic core initiatives

## V2 Growth



## GOALS

- Establish 100-outlet network
- Reconfigure product range
- Enhance store layout

### Examples of initiatives to date:

- New concept tested, with new CI/CD, layout and product range at 2 outlets (Kloten and Richterswil)
- 12 further sites to be redesigned by September 2009
- Tests now running at 3 Tamoil filling stations
- 1st avec. shop opened in Germany  
Second shop scheduled to open in Essen in H2 2009
- High proportion of low-cost items to be replaced by ok. articles by late September
- New franchisee contract prepared

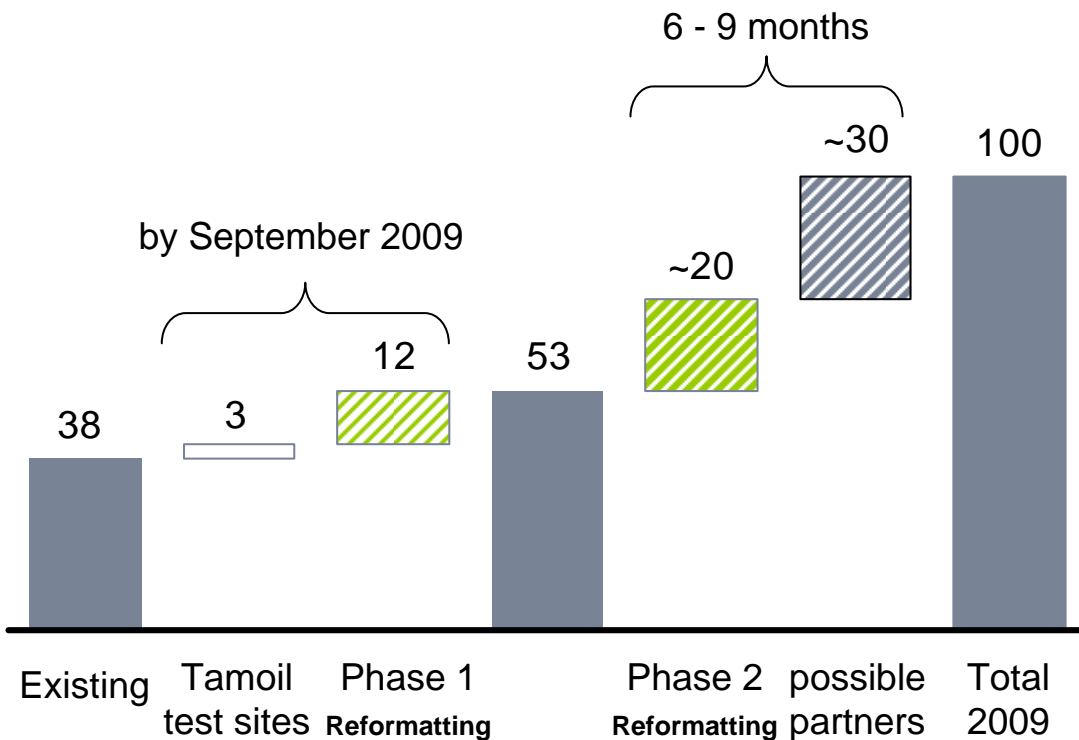


# Strategic core initiatives

## V2 Growth



Plan: establish avec.-outlet network



### Key statements

- Tamoil test phase running at 3 locations
- Phase 1 of reconfiguration running, to be completed by late September
- Identification of additional sites in progress for phase 2
- Negotiations with potential partners under way



# Strategic core initiatives

## V3 Efficiency



### GOALS

- Move logistics
- New IT Infrastructure
- Optimise press pick, sort and pack routines

#### Examples of initiatives to date:

- Relocation to the new logistics facility in Egerkingen will be fully completed by year-end 2009
- New WAMAS software successfully introduced
- Roll out of new press logistics successfully started (decentralised pick, sort & pack routine)
- Cost reduction for 2010: CHF 11 million on track, as planned

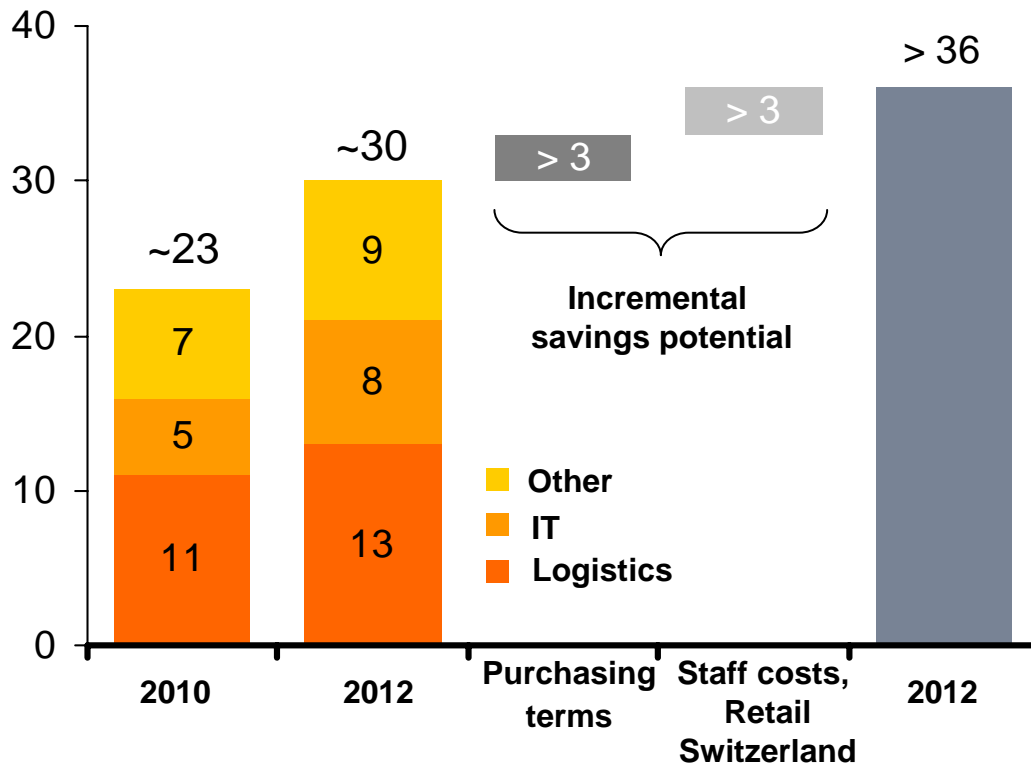


# Strategic core initiatives

## V3 Efficiency – lowering costs



in CHF million



### Key statements

- Cost-savings initiatives for 2010 and 2012 on track
- Incremental savings potential identified in purchasing and staff costs
- Additional annual savings potential of at least CHF 6 million
- Evaluation and implementation planning in H2 2009



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# Logistics strategy

## Three strategic projects in 2009



### INITIAL POSITION



**1**  
Location

**2**  
Systems

**3**  
Press logistics

# Transforming logistics

## Three strategic projects



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1

### New location

- Improving quality
- Securing space for future growth
- Reducing complexity/costs
- Optimising infrastructure



### 2 New systems

- Simplifying systems
- Enhancing performance
- Raising quality standards and measurement

### 3 New press logistics

- Reducing throughput times
- Increasing logistics flexibility
- Improving services provided

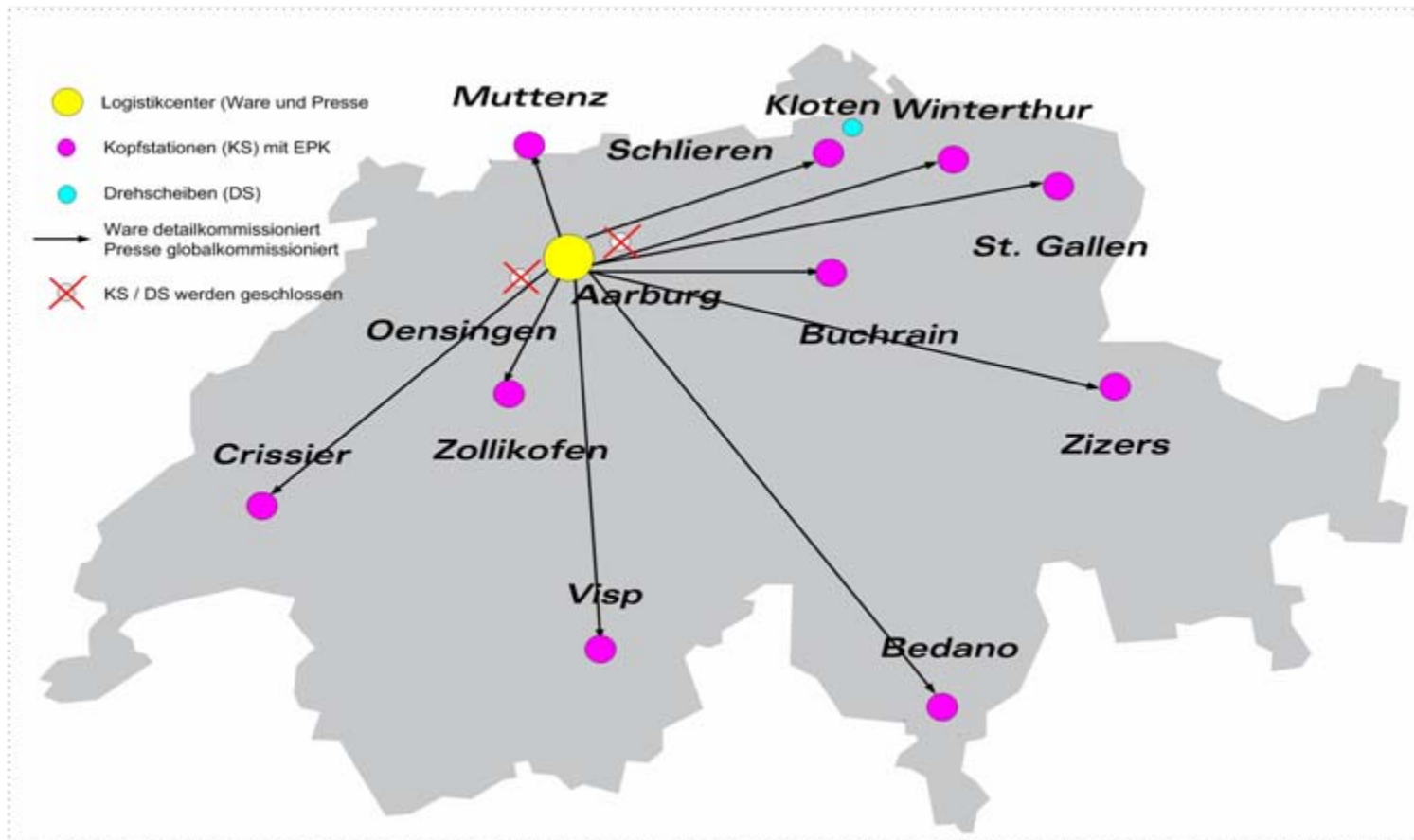
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# New location (1/2)

## Overview Valora logistics sites Switzerland (without Trade)



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1

## New location (2/2)

### *Project implementation status*



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#### STEPS COMPLETED TO DATE

- November 2008 Beverages relocated
- February 2009 Tobacco relocated  
Oensingen turntable closed  
Aarburg railhead closed
- June 2009 Press returns relocated
- August 2009 Food and non food relocated
- ~ year end 2009 **Project completion**

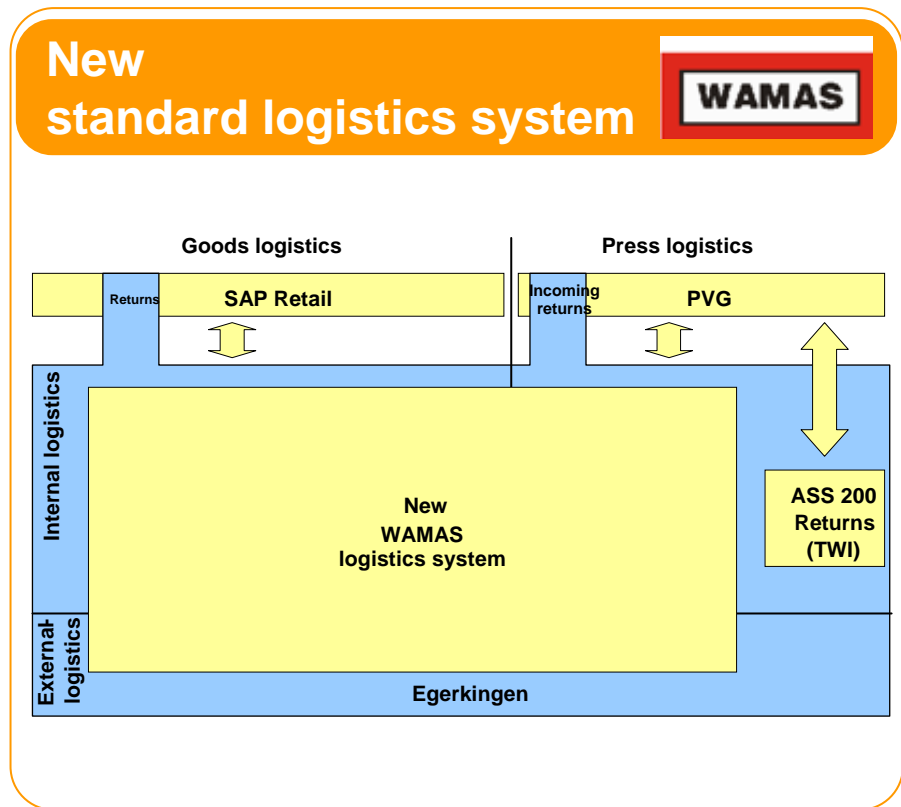
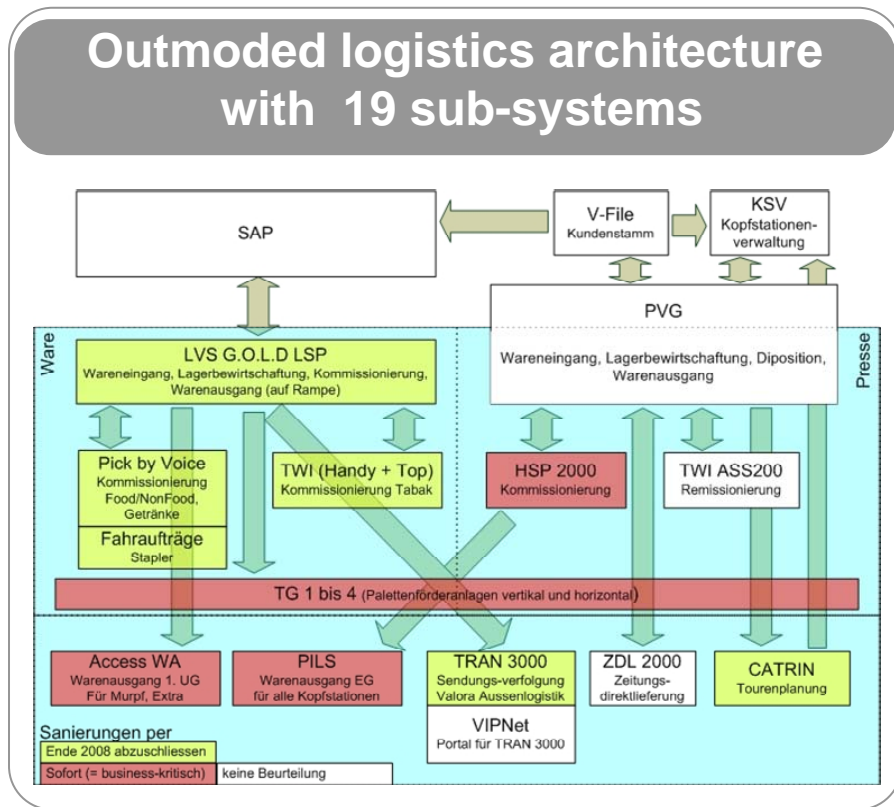




# 2

## New systems architecture (1/2)

### Comparison of old and new logistics system



## 2 New systems architecture (2/2)

### *Project implementation status*



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#### STEPS COMPLETED TO DATE

- November 2008 Beverages relocation (in old system)
- June 2009 WAMAS beverages go live
- August 2009 WAMAS food and tobacco go live

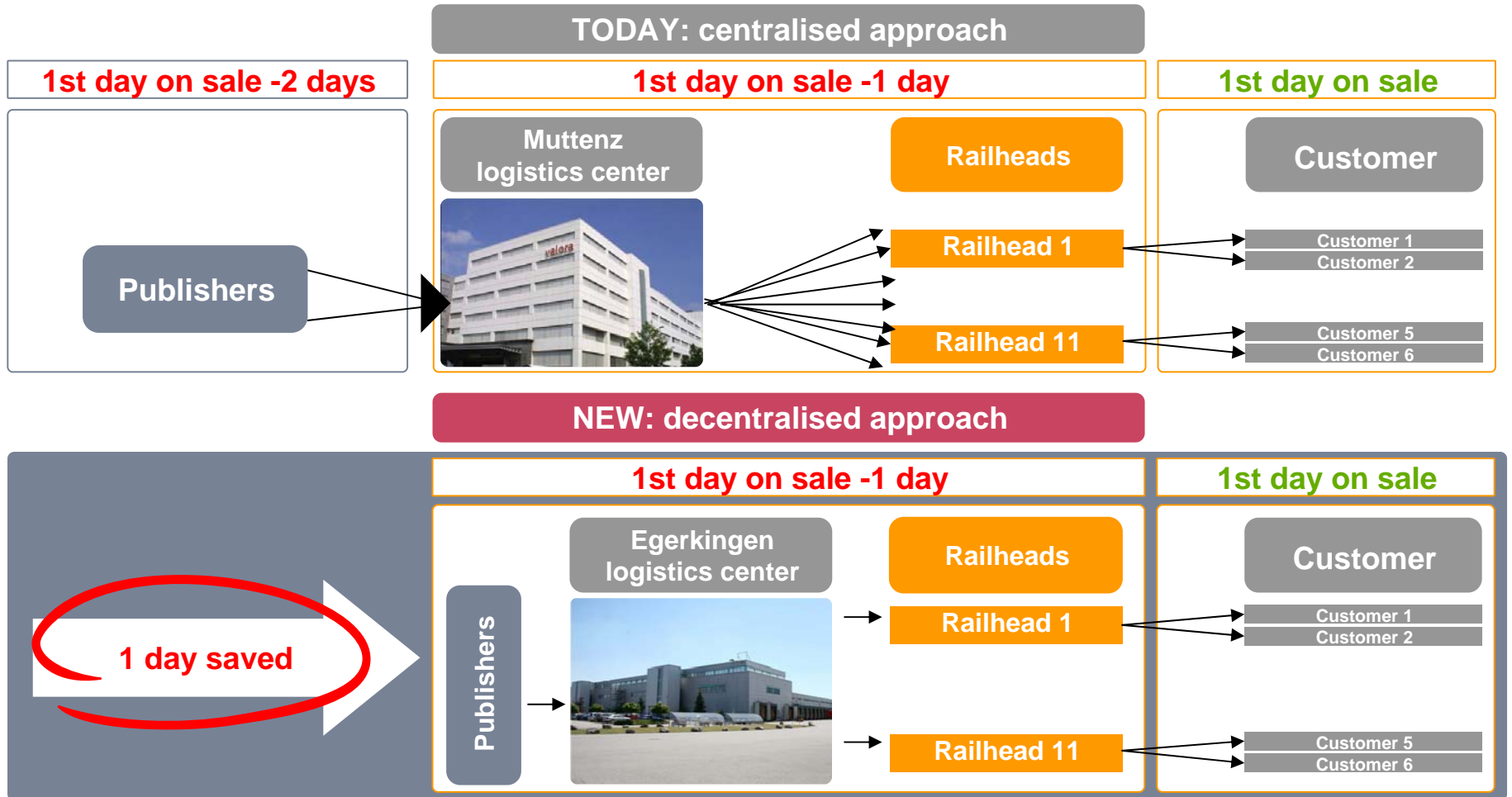
#### IN PREPARATION

- September 2009 Renovation/overhaul of tobacco infrastructure



### 3 New press logistics (1/2)

#### Comparison of old and new press bundeling processes



### 3 New press logistics (2/2)

*Project implementation status*



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#### COMPLETED TO DATE

- May 2009                   MuttENZ pilot
- June 2009                 Go ahead for decentralised approach

#### IN PREPARATION

- August 2009             Decentralisation for 2 additional railheads
- September 2009       Decentralisation for 2 additional railheads
- October 2009           Plant moved from MuttENZ > Egerkingen  
Decentralisation for 4 additional railheads
- December 2009       MuttENZ infrastructure dismantled



# Logistics strategy

*Where do we go after 2010?*



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## Major initiatives planned after 2009, notably...

- Streamlining return processes
- Replacement of the distribution tour planning system
- Introduction of closed loop track & trace system
- Improvements to bundle management
- Further fine-tuning of decentralised pick, sort & pack routines, WAMAS and other Egerkingen processes



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# Financial outlook

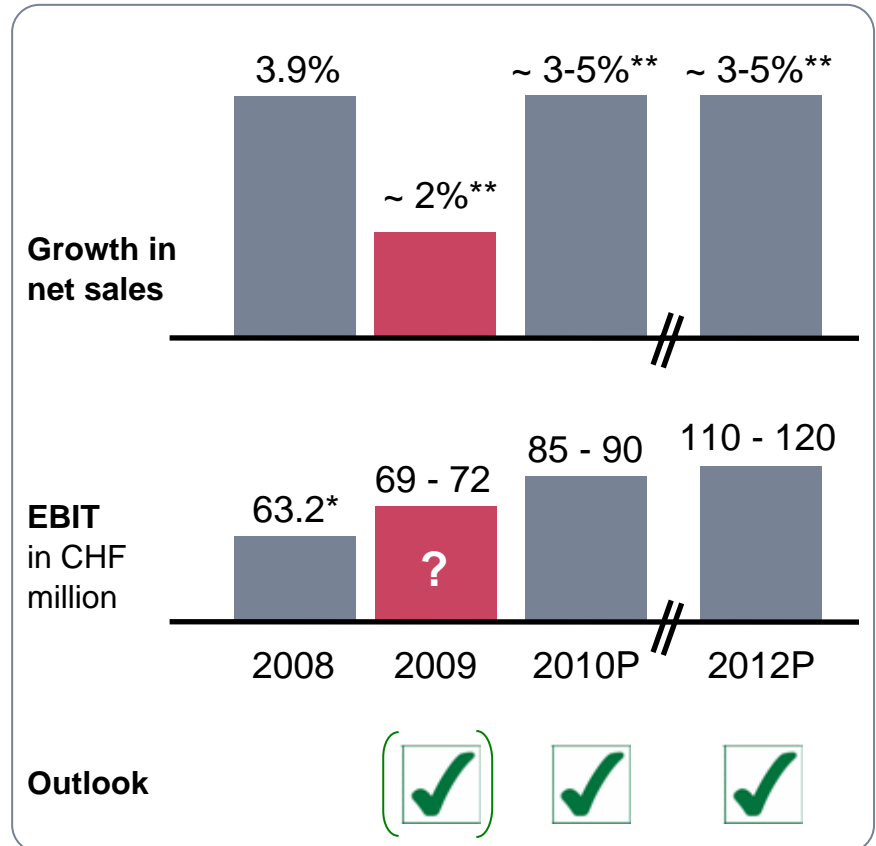
## Long-term outlook unchanged

### Expectations for 2009

- **Economic conditions:** continuing deep recession with significant currency volatility
- **Net revenues:** adjusted sales growth of ~2% currently seems achievable (nominally -1% to -2%)
- **EBIT:** Improvement vs 2008, CHF 69 – 72m remains objective

### 2010/2012 full potential to be realised

- From 2010 marked top and bottom line improvements from „Valora 4 Success“ (incl. additional annual cost savings of CHF >6m)
- By 2012: „Growth“ initiative to boost sales
- 2012: Targeted EBIT of 3 - 4% achieved



\* before restructuring costs

\*\* at constant FX rates (in 2009 YTD: FX effect -3.5% / nominal net sales -1% to -2% at FX rates -3.5%)



1. Welcome address

Rolando Benedick

2. Group first-half 2009 performance

Thomas Vollmoeller

3. Income statement and balance sheet

Lorenzo Trezzini

4. „Valora 4 Success“ status report

Thomas Vollmoeller

5. Valora Logistics

Stefan Gächter

6. Outlook

Thomas Vollmoeller

**7. Questions and answers**



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## Contact details

### Corporate calendar

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## Corporate calendar

Publication 2009 results	March 31, 2010
Annual General Meeting 2010	April 22, 2010

Please visit our website for more information regarding **VALORA**  
[www.valora.com](http://www.valora.com)

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