

2024 results: Groupement Mousquetaires posts solid sales performance in all its markets

- **The Groupement Mousquetaires banners are forecasting an overall growth of 6.4% and a €42.5 billion revenue excluding fuel in 2024 (+ 5% and €55.6 billion including fuel).**
- **The Group has achieved a major milestone by completing the conversion of 273 shops acquired from Groupe Casino to the Intermarché (211) and Netto (62) banners. This historic operation represents 15 years of retail space development and a projected additional annual turnover of €3 billion (then €4.5 billion once the shops have been converted to the new concept).**
- **With the creation of Aura Retail, the Group has cemented a long-term procurement alliance which will enable Intermarché / Netto and its partners to rebalance their weight in commercial negotiations with the largest manufacturers, to continue to protect our customers' purchasing power.**
- **Groupement Mousquetaires and its Retail Média Infinity Advertising structure have begun to merge with Valiuz to offer a multi-brand, multi-country retail media platform, to keep pace with the strong growth in data generated by its activities and to become the European leader in the industry.**
- **The refocusing of the Agromousquetaires division continued with the announcement, in November 2024, of exclusive negotiations for the takeover of the Sveltic plant (Lallier), provided the buyer demonstrates its ability to develop the business and protect jobs.**

Thierry Cotillard, Chairman of Groupement Mousquetaires, said:

"2024 was a year of transformation and growth for our Group. As planned, we deployed our strategy to win new business in all the geographies in which we operate, despite an economic environment that remained relatively unstable, not only in France but also in Belgium, Poland and Portugal.

This momentum has enabled us to strengthen our competitive position in all our markets, and particularly in the food sector in France, where we have recruited over 2 million new customers, increasing our market share by 0.9 points to reach 17% by the end of 2024. This performance is the result of our massive investments in pricing, to help protect our customers' purchasing power. It is also the fruit of the hard work of all our managers throughout France, who strive daily to improve customers' experience, whether they are at the head of long-established stores or newly acquired ones.

In addition to the food business, I would also like to salute the performance of the Mobility division (Roady and Rapid Pare-Brise), which achieved combined sales of €330 million, excluding fuel, in France and Portugal.

Lastly, in a particularly tense environment in the Home Furnishings market, which is expected to shrink by 4% in 2024, our Bricomarché, Brico Cash, Bricorama and Tridôme banners have shown their resilience by posting a €3.3 billion revenue. This demonstrates that we have everything we need to make headways when business rallies in this market, which is still being impacted by the crisis in purchasing power.

As we enter 2025 with a clear slowdown in inflation, I am convinced that we have all the cards in hand to continue deploying our ambitious strategy to become invulnerable in France and dynamic in other countries.

Food chains: Intermarché and Netto

- In France, the strong sales momentum of the food chains has enabled them to win over 2 million new customers and achieve a 17% market share (+0.9 points).
- Combined revenues rose by 7.4% in one year to €32.7 billion excluding fuel (+ 5.5% and €44.5 billion including fuel). This growth was driven in equal measure by the performance of the 2,241 stores in the historic network and by the opening of new outlets, mostly resulting from the takeover of Groupe Casino outlets.
- The takeover of the 273 Casino outlets, of which the last wave was completed in October 2024, is expected to generate an additional annual revenue of €3 billion (rising to €4.5 billion once the shops have been converted to the new concept). Over 10,000 jobs have also been saved as a result of this operation, both in shops and in logistics. Now that all the taken over outlets have reopened under the Intermarché or Netto banners, the company directors are gradually undertaking work to bring their business up to standard. The Group has set itself the target of completing this work within 18 months of the stores reopening and is aiming for an average 30% increase in revenue compared with their previous performance.
- In 2024, Intermarché and Netto invested heavily to continue offering products at the best prices to their customers, following the example of the "1,000 products against high prices" introduced since the start of the inflationary crisis.

At international level:

- In Poland, the Intermarché chain grew its revenue by 1.6% at €1.2 billion, excluding fuel, with 185 outlets.
- In Portugal, Intermarché's revenue increased by 3.6% at €1.9 billion excluding fuel, with 269 outlets.
- In Belgium, Intermarché achieved an 11% growth, with sales totalling €1.9 billion excluding fuel, with 159 points of sale.

Home Equipment banners: Bricomarché, Brico Cash, Bricorama and Tridôme

- Despite the pressure on the French home equipment market, which fell by 4%, the Bricomarché, Brico Cash, Bricorama and Tridôme proved resilient, with a combined revenue of €3.3 billion and a market share of 14.3%
- These results in a shrinking market consolidate the position of the Groupement Mousquetaires brands as the 1st local network of independent stores and 3rd largest DIY player in France. By 2030, the objective for Groupement Mousquetaires' Home Equipment is to achieve a 17% market share, with revenues totaling €4 billion.

At international level:

- In Poland, Bricomarché grew by 13,2%, with 213 outlets generating €990 million in revenue.
- Bricomarché's sales in Portugal rose by 9.6% to €202 million with 61 outlets.

Mobility brands: Roady and Rapid Pare-Brise

- The Roady car centers and Rapid Pare-Brise glazing service centers generated a total revenue of €330 million in France and Portugal.
- Roady alone posted a €258 million revenue (+7.5%), with 155 car centers - 118 in France and 37 in Portugal.

Agromousquetaires

- A major player in the French food industry, the Agromousquetaires division maintains its refocusing strategy and has achieved net sales of €4.2 billion in 2024.
- The 56 Agromousquetaires plants are more committed than ever to strengthening the unique Producers and Traders model and fully support the growing demand for private-label products sold under the Intermarché and Netto banners.
- Thanks to the quality of its products and thanks to its prices, the Agromousquetaires division is contributing to our target of having a 40% market share for private-label products sold at Intermarché by the end of 2026.

GroupeMENT Mousquetaires in figures (as of 31/12/2024):

- All banners and all countries included, in 2024 Mousquetaires outlets will post a €42.5 billion revenue, excluding fuel and a €55.6 billion revenue including fuel.
- 3,163 self-employed entrepreneurs.
- More than 160,000 employees.
- 4,361 Mousquetaires outlets, including 3,435 in France and 926 abroad (367 in Portugal, 159 in Belgium, 398 in Poland and 2 in Madagascar).
- 3 business lines:
 - Food (3,129 outlets)
 - Home Furnishings (925 outlets)
 - Mobility (307 sales outlets)
- 8 brands:
 - Intermarché: 2,679 outlets (2,066 France, 269 Portugal, 185 Poland, 159 Belgium)
 - Netto: 386 sales outlets in France
 - Les Comptoirs de la bio: 64 outlets in France
 - Bricomarché: 746 outlets in Europe (472 France, 61 Portugal, 213 Poland)
 - Brico Cash: 48 outlets in France
 - Bricorama: 118 outlets (116 in France and 2 in Madagascar)
 - Rody: 155 car centers (118 in France and 37 in Portugal)
 - Rapid Pare-Brise: 152 centers in France + 91 located on a Rody site.
- The Group's brands represent 7.54 million sqm of sales area, up 7.5% in 2023. In 2024, IMMO Mousquetaires opened 625,502 sqm in Europe, including 544,053 sqm in France. Excluding the Casino transaction, IMMO Mousquetaires built 158,000 sqm of commercial buildings, including 76,551 sqm in France. IMMO Mousquetaires also manages 1,829 real estate assets and 3,307 leases.
- Agromousquetaires, the agri-food division of Les Mousquetaires, comprises 56 production units, all located in France and organized into six divisions (Beef, Pork, Fish, Flavors, Vegetable, Circular).
- ITM Export (formerly Partenariats Internationaux) is the Group's international export center for private label products and services via the "Partenaire Intermarché", "Partenaire Netto" and "Partenaire Bricorama" brand names. In 2024, it achieved a record 15% growth. These brand partnerships generated sales of €859m for 65 outlets. Operating in 13 territories, the 12 food partners generated a €747m revenue while the 6 Home Equipment partners achieved sales of €112m.



About Groupement Mousquetaires

Created in 1969, Groupement Mousquetaires brings together more than 3,000 independent business owners and 160,000 employees to serve the performance of more than 4,000 local sales outlets in France, Belgium, Poland and Portugal. At the head of their outlets, the Mousquetaires business managers form a group of entrepreneurs involved in the socio-economic fabric of their territories. To meet the needs of the [Intermarché](#) and [Netto](#) banners (food); [Bricomarché](#), [Brico Cash](#) and [Bricorama](#) (household equipment); and [Roady](#) and [Rapid Pare-Brise](#) (mobility), the Group has its own support services (integrated logistics bases, purchasing services, real estate, etc.), as well as an agri-food division with almost 60 plants, all located in France. For more information: [Mousquetaires.com](#) | [X Mousquetaires](#) | [LinkedIn](#) | [Instagram](#)

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