

January 24, 2018**Ahold Delhaize reports solid sales growth in the fourth quarter:**

- Net sales of €15.8 billion, up 1.6% at constant exchange rates
- Pro forma net sales of €15.8 billion, up 2.5% at constant exchange rates
- Comparable sales up 0.6% at Ahold USA and 1.5% at Delhaize America
- Strong sales performance in the Netherlands with comparable sales up 6.0%
- Online net consumer sales up 23.2% at constant exchange rates in the fourth quarter and reached €2.8 billion for the full year 2017
- Expected full year 2017 pro forma underlying operating margin of 3.9%, in line with guidance
- Expected full year 2017 free cash flow to be significantly ahead of expectations

Zaandam, the Netherlands - January 24, 2018 - Ahold Delhaize today announced consolidated net sales of €15.8 billion for the fourth quarter of 2017, an increase of 1.6% at constant exchange rates compared to the fourth quarter of last year.

Overall the business delivered a solid performance in the fourth quarter, resulting in a net sales growth of 2.5% on a pro forma basis, at constant exchange rates. For the full year 2017, pro forma net sales reached €62.7 billion, up 1.7% at constant exchange rates.

Sales performance at Ahold USA was in line with the previous quarter, with comparable sales growth of 0.6% (excluding gasoline), and slightly improved after adjusting for weather and holiday shifts compared to the previous quarter. Market share is expected to be stable compared to last year. Price inflation at 1.1% was broadly in line with the previous quarter. Giant Carlisle reported a strong quarter, with new Beer & Wine locations driving increased transactions.

At Delhaize America, comparable sales grew by 1.5%, with both Food Lion and Hannaford reporting positive comparable sales growth, and market share is expected to increase compared to last year. Food Lion continued to benefit from the roll-out of the "Easy, Fresh and Affordable" program in the Charlotte market last year and the Richmond and Greensboro markets this year. Price inflation was at 0.7%, broadly similar to the previous quarter.

The Netherlands had a strong performance with 6.0% comparable sales growth, compared to an outstanding quarter last year, with a positive calendar impact at year end 2017. Albert Heijn ran successful commercial campaigns and had a very strong holiday season, both in the supermarkets and online, increasing its full year market share compared to last year. Price inflation was 2.8%, slightly higher than the previous quarter. Bol.com reported 29.8% growth in net consumer sales this quarter, resulting in €1.6 billion net consumer sales for 2017.

In Belgium, comparable sales for the quarter were flat versus last year yet improved adjusted for the calendar impact. Affiliates and Luxembourg continued their solid performance and full year market share is expected to be broadly in line with last year. Price inflation in Belgium was 0.9%, broadly in line with the previous quarter.

In Central and Southeastern Europe, comparable sales growth was 0.3% (excluding gasoline). Strong sales performance in the region was offset by negative sales growth in Greece where the sales performance reflected a normalization of market circumstances since the second quarter this year.

Outlook

For the full year 2017, we expect pro forma underlying operating margin for the group to be 3.9%, in line with guidance. Free cash flow delivery is expected to be significantly ahead of expectations, due to improved working capital performance, capital expenditure slightly lower than forecast, and higher dividends from joint ventures.

Net sales overview

€ million	Q4 2017	Q4 2016 ¹	% change	% change constant rates	FY 2017	FY 2016 ²	% change	% change constant rates
Ahold USA	5,566	6,134	(9.3)%	(0.7)%	23,045	23,845	(3.4)%	(1.5)%
Delhaize America	3,683	3,978	(7.4)%	1.2 %	15,395	7,065	117.9 %	124.3 %
The Netherlands	3,673	3,471	5.8 %	5.8 %	13,706	13,101	4.6 %	4.6 %
Belgium	1,290	1,285	0.4 %	0.4 %	4,953	2,199	125.2 %	125.2 %
Central and Southeastern Europe	1,551	1,491	4.0 %	2.3 %	5,791	3,485	66.2 %	63.9 %
Ahold Delhaize Group	15,763	16,359	(3.6)%	1.6 %	62,890	49,695	26.6 %	28.9 %
<i>Average U.S. dollar exchange rate (euro per U.S. dollar)</i>	<i>0.8491</i>	<i>0.9282</i>	<i>(8.5)%</i>		<i>0.8868</i>	<i>0.9038</i>	<i>(1.9)%</i>	

1. Fourth quarter 2016 net sales and exchange rate information have been restated to reflect the adoption by the Company of a 13-week quarterly reporting calendar in 2017. See Notes - Basis of preparation.
2. Net sales from former Delhaize segments are included as of July 24, 2016.

Pro forma net sales overview

€ million	Q4 2017	Q4 2016 ²	% change	% change constant rates	FY 2017	FY 2016	% change	% change constant rates
Ahold USA	5,566	6,025	(7.6)%	1.1%	22,894	23,316	(1.8)%	0.1%
Delhaize America	3,683	3,969	(7.2)%	1.4%	15,395	15,501	(0.7)%	1.3%
The Netherlands	3,673	3,451	6.4 %	6.4%	13,672	13,015	5.0 %	5.0%
Belgium	1,290	1,280	0.8 %	0.8%	4,942	4,942	0.0 %	0.0%
Central and Southeastern Europe	1,551	1,491	4.0 %	2.3%	5,791	5,557	4.2 %	3.4%
Ahold Delhaize Group¹	15,763	16,216	(2.8)%	2.5%	62,694	62,331	0.6 %	1.7%

1. Excluding gas sales, pro forma net sales in the fourth quarter and for the full year 2017 increased 2.3% and 1.6%, respectively, at constant exchange rates.
2. Fourth quarter 2016 pro forma net sales have been restated to reflect the adoption by the Company of a 13-week quarterly reporting calendar in 2017. See Notes - Basis of preparation.

Comparable sales growth

	Q4 2017	Q4 2016 ²	FY 2017	FY 2016
Ahold USA ¹	0.6%	(0.5)%	0.0 %	0.7%
Delhaize America	1.5%	2.2 %	1.3 %	2.1%
The Netherlands	6.0%	6.0 %	4.5 %	4.1%
Belgium	0.0%	(0.9)%	(0.2)%	1.7%
Central and Southeastern Europe ¹	0.3%	3.5 %	1.0 %	5.7%

1. The comparable sales growth rates presented are excluding gas sales. When gas sales are included, the comparable sales growth at Ahold USA was 1.1% and 0.4%, respectively, for the fourth quarter and FY 2017 and the comparable sales growth in Central and Southeastern Europe was 0.2% and 0.9%, respectively, for the fourth quarter and FY 2017.
2. Fourth quarter 2016 comparable sales growth information has been restated to reflect the adoption by the Company of a 13-week quarterly reporting calendar in 2017. See Notes - Basis of preparation.

Pro forma net sales per channel

€ million	Q4 2017	Q4 2016 ²	% change	% change constant rates	FY 2017	FY 2016	% change	% change constant rates
Online sales ¹	719	619	16.2 %	18.9%	2,376	2,035	16.8%	17.5%
Store sales	15,044	15,597	(3.5)%	1.8%	60,318	60,296	0.0%	1.2%
Total net sales	15,763	16,216	(2.8)%	2.5%	62,694	62,331	0.6%	1.7%

1. Pro forma net consumer online sales increased 20.6% in the fourth quarter to €865 million, or 23.2% at constant exchange rates (FY 2017: increased 21.1% to €2,814 million, or 21.8% at constant exchange rates).
2. Fourth quarter 2016 pro forma net sales have been restated to reflect the adoption by the Company of a 13-week quarterly reporting calendar in 2017. See Notes - Basis of preparation.

Store portfolio (including franchise and affiliate stores)

	End of 2016	Opened / acquired	Closed / sold	End of 2017
Ahold USA	776	2	(26)	752
Delhaize America	1,214	2	(8)	1,208
The Netherlands ¹	2,163	35	(35)	2,163
Belgium	765	20	(21)	764
Central and Southeastern Europe	1,638	121	(9)	1,750
Total	6,556	180	(99)	6,637

1. The number of stores at the end of 2017 includes 1,153 specialty stores (Etos and Gall & Gall) (end of 2016: 1,152).

Notes

The net sales figures presented in this trading statement are preliminary and unaudited.

Basis of preparation

This report includes information presented in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB) and as adopted by the European Union, and information presented on a pro forma basis ("pro forma information").

In 2017, the reporting calendars of Ahold and Delhaize were aligned and Ahold Delhaize now uses a 4/4/5-week calendar, resulting in four 13-week quarters. The amounts disclosed as fourth quarter 2016 quarterly information have accordingly been restated to reflect a 13-week period and provide a comparative basis for assessing the Company's performance.

For more information on the basis of presentation of the pro forma information, refer to the pro forma information as published on April 13, 2017 ("[Pro forma booklet](#)").

Pro forma net sales reconciliations

€ million	Q4 2017			FY 2017		
	Ahold Delhaize IFRS	Remedy stores and other	Ahold Delhaize pro forma	Ahold Delhaize IFRS	Remedy stores and other	Ahold Delhaize pro forma
Ahold USA	5,566	—	5,566	23,045	(151)	22,894
Delhaize America	3,683	—	3,683	15,395	—	15,395
The Netherlands	3,673	—	3,673	13,706	(34)	13,672
Belgium	1,290	—	1,290	4,953	(11)	4,942
Central and Southeastern Europe	1,551	—	1,551	5,791	—	5,791
Ahold Delhaize Group	15,763	—	15,763	62,890	(196)	62,694

Use of non-GAAP financial measures

This trading statement includes non-GAAP financial measures. The descriptions of these non-GAAP financial measures are included on pages 70 and 71 of Ahold Delhaize's Annual Report 2016. The description of non-GAAP measures that are new or changed in 2017 are included below.

Comparable sales and comparable sales excluding gasoline sales

The definition of comparable sales is unchanged from the description included in the Annual Report 2016. However, Ahold Delhaize now considers store sales to be comparable after a store has been open for a full 56 weeks.

Financial calendar

Ahold Delhaize's financial year consists of 52 or 53 weeks and ends on the Sunday nearest to December 31.

Ahold Delhaize's 2017 financial year consists of 52 weeks and ended on December 31, 2017. Ahold Delhaize's 2016 financial year consisted of 52 weeks and ended on January 1, 2017.

Cautionary notice

Forward-looking statements

This communication contains information that qualifies as inside information within the meaning of Article 7(1) of the EU Market Abuse Regulation.

This communication includes forward-looking statements. All statements other than statements of historical facts may be forward-looking statements. Words such as expected, outlook, guidance and to be or other similar words or expressions are typically used to identify forward-looking statements.

Forward-looking statements are subject to risks, uncertainties and other factors that are difficult to predict and that may cause actual results of Koninklijke Ahold Delhaize N.V. (the "Company") to differ materially from future results expressed or implied by such forward-looking statements. Such factors include, but are not limited to the risk factors set forth in the Company's public filings and other disclosures. Forward-looking statements reflect the current views of the Company's management and assumptions based on information currently available to the Company's management. Forward-looking statements speak only as of the date they are made and the Company does not assume any obligation to update such statements, except as required by law.

For more information:

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Ahold Delhaize is one of the world's largest food retail groups and a leader in both supermarkets and e-Commerce. Its family of great, local brands serves more than 50 million customers each week in 11 countries. Together, these brands employ more than 370,000 associates in more than 6,500 grocery and specialty stores and include the top online retailer in the Benelux and the leading online grocers in the Benelux and the United States. Ahold Delhaize brands are at the forefront of sustainable retailing, sourcing responsibly, supporting local communities and helping customers make healthier choices. Headquartered in Zaandam, the Netherlands, Ahold Delhaize is listed on the Euronext Amsterdam and Brussels stock exchanges (ticker: AD) and its American Depositary Receipts are traded on the over-the-counter market in the U.S. and quoted on the OTCQX International marketplace (ticker: ADRNY). For more information, please visit www.aholddelhaize.com.

