Grupo Pão de Açúcar

4th QUARTER AND 2012 EARNINGS RELEASE

viavarejo

Net Income reached R$ 322 million in 2012 and increased 210.2% compared to 2011

São Caetano do Sul, SP, Brazil, February 20, 2013. – **Via Varejo S.A. [BM&FBOVESPA: VVAR3]** announces its results for the fourth quarter of 2012 (4Q12) and 2012. The Company's operating and financial information was prepared in accordance with international financial reporting standards (IFRS) issued by the International Accounting Standards Board (IASB), the accounting principles adopted in Brazil (BRGAAP) and Brazilian Corporate Law, and is presented in nominal form and in Brazilian reais, except where otherwise indicated. The comments refer to the operating and financial results of Via Varejo S.A., which include the Ponto Frio and Casas Bahia stores and Nova Pontocom (comprising the e-commerce operations of Pontofrio.com.br, Extra.com.br, Casasbahia.com.br and wholesales Ponto Frio).

Gross sales totaled R$ 7.6 billion in 4Q12, up 6.9% over 4Q11
EBITDA stood at R$ 579 million, with EBITDA margin of 8.7%
Net income came to R$ 234 million, with margin of 3.5%

- **Gross sales and Net sales** totaled R$ 7.6 billion and R$ 6.6 billion in 4Q12, respectively.
- **Gross same-stores grew** 6.0% in 4Q12 over 4Q11.
- **Gross profit** totaled R$ 1.9 billion, with net margin of 29.1%, reduction of 100 bps versus 4Q11.
- **Operating expenses** accounted for 20.3% of net sales, down 310 bps compared to 4Q11.
- **EBITDA** totaled R$ 579 million, with EBITDA margin of 8.7%, up 190 bps over 4Q11.
- **Net Financial Results** was negative in R$ 165 million, representing 2.5% of net sales, drop of 70 bps compared to 4Q11.
- **Net income** was by R$ 234 million in 4Q12 with net margin of 3.5%, improvement of 150 bps over 4Q11.

HIGHLIGHTS

(R$ million) [1]	4Q12	4Q11	Chg.	2012	2011	Chg.
Gross Sales Revenue	**7,591**	**7,103**	**6.9%**	**26,137**	**24,250**	**7.8%**
Net Sales Revenue	**6,643**	**6,165**	**7.8%**	**22,846**	**21,017**	**8.7%**
Gross Profit	1,931	1,858	3.9%	6,348	6,047	5.0%
Gross Margin - %	**29.1%**	**30.1%**	**-100 bps**	**27.8%**	**28.8%**	**-100 bps**
Total Operating Expenses	(1,352)	(1,441)	-6.2%	(4,972)	(5,065)	-1.8%
% of Net Sales Revenue	**20.3%**	**23.4%**	**-310 bps**	**21.8%**	**24.1%**	**-230 bps**
EBITDA [2]	**579**	**417**	**38.7%**	**1,377**	**981**	**40.3%**
EBITDA Margin - %	**8.7%**	**6.8%**	**190 bps**	**6.0%**	**4.7%**	**130 bps**
Net Financial Income (Expense)	(165)	(197)	-16.5%	(677)	(692)	-2.1%
% of Net Sales Revenue	**2.5%**	**3.2%**	**-70 bps**	**3.0%**	**3.3%**	**-30 bps**
Net (Loss) Income [3]	234	126	85.9%	322	104	210.2%
Net (Loss) Margin - %	**3.5%**	**2.0%**	**150 bps**	**1.4%**	**0.5%**	**90 bps**

(1) Totals may not totally as the figures are rounded off.
(2) EBITDA = earnings before interest, taxes, depreciation and amortization
(3) Net Income (Loss) Consolidated
Note: - bps refers to base points

Message from Management

Bricks&Mortar Stores

The year of 2012 was important for the Company's consolidation. We improved our processes, unified our culture and professionalized our management.

Significant movements marked this year. We opened 33 stores, emphasizing Casas Bahia growth in the Northeast and North regions with 16 new stores, being the first ones in Pernambuco, Tocantins and Rio Grande do Norte states.

We repositioned Ponto Frio stores, focusing on high end products and offering the most suitable technology for customers' needs, trying to attract A/B class and become the first option for this audience.

We created the "Programa Nossa Causa", a journey of transformation aimed at building a unified culture, considering the strongest values practiced by Casas Bahia, Ponto Frio and GPA, looking forward to obtain alignment, involvement, engagement and commitment of all our employees.

This year we achieved important improvements in our internal processes with the introduction of new tools and management systems, which have provided us productivity gains. We also implemented a Committee to manage more efficiently the costs of our Company.

We start 2013 confident that we are strong and structured to continue leading the market, innovating constantly to be ahead on consumer trends, delivering long-term sustainable results and seeking to realize the dreams of our customers and employees.

Nova Pontocom

Our e-commerce operation ended a year characterized by intensive promotional competition, when we maintained a diligent work towards preserving the profitability of the operation and sustainable cash generation, finishing 2012 with growth, positive net income and net cash.

In 2012, we created new business units, Barateiro.com, PartiuViagens, Soluções B2B and Marketplace, which will provide increased revenues and profitability in the coming years. Barateiro.com offers items with minor damage, but with factory warranty and discounts that reach up to 60%. PartiuViagens, created in partnership with CVC, is the first online travel agency of the country focusing on selling tour packages, not restricted to the sale of flight tickets and/or accommodation. The marketplace website e-Hub, brings together diverse segments of products offered by partner stores. New in Brazil, this initiative aims to create differential assortment and increase profitability, enabling our customers to consolidate purchases from different stores in only one payment transaction. In addition, we structured our B2B business unit that showed significant growth in 2012.

This year, we also made a strong investment in strategic areas such as supply chain and marketing analytics, which will reflect positively on the results of the coming years, and launched products like social login and wedding list, beyond our differentiated work in social media.

Thus, we believe that 2013 will be the consolidation year of our new business, always focusing on maintaining our market strength in terms of service, seeking efficiency gains and productivity. It will be the year when we will continue our historical path of profitable growth.

Antônio Ramatis Rodrigues
Diretor Presidente de Viavarejo

German Quiroga
Diretor Presidente da Nova Pontocom

Sales Performance

	4Q12	4Q11	Chg.	2012	2011	Chg.
Gross Sales Revenue	7,591	7,103	6.9%	26,137	24,250	7.8%
Net Sales Revenue	6,643	6,165	7.8%	22,846	21,017	8.7%
Gross Same-Store Sales Revenue - %	6.0%	8.4%	-	7.5%	10.1%	-

In the fourth quarter of 2012 (4Q12), Viavarejo's gross sales revenue, which includes Ponto Frio and Casas Bahia stores and Nova Pontocom operations (comprising the e-commerce operations of Pontofrio.com.br, Extra.com.br, Casasbahia.com.br and the Atacado Eletro (wholesale), totaled R$ 7.6 billion, up 6.9% over 4Q11. In the same period, net sales come to R$ 6.6 billion, up 7.8% compared to 4Q11.
Viavarejo's gross same-store sales were up 6.0% in 4Q12 over 4Q11, mainly, led by Ponto Frio stores repositioning and improved product assortment, in addition to the maintenance of IPI (federal VAT) tax reduction in white goods. In real terms, considering deflation in the electronics category and inflation in the furniture and mattress categories in the last 12 months, as announced by the IBGE, weighted by the assortment of Bricks&Mortar and Nova Pontocom, the real growth was 7.9%.

- Bricks&Mortar same-store sales increased 6.2%, mainly as a result of the Ponto Frio stores repositioning, that outpaced Viavarejo's sales average.
- Nova Pontocom (NPC) was up 5.1% in 4Q12, including the wholesale operation. It is noteworthy that this growth was achieved in a scenario of slowdown in demand and intensive promotion. Thus, as differentiation, NPC remains committed to the highest level of service and specially a diligent work towards preserving the profitability of the operation and sustainable cash generation, aligning growth with a solid business now and in the future. It is worth highlighting the two new businesses (barateiro.com.br and partiuviagens) which will help NPC's growth and future profitability.

In the year (2012), Viavarejo's gross sales totaled R$ 26.1 billion, up 7.8% over 2011. This result was in line with the guidance in 2012 to surpass R$ 25.7 billion in the year. In the same period, net sales reached R$ 22.8 billion, an increase of 8.7%.

Viavarejo's gross same-store sales were up 7.5% in 2012 over 2011. In real terms, considering deflation in the electronics category and inflation in the furniture and mattress categories in the last 12 months, as announced by the IBGE, weighted by the assortment of Bricks&Mortar and Nova Pontocom, the real growth was 9.6%.

Bricks&Mortar gross same-store sales increased 7.4% in 2012, while Nova Pontocom increased 7.9% in the same period. Considering only the E-commerce (excluded the operation of wholesale), the increase was 9.4% in 2012.

Operating Performance

(R$ million)	4Q12	4Q11	Chg.	2012	2011	Chg.
Net Sales Revenue	**6,643**	**6,165**	**7.8%**	**22,846**	**21,017**	**8.7%**
Gross Profit	**1,931**	**1,858**	**3.9%**	**6,348**	**6,047**	**5.0%**
Gross Margin - %	**29.1%**	**30.1%**	**-100 bps**	**27.8%**	**28.8%**	**-100 bps**
Selling Expenses	(1,062)	(1,178)	-9.9%	(4,062)	(4,015)	1.2%
General and Administrative Expenses	(291)	(235)	24.0%	(926)	(941)	-1.6%
Equity Income	(4)	6	-	(0)	16	-
Other Operating Revenue and Expenses	6	(33)	-	16	(125)	-
Total Operating Expenses	**(1,352)**	**(1,441)**	**-6.2%**	**(4,972)**	**(5,065)**	**-1.8%**
% of Net Sales Revenue	**20.3%**	**23.4%**	**-310 bps**	**21.8%**	**24.1%**	**-230 bps**
EBITDA	**579**	**417**	**38.7%**	**1,377**	**981**	**40.3%**
EBITDA Margin - %	**8.7%**	**6.8%**	**190 bps**	**6.0%**	**4.7%**	**130 bps**

From the 4Q12 results were included Equity Income and Other Operating Income and Expenses along with total operating expenses, EBITDA before. Thus, the calculation of EBITDA is in accordance with Instruction 527 of the Securities Commission (CVM) of 04/10/12.

In 4Q12, EBITDA totaled R$ 579 million, up 38.7% over 4Q11. EBITDA margin reached 8.7% in quarter, improvement of 190 bps in compared of same period last year.

Important to note that, as in previous periods, this quarter reallocations occurred between accounts as follows:

- R $ 32.5 million in expenses allocated "Total Operating Expenses" tor "Cost of Goods Sold."
- R $ 16.7 million in expenses allocated "Sales Expenses" to "General and Administrative Expenses."

Considering the reallocation between accounts, gross margin would be 29.6% and total operating expenses would be 20.8%, as a percentage of net sales.

Thus, for comparative purpose the change in gross margin and operating expenses will be considering the reallocation as the preceding paragraph:

- Reduction of 50 bps (from 30.1% in 4Q11 to 29.6% in 4Q12) in the gross margin due to, manly, increased logistics costs.
- Reduction of total operating expenses on net sales was 260 bps (from 23.4% in 4Q11 to 20.8% in 4Q12), being, 16.7% selling expenses and 4.1% general and administrative expenses and other operating income and expenses). This evolution is related to better management of operating expenses, due to the work of the Committee Expenses and improve internal processes, with productivity gains in staffing.

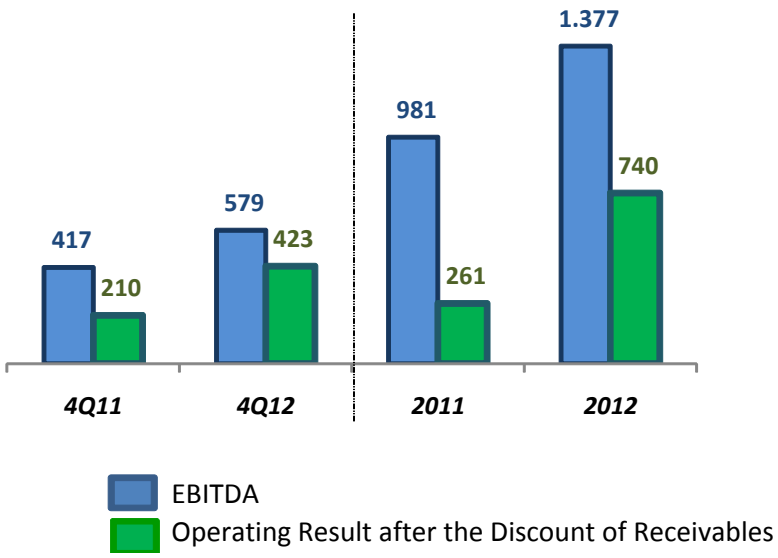
In 2012, EBITDA reached R$ 1.377 million, up 40.3% over 2011. EBITDA margin stood 6.0% in 2012, an improvement of 130 bps in compared of 2011. It is noteworthy that the EBITDA margin was within the range of 5.2% to 6.5% of the guidance for the year.

Operating Performance

EBITDA and Operating Income after Discounted Receivables

	4Q12	4Q11	Chg.	2012	2011	Chg.
EBITDA	**579**	**417**	**38.7%**	**1,377**	**981**	**40.3%**
EBITDA Margin - %	8.7%	6.8%	190 bps	6.0%	4.7%	130 bps
Cost discount of total receivables	**(156)**	**(208)**	**-25.1%**	**(636)**	**(720)**	**-11.7%**
Cost of the Discount of Payment Book Receivables	(53)	(63)	-16.6%	(237)	(200)	18.3%
Cost of the Discount of Credit Card Receivables	(103)	(145)	-28.8%	(399)	(520)	-23.2%
Operating Result after the Discount of Receivables	**423**	**210**	**101.9%**	**740**	**261**	**183.8%**
% of Net Sales Revenue	**6.4%**	**3.4%**	**300 bps**	**3.2%**	**1.2%**	**200 bps**

Evolution of the Operating Result after Discounted Receivables [1] and EBITDA (R$ million)



[1] Operating Result after Discounted Receivables = EBITDA (-) Cost of Discounted Receivables

In 4Q12, operating results after discounted receivables totaled R$ 423 million, an increase of 101.9% over 4Q11, due to improvement operational through the increase in EBITDA and best discount receivables rates.

In 2012, operating results after discounted receivables reached R$ 740 million, an increase of 183.8% compared to 2011.

Financial Performance and Debt

(R$ million)	4Q12	4Q11	Chg.	2012	2011	Chg.
Financial Revenue	48	70	-32.3%	181	256	-29.5%
Financial Expenses	(212)	(268)	-20.6%	(858)	(948)	-9.5%
Net Financial Income (Expense)	**(165)**	**(197)**	**-16.5%**	**(677)**	**(692)**	**-2.1%**
% of Net Sales Revenue	**2.5%**	**3.2%**	**-70 bps**	**3.0%**	**3.3%**	**-30 bps**
Charges on Net Bank Debt	(5)	(7)	-26.5%	(31)	(33)	-6.7%
Cost of the Discount of Payment Book Receivables	(53)	(63)	-16.6%	(237)	(200)	18.3%
Cost of the Discount of Credit Card Receivables	(103)	(145)	-28.8%	(399)	(520)	-23.2%
Other Assets and Liabilities Update	(4)	17	-	(10)	62	-
Net Financial Income (Expense)	**(165)**	**(197)**	**-16.5%**	**(677)**	**(692)**	**-2.1%**
Financial Result without the Cost of the Discount of Receivables	**(9)**	**10**	**-**	**(41)**	**29**	**-**
% of Net Sales Revenue	**0.1%**	**0.2%**	**-10 bps**	**0.2%**	**0.1%**	**10 bps**

In 4Q12, net financial results was negative R$ 165 million and representing 2.5% of net sales, drop of 70 bps in compared to 4Q11. This result was achieved due to improved commercial management by reduced average collection period of customers and SELIC rate cuts.

The net financial result was composed as follow:

i. Charges on net bank debt totaling R$ 5 million, representing 0.1% of net sales, a reduction of 26.5% over 4Q11, due to a lower level of net debt, and lower interest rates during the period.

ii. Cost of receivables discounting of payment book of R$ 53 million, drop of 16.6% over 4Q11, corresponding 0.8% of net sales, an improvement of 20 bps in related to 4Q11, in reason of SELIC rate cuts and reduced average collection period of customers.

iii. Cost of receivables discounting of credit card of R$ 103 million, reduction of 28.8% over 4Q11, representing 1.6% of net sales, an improvement of 80 bps in related to 4Q11, in reason of SELIC rate cuts and reduced average collection period of customers.
The total volume of receivables discounted (payment book and credit card) increased from R$ 4.5 billion in 4Q11 to R$ 5.6 billion in 4Q12, duo to higher sales.

iv. Expense of 4 million with the restatement of assets and liabilities. This reduction over 4Q11 was by the lower revenue from financial discounts obtained from suppliers.

In 2012, net financial results was negative by R$ 677 million and representing 3.0% of net sales, reduction of 30 bps over 2011. This net financial result as percentage of net sales was in line with proposed guidance at the beginning of the year (below 3.3% of net sales).

INDEBTEDNESS

(R$ million)	12.31.2012	09.30.2012
Loans and Financing - Short Term	(174)	(166)
Debentures - Short Term	(118)	(117)
Loans and Financing - Long Term	(70)	(88)
Debentures - Long Term	(799)	(799)
Total Debt	**(1,162)**	**(1,171)**
Cash and Cash Equivalents (1)	**2,581**	**1,148**
Net Cash (Debt)	**1,419**	**(23)**
Payment Book - Short Term	(2,499)	(2,277)
Payment Book - Long Term	(130)	(112)
Net Cash (Debt) with Payment Book (2)	**(1,210)**	**(2,412)**

(1) Cash and equivalents of R$104 million in 3Q12, referring to the remaining FIDC – Globex balance excluded.

(2) For debt calculation purposes, the amounts of R$1,269 million in 3Q12, referring to FIDC receivables fund, were not taken into consideration.

Cash and cash equivalents increased to R$ 2,581 million in 4Q12 from R$ 1,148 million in 3Q12. Net debt changed from R$ 23 million in 3Q12 to net cash of R$ 1,419 million in 4Q12, as a result of positive cash generation in the period and the seasonal sales.

Debt from consumer financing (CDCI) increased from R$ 2,389 million in 3Q12 to R$ 2,629 million in 4Q12. Net debt with CDCI decreased from R$ 2,412 million in 3Q12 to R$ 1,210 million in 4Q12.

Company used to discount credit card receivables in 2012 with securitization funds dedicated to this purpose. The Globex FIDC, fund that used to securitize receivables from Viavarejo, was terminated in December 2012, resulting in the elimination of the senior quotes and therefore no longer consolidated on December 31, 2012. Company's receivables are still being securitized through capital market.

Net Income

(R$ million)	4Q12	4Q11	Chg.	2012	2011	Chg.
EBITDA	**579**	**417**	**38.7%**	**1,377**	**981**	**40.3%**
Depreciation and Amortization	(38)	(34)	14.1%	(163)	(131)	24.1%
Net Financial Income (Expense)	(165)	(197)	-16.5%	(677)	(692)	-2.1%
Income before Income Tax	**375**	**186**	**101.7%**	**537**	**158**	**2.39**
Income Tax	(141)	(60)	1.34	(214)	(54)	2.93
Net Income Consolidated	**234**	**126**	**85.9%**	**322.2**	**103.9**	**210.2%**
Net Margin - %	**3.5%**	**2.0%**	**150 bps**	**1.4%**	**0.5%**	**90 bps**
Total Non-recurring (net of tax)	-	39.0	-	19.9	111.6	-
Non-recurring income tax	-	-	-	16.8	-	-
Integration cost and other	-	39.0	-	3.1	111.6	-
Adjusted Net Income (Loss)	**234.0**	**164.9**	42.0%	**342.1**	**215.5**	**58.8%**
Adjusted Net Margin - %	**3.5%**	**2.7%**	**80 bps**	**1.5%**	**1.0%**	**50 bps**

In 4Q12, net income totaled R$ 234 million and margin of 3.5%, an increase of 150 bps over the same period last year. This result was obtained due to the rationalization of operating expenses and improvements in commercial management, with more profitable product mix and reduced average collection period of customers. Besides, this result was favored by SELIC rate cuts.

In 2012, net income totaled R$ 322 million, an increase of 210.2% compared to 2011. Net margin was 1.4% in 2012, an improvement of 90 bps over 2011.

Dividends

Management proposed dividend to be distributed, calculated as shown below, to its shareholders in the amount of R$ 4.69 million made in the year 2012. The remuneration which corresponds to R$ 0.014536 per common share.

(R$ thousand)	Proposed Dividends
	12.31.2012
Net Income for the period	320,709
Compensation accumulated losses	(300,960)
Legal reserve	(987)
Basis of calculation of dividends	18,762
Mandatory minimum dividends - 25%	4,690

Investments

In 4Q12, Viavarejo invested R$ 117 million, divided as follow:

(R$ million)	4Q12	4Q11	2012	2011
New Stores	46	27	132	70
Store renovations and conversions	28	31	59	59
Infrastructure	23	32	97	153
Fleet and Logistic	1	16	10	72
Technology	22	16	87	81
Others	20	13	43	47
Total	**117**	**102**	**331**	**328**

The table below shows the investment breakdown by business:

(R$ million)	4Q12	4Q11	2012	2011
Bricks&Mortar	103	81	287	274
Nova Pontocom	14	21	44	54
TOTAL	**117**	**102**	**331**	**328**

In 4Q12, there was intensification in opening stores, mainly in the Northeast. We opened 16 stores, being 12 of Casas Bahia and 4 of Ponto Frio.

In 2012, investments totaled R$ 331 million. During this period we opened 33 stores, below expectation of opening 50 to 60 stores and invest $ 400 million in the year. The Company focused in 2012 on the review of procedures for opening stores, improvement in the store model to be built regarding the proper positioning of each banner and existing stores renovation.

Consolidated Balance Sheet (R$ million)

ASSETS	12.31.2012	09.30.2012	12.31.2011
Current Assets	**8,513**	**8,225**	**8,402**
Cash and Cash Equivalents	2,581	1,252	1,426
Accounts Receivable	2,223	2,063	2,067
Credit cards	184	269	222
Payment Book	2,078	1,947	1,937
Other	150	44	118
Allowance for doubtful accounts	(189)	(198)	(211)
Accounts Receivables (FIDC)	-	1,386	1,377
Inventories	2,697	2,389	2,688
Recoverable Taxes	615	588	449
Amounts Receivable from Related Parties	186	338	183
Expenses in Advance and Other Accounts Receivable	210	209	213
Noncurrent Assets	**3,570**	**3,435**	**3,273**
Long-Term Assets	**2,327**	**2,242**	**2,157**
Accounts Receivable	108	95	111
Payment Book	117	103	118
Allowance for doubtful accounts	(9)	(8)	(7)
Recoverable Taxes	1,000	856	698
Deferred Income Tax and Social Contribution	698	748	794
Amounts Receivable from Related Parties	314	330	396
Judicial Deposits	180	184	122
Expenses in Advance and Other Accounts Receivable	26	30	36
Investments	**92**	**97**	**97**
Property and Equipment	**1,027**	**977**	**912**
Intangible Assets	**123**	**119**	**107**
TOTAL ASSETS	**12,082**	**11,660**	**11,675**

LIABILITIES	12.31.2012	09.30.2012	12.31.2011
Current Liabilities	**7,439**	**5,983**	**6,877**
Suppliers	3,133	2,222	2,857
Loans and Financing	174	166	596
Payment Book (CDCI)	2,499	2,277	2,263
Debentures	118	117	-
Taxes and Social Contribution Payable	312	503	383
Fiscal Obligations	461	89	240
Debt with Related Parties	110	88	33
Advertisement	71	43	60
Tax Installments	3	3	4
Advanced revenue	74	71	67
Others	478	403	374
Long-Term Liabilities	**1,648**	**2,912**	**2,122**
Loans and Financing	70	88	188
Payment Book (CDCI)	130	112	129
Recallable Fund Quotas (FIDC)	-	1,269	1,185
Debentures	799	799	-
Tax Installments	42	42	42
Provision for Contingencies	165	172	160
Advanced revenue	439	337	381
Others	-	94	36
Shareholders' Equity	**2,996**	**2,764**	**2,676**
Capital	2,895	2,895	2,895
Capital Reserves	44	43	42
Profit Reserves	15	(200)	(301)
Noncontrolling Shareholders	41	27	39
TOTAL LIABILITIES	**12,082**	**11,660**	**11,675**

Consolidated Income Statement (R$ million)

Viavarejo	4Q12	4Q11	chg.	2012	2011	chg.
Gross Sales Revenue	**7,591**	**7,103**	**6.9%**	**26,137**	**24,250**	**7.8%**
Net Sales Revenue	**6,643**	**6,165**	**7.8%**	**22,846**	**21,017**	**8.7%**
Cost of Goods Sold	(4,713)	(4,307)	9.4%	(16,498)	(14,970)	10.2%
Gross Profit	**1,931**	**1,858**	**3.9%**	**6,348**	**6,047**	**5.0%**
Selling Expenses	(1,062)	(1,178)	-9.9%	(4,062)	(4,015)	1.2%
General and Administrative Expenses	(291)	(235)	24.0%	(926)	(941)	-1.6%
Equity Income	(4)	6	-	(0)	16	-
Other Operating Revenue (Expenses)	6	(33)	-	16	(125)	-
Total Operating Expenses	**(1,352)**	**(1,441)**	**-6.2%**	**(4,972)**	**(5,065)**	**-1.8%**
Earnings before Interest, Taxes, Depreciation, Amortization-EBITDA	**579**	**417**	**38.7%**	**1,377**	**981**	**40.3%**
Depreciation and Amortization	(38)	(34)	14.1%	(163)	(131)	24.1%
Earnings before Interest and Taxes - EBIT	**540**	**384**	**40.9%**	**1,214**	**850**	**42.8%**
Financial Revenue	48	70	-32.3%	181	256	-29.5%
Financial Expenses	(212)	(268)	-20.6%	(858)	(948)	-9.5%
Net Financial Income (Expense)	**(165)**	**(197)**	**-16.5%**	**(677)**	**(692)**	**-2.1%**
Income before Income Tax	**375**	**186**	**101.7%**	**537**	**158**	**2.39**
Income Tax	(141)	(60)	134.5%	(214)	(54)	**293.5%**
Net Income (Loss) Consolidated	**234**	**126**	**85.9%**	**322**	**104**	**210.2%**
Non-controlling Shareholders	(14)	(12)	20.8%	(1)	(13)	-89.2%
Net Income (Loss) Controllers	**220**	**114**	**92.5%**	**321**	**90**	**254.5%**

% Net Sales Revenue	4Q12	4Q11	2012	2011
Gross Profit	**29.1%**	**30.1%**	**27.8%**	**28.8%**
Selling Expenses	16.0%	19.1%	17.8%	19.1%
General and Administrative Expenses	4.4%	3.8%	4.1%	4.5%
Equity Income	0.1%	0.1%	0.0%	0.1%
Other Operating Revenue (Expenses)	0.2%	0.2%	0.1%	0.5%
Total Operating Expenses	**20.3%**	**23.4%**	**21.8%**	**24.1%**
EBITDA	**8.7%**	**6.8%**	**6.0%**	**4.7%**
Depreciation and Amortization	0.6%	0.5%	0.7%	0.6%
EBIT	**8.1%**	**6.2%**	**5.3%**	**4.0%**
Net Financial Income (Expenses)	**2.5%**	**3.2%**	**3.0%**	**3.3%**
Income Before Income Tax	**5.7%**	**3.0%**	**2.3%**	**-0.8%**
Income Tax	2.1%	1.0%	0.9%	-0.3%
Net Income (Loss) Consolidated	**3.5%**	**2.0%**	**1.4%**	**-0.5%**
Non-controlling Shareholders	0.2%	0.2%	0.0%	0.1%
Net Income (Loss) Controllers	**3.3%**	**1.9%**	**1.4%**	**0.4%**

Statement of Cash Flow (R$ milhões)

Cash Flow from Operating Activities	2012	2011
Net Income for the period	322	104
Adjustment for Reconciliation of Net Income		
Deferred Income Tax	99	(67)
Income of Permanent Assets Written-Off	(40)	15
Depreciation and Amortization	198	159
Interests and Exchange Variation	294	250
Adjustment to Present Value	(10)	13
Equity Income	0	(16)
Provision for lawsuits	(2)	2
Provision for low and losses of fixed assets	-	3
Share-Based Compensation	3	3
Allowance for Doubtful Accounts	303	274
Others	(35)	6
	1,133	**746**
Asset (Increase) Decreases		
Accounts Receivable	902	(1,622)
Inventories	27	(321)
Dividends	4	-
Taxes recoverable	(660)	(622)
Other Assets	11	106
Marketable Securities	-	628
Net Related Parties	177	99
Judicial Deposits	(38)	40
	422	**(1,692)**
Liability (Increase) Decrease		
Suppliers	265	486
Taxes and contributions	318	171
Lawsuits		
Other Accounts Payable	179	(200)
	746	**438**
Net Cash Generated from (Used in) Operating Activities	**2,301**	**(508)**

Cash From Inn Activities	2012	2011
Net cash from acquisitions		
Acquisition of Companies	-	-
Capital Increase in Subsidiaries	-	-
Acquisition of Property and Equipment	(328)	(320)
Sale of Property and Equipment	65	68
Net Cash Generated from (used in) Investment Activities	**(263)**	**(252)**

Cash Flow from Financing Activities	2012	2011
Funding and Refinancing	5,413	4,524
Payments	(6,296)	(3,691)
Net Cash Generated from (used in) Financing Activities	**(883)**	**833**
Cash and Cash Equivalents at the Beginning of the Year	1,426	1,352
Cash and Cash Equivalents at the End of the Year	2,581	1,426
Change in Cash and Cash Equivalent	**1,155**	**74**

Breakdown of Gross Sales Revenue by Format (R$ million)
TOTAL STORES

4th Quarter	2012	%	2011	%	Δ %
Store Chain	**6,413**	**84.5%**	**5,983**	**84.2%**	**7.2%**
Ponto Frio	1,584	20.9%	1,522	21.4%	4.0%
Casas Bahia	4,829	63.6%	4,461	62.8%	8.3%
Nova Pontocom	**1,178**	**15.5%**	**1,121**	**15.8%**	**5.1%**
Consolidated	**7,591**	**100.0%**	**7,103**	**100.0%**	**6.9%**

2012	2012	%	2011	%	Δ %
Store Chain	**22,387**	**85.7%**	**20,781**	**85.7%**	**7.7%**
Ponto Frio	5,561	21.3%	5,210	21.5%	6.7%
Casas Bahia	16,825	64.4%	15,571	64.2%	8.1%
Nova Pontocom	**3,750**	**14.3%**	**3,469**	**14.3%**	**8.1%**
Consolidated	**26,137**	**100.0%**	**24,250**	**100.0%**	**7.8%**

Breakdown of Net Sales Revenue by Format (R$ million)
TOTAL STORES

4th Quarter	2012	%	2011	%	Δ %
Store Chain	**5,576**	**83.9%**	**5,161**	**83.7%**	**8.0%**
Ponto Frio	1,389	20.9%	1,321	21.4%	5.1%
Casas Bahia	4,187	63.0%	3,839	62.3%	9.0%
Nova Pontocom	**1,067**	**16.1%**	**1,004**	**16.3%**	**6.3%**
Consolidated	**6,643**	**100.0%**	**6,165**	**100.0%**	**7.8%**

2012	2012	%	2011	%	Δ %
Store Chain	**19,438**	**85.1%**	**17,828**	**84.8%**	**9.0%**
Ponto Frio	4,872	21.3%	4,524	21.5%	7.7%
Casas Bahia	14,566	63.8%	13,304	63.3%	9.5%
Nova Pontocom	**3,409**	**14.9%**	**3,189**	**15.2%**	**6.9%**
Consolidated	**22,846**	**100.0%**	**21,017**	**100.0%**	**8.7%**

Consolidated Sales Composition (% over Net Sales Revenues)

	4Q12	4Q11	Chg.	2012	2011	Chg.
Cash	**27.1%**	**25.3%**	**180 bps**	**26.1%**	**26.2%**	**-10 bps**
Payment Book	**14.5%**	**15.2%**	**-70 bps**	**14.6%**	**15.1%**	**-50 bps**
Cards	**58.4%**	**59.5%**	**-110 bps**	**59.3%**	**58.7%**	**60 bps**

	STORES PER FORMAT - CASAS BAHIA				
	09/30/2012	06/30/2012	Opened	Closed	12/31/2012
Street	441	450	6	-	456
Shopping	103	106	6	-	112
Consolidated (total)	544	556	12	-	568
Sales Area (thousands m^2)	1,017	1,037			1,052

	STORES PER FORMAT - PONTO FRIO				
	09/30/2012	06/30/2012	Opened	Closed	12/31/2012
Street	286	277	1	-	278
Shopping	115	116	3	-	119
Consolidated (total)	401	393	4	-	397
Sales Area (thousands m^2)	343	338			342

	STORES PER FORMAT - CONSOLIDATED				
	09/30/2012	06/30/2012	Opened	Closed	12/31/2012
Street	727	727	7	-	734
Shopping	218	222	9	-	231
Consolidated (total)	945	949	16	-	965
Sales Area (thousands m^2)	1,360	1,375			1,394

The Company closed the quarter with a workforce of 73,584, of whom 66,602 employers were full-time equivalent.

PRODUCTIVITY RATIO (Gross Sale Revenue) in R$ - Nominal Terms

Gross Sales per m²/ mounth

	2012	2011	Δ
Ponto Frio	1,420	1,244	14.1%
Casas Bahia	1,377	1,313	4.9%
Stores Viavarejo	**1,387**	**1,294**	**7.2%**

Gross Sales per Employee/Month

	2012	2011	Δ
Ponto Frio	49,702	44,765	11.0%
Casas Bahia	46,503	46,260	0.5%
Stores Viavarejo	**47,224**	**45,786**	**3.1%**

* Stores Employers in FTE (full-time equivalent) standard

Average Ticket - Sales

	2012	2011	Δ
Ponto Frio	493.5	527.5	-6.3%
Casas Bahia	452.0	436.1	3.7%
Stores Viavarejo	**462.1**	**455.5**	**1.3%**

4Q12 - CONFERENCE CALL WITH WEBCAST

Wednesday, February 20th, 2013
11:00 a.m. (Brasília time) | 09:00 a.m. (NY) | 02:00 p.m. (London)

Conference in English (simultaneous translation)
+1 (516) 300-1066

Conference in Portuguese (original language)
+55 (11) 3127-4971

Webcast: http://www.gpari.com.br

Replay

+55 (11) 3127-4999

Access code for audio in English: 23975739
Access code for audio in Portuguese: 23975738

www.viavarejo.com.br/ri

Statements contained in this release related to the business outlook of the Group, projections of operating and financial results and relating and the growth potential of the Group are mere forecasts and were based on the expectations of Management in relation to the Company's future. These expectations are highly dependent on changes in the market, on Brazil's general economic performance, on the industry and on international markets, and are therefore subject to change.

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Viavarejo has 965 stores in 13 states and Federal District, 397 of which under the Ponto Frio format, 568 under the brand Casas Bahia and e-commerce operations through Nova PontoCom (Extra.com.br, PontoFrio.com.br, CasasBahia.com.br and wholesale Ponto Frio), and more than 73,000 employees.