

SPAR International

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2 September 2009**PRESS RELEASE****SPAR SHORT-LISTED FOR CONVENIENCE RETAILER
OF THE YEAR 2009**

SPAR has entered the NACS sponsored Convenience Retailer of the Year 2009 competition, due to be awarded on 15th September 2009 in London. Launching the award, Insight Partner Dan Munford said: "Convenience retailing is one of the fastest growing and most dynamic sectors in the global grocery market. Insight and NACS work with and alongside some of the world's leading convenience retail operators. They are driving the industry's most innovative store formats and concepts. This new award for International Convenience Retailer 2009 will showcase and recognise their developments and achievements on an international stage."

SPAR Hongtu Store in Dongguan City, China, is a living example of how SPAR succeeds in China, combining the very best of both global and local. This SPAR convenience format with a 900 sqm selling area provides a great return on investment for retailers and ensures satisfied local customers. This store has half the average basket of a hypermarket and yet is has three times the number of customers per square metre.

SPAR Hongtu has the emphasis on food-to-go items with a food island offering a number of unique product category concepts, including Treehouse™, Kitsu™ and Italian Coffee. There is also a strong market atmosphere in the fresh area where customers are given the option of choosing pre-packed or loose produce. Fresh fish is sold from tanks, enabling

customers to select their fish in a similar way to the traditional wet markets in China.

The introduction of advanced retail technology brings additional convenience to customers. There is a wine scanner for information and meal suggestions, a self-ordering system, self check-out facilities, self-serve weighing scales and Wi-Fi internet access.

A partnership with small scale growers providing produce for the fresh section and the introduction of a number of community activities has made SPAR Hongtu a part of the local community in a short period of time.

With the SPAR business as a base for future growth the independent partner, Mr Hu, owner of SPAR Guangdong is building a modern distribution centre. The Hu family began their business in 1992 with a 60sqm store and 3 employees; today they operate 26 hypermarkets with 300,000sqm of selling space and employ 7,000 people.

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About SPAR

SPAR is a unique voluntary chain in which wholesalers and retailers work together under one name. SPAR was founded in 1932. From that small beginning SPAR has grown into a strong global organization. Every single day of the year more than 10 million customers shop at SPAR, spending more than €27 billion per annum.

Seventy seven years on, SPAR has become a truly global retail network with 12,700 stores in 33 countries under four retail formats (SPAR, EUROSPAR, INTERSPAR, SPAR EXPRESS). Yet, the ethos of SPAR remains the same, enabling retailers and wholesalers to work together in co-operative partnerships for mutual benefit.

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