

DATAPOINTS

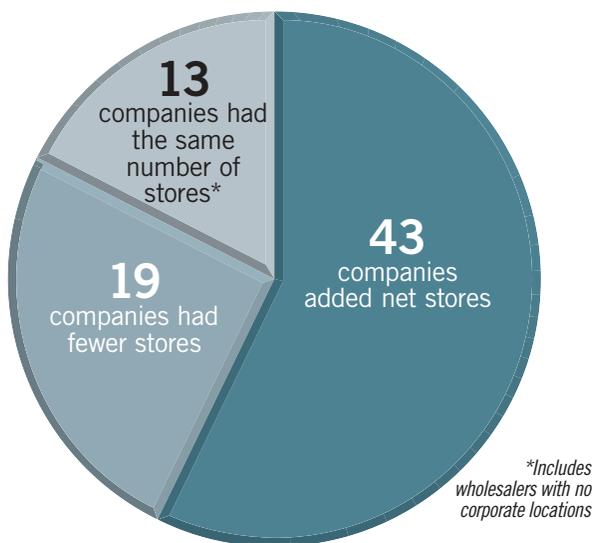
Alternative Formats Lead Top 75 Growth

Acquisitions and new-store development among nontraditional operators propelled much of the growth illustrated in this year's list of the Top 75 food retailers and wholesalers in North America. The report, located in this issue of *SN* and available online at supermarketnews.com, shows that 55 of the Top 75 companies grew their sales in 2012, and 43 of the Top 75 added net stores. Wal-Mart Stores again topped the list this year, with sales volume in the U.S. and Canada estimated at \$369 billion, up about 11.5% over

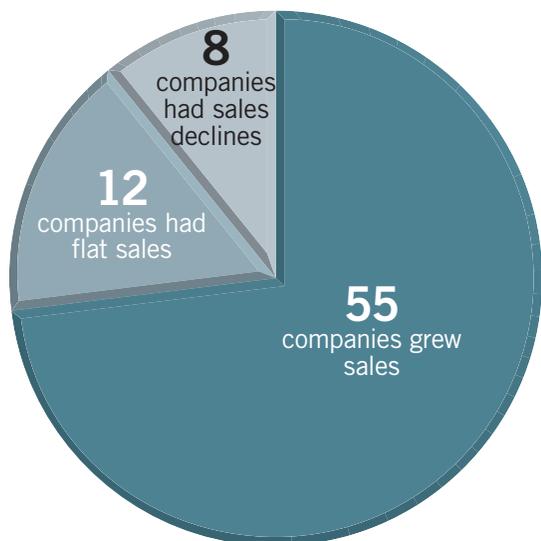
the preceding fiscal year. The largest traditional operators for the most part grew sales during the year, but continued to shutter more stores than they opened. Kroger Co. is expected to finish the year with 23 fewer supermarkets and convenience stores; Safeway with 34 fewer supermarkets (reflecting the sale of Genuardi's); and Supervalu with 22 fewer stores (not counting the pending sale of 877 locations to an investor group).

SOURCE: SN's Top 75 List

Most Top 75 Food Retailers Added Stores



Most Top 75 Food Retailers Grew Sales



19.2

Average number of stores closed by Top 75 companies that downsized



Top Traditional Companies Downsizing In 2012

(net change in number of food store locations)

Top Traditional Companies Adding Stores In 2012

(net change in number of food store locations)

“On this year’s Top 75 list, the top nine remain the same as last year — but 7-Eleven acquired 600 stores during the year so they moved past C&S Wholesale Grocers to become No. 10.”

— ELLIOT ZWIEBACH, reporter, SN

Top Alternative Formats Grow Sales*

| | 2012 NORTH AMERICAN VOLUME | GROWTH VS. 2011 |
|------------------------|----------------------------|-----------------|
| Wal-Mart Stores | \$369.0B..... | +11.5% |
| Costco Wholesale | \$87.3B | +4.5% |
| Target Corp. | \$73.1B | +4.4% |
| 7-Eleven | \$22.0B | +21.4% |
| Dollar General | \$16.1B | +9.5% |

*Estimates or actual results for fiscal year most closely approximating calendar 2012

57.4

Average number of net new stores added by Top 75 companies that increased store counts