



NEWS RELEASE

Sèvres, April 10, 2012

Filing of the 2011 Reference Document

CFAO reported today the filing on April 6, 2012 of its 2011 Annual Report - *Document de référence* with the French financial markets authority (*Autorité des marchés financiers* – AMF), in accordance with Article 212-13 of the AMF General Regulations.

This document in French only is available on the company's website at www.cfaogroup.com under Finance / Regulated Information. Hard copies of this document are also available upon request at CFAO's registered office: 18, rue Troyon, 92 316 Sèvres cedex, France.

The English translation of this Annual Report – *Document de référence* (or “Reference Document”) will be available on the website of the Company at the same address in the coming days.

The following documents are included in this Annual Report – *Document de référence* :

- The 2011 Annual Financial Report prepared in accordance with the provisions of the French Monetary and Financial Code (*Code monétaire et financier*);
- The Annual Management Report of the Management Board to the Shareholders' Meeting prepared in accordance with the provisions of the French Commercial Code (*Code de commerce*);
- The Report by the Chairman of the Supervisory Board to the Shareholders' Meeting on Corporate Governance and Internal Control and Risk management procedures;
- Information on fees paid to the Statutory Auditors;
- The annual information document (*document d'information annuel*);
- The description of the share repurchase program proposed to the Shareholders' Meeting.

In relation to the Group's outlook for 2012, CFAO has decided, as in 2010 and 2011, not to include any profit forecasts or estimates in the Annual Report – *Document de référence*.

Readers are reminded that the occurrence of one or more risks as described in Chapter 4 of this Annual Report – *Document de référence* ("Risk Factors") could have a negative impact on the activities, the results, the financial position or outlook of the CFAO Group.

About CFAO

CFAO is the foremost specialized retail brand in its main business areas – vehicle and pharmaceuticals distribution – in Africa and the French overseas territories. It is a leading player in these regions in the import and distribution of vehicles and pharmaceutical products, and related logistical services, and certain manufacturing operations and technological services. CFAO is present in 34 countries, 31 of which are in Africa and seven in the French overseas territories, and had a headcount of 10,100 at end-2011.

In 2011, CFAO generated consolidated revenue of €3,124 million and recorded recurring operating income of €256.3 million.

CFAO is listed on NYSE Euronext in Paris and is included in the SBF120 and CAC Mid 60 indices.

Find CFAO on Bloomberg: CFAO:FP and Reuters: CFAO.PA

To find out more, go to www.cfaogroup.com

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