

Alternative Performance Measures

October 2022 – December 2022

Logista

- **Economic Sales:** equivalent to Gross Profit; used interchangeably by Group Management to refer to the figure obtained by subtracting Raw materials and consumables from Revenue.

Group management considers this figure to be a significant measure of the tariff revenue generated by distribution services that provides investors with a useful view of the Group's financial performance.

€ million	1 Oct. 2022 – 31 Dec. 2022	1 Oct. 2021 – 31 Dec. 2021
Revenue	2,986.0	2,766.6
Raw materials and consumables	(2,588.2)	(2,467.3)
Economic Sales (Gross Profit)	397.8	299.3

- **Adjusted Operating Profit (Adjusted EBIT):** This indicator is basically calculated by discounting from EBIT costs that are not directly related to the revenue obtained by the Group in each period, which facilitates the analysis of the Group's operating cost and margin trends.

Adjusted Operating Profit (Adjusted EBIT) is the main indicator employed by Group management to analyse and measure business performance.

€ million	1 Oct. 2022 – 31 Dec. 2022	1 Oct. 2021 – 31 Dec. 2021
Adjusted EBIT	84.0	75.2
(-) Restructuring costs	(1.6)	(1.7)
(-) Depreciation of assets acquired	(13.2)	(13.0)
(+/-) Profit/(loss) on disposal and impairment	0.4	6.1
(+/-) Equity-accounted profit/(loss) and other	1.1	1.6
EBIT	70.8	68.1

- **Adjusted EBIT Margin on Economic Sales:** calculated as Adjusted EBIT divided by Economic Sales (or, interchangeably, Gross Profit).

This ratio is the main indicator employed by Group Management to analyse and measure the trend in profits obtained from the Group's ordinary business activities in a certain period.

€ million	1 Oct. 2022 – 31 Dec. 2022	1 Oct. 2021 – 31 Dec. 2021	% variation
Economic sales	397.8	299.3	32.9%
Adjusted EBIT	84.0	75.2	11.8%
Economic Sales Margin	21.1%	25.1%	(400) b.p.

- **Operating Costs:** this term comprises logistics network costs, commercial expenses, research expenditure and central office expenses that are directly related to the Group's revenue in each period. It is the main figure used by Group management to analyse and measure cost structure trends. It does not include restructuring costs or depreciation charged on assets derived from the acquisition of Logista France or Speedlink Worldwide Express, which are not directly related to the Group's revenue in each period.

Each segment's operating costs exclude corporate centre expenditure, which is however included in the Group's total operating costs so as to show the operating performance of each geographic area.

- **Non-Recurring Costs:** This term refers to costs which may be incurred in more than one period but are not continuous over time (unlike operating costs) and only affect the accounts at a given moment.

This figure helps Group Management to analyse and measure the Group's business trends during each period.

- **Recurring Operating Costs:** This term refers to costs incurred on a continuous basis that allow the Group's business to continue and are estimated as total operating costs less the non-recurring costs defined in the previous point.

This figure helps Group Management to analyse and measure the Group's business efficiency.

- **Restructuring Costs:** costs incurred by the Group to enhance operational, administrative or commercial efficiency in the organisation, including those related to reorganisation, lay-offs and the closure or transfer of warehouses or other facilities.

- **Non-Recurring Results:** this refers to results for the year that are not obtained continuously during the year and affect the accounts at a given time. They are included in EBIT.