

LOGISTA INCREASES ITS OPERATING PROFIT BY 13% IN THE THIRD QUARTER OF FISCAL YEAR 2022

- **Company's Economic Sales grow by 3.9%**
- **Logista increases Adjusted Operating Profit by 5.2% and Net Profit by 4.3%**

Madrid, 21st July 2022.- Logista, one of the largest logistics operators in southern Europe, has presented today its results for the third quarter of fiscal year 2022. The company's results show growth in the main magnitudes of the Group's income statement due to the positive performance of its activity, as well as an increase in its operating margin, despite the complex geopolitical and macroeconomic scenario.

Economic Sales have increased by 3.9%, reaching EUR 911 million in the first nine months of the year due to improvements in tobacco distribution, transport, pharmaceutical distribution, and publications distribution in Iberia, as well as in the distribution of convenience products in Iberia and Italy. In this line, it is worth highlighting the double-digit increase registered in the Economic Sales of convenience products' distribution in Italy.

Adjusted Operating Profit (Adjusted EBIT) has reached EUR 229 million, which represents an increase of 5.2% compared to the previous year, despite inflationary pressures.

In these first three quarters, Logista has generated capital gains amounting to EUR 15 million, compared to EUR 1 million registered in the same period last year, from the sale of three non-operating assets in Spain. These higher capital gains have made it possible to mitigate the increase in restructuring costs and the negative impact of Supergroup's sale, a subsidiary in France, whose divestment took place on February 2, 2022.

Operating Profit has registered an increase of 13% to EUR 199 million.

Financial Results have reached EUR 12 million, compared to EUR 14 million registered last year during the same period. This is mainly because in the first nine months of 2021 financial year, the interests generated by the excess payments on account of corporate tax in Spain during the 2017 and 2018 financial years were received, in accordance with a resolution of the Constitutional Court.

Net Profit has increased by 4.3% to EUR 143 million.

	TOTAL	Δ 22/21	Iberia	Italy	France	Adjustments
Revenues	8,412	+6.7 %	2,716	2,937	2,798	-39.2
Economic Sales ¹	911	+3.9%	514	241	160	-3.1
Adjusted EBIT ¹	229	+5.2%	116	73	40	
EBIT	199	+13%				
Net Profit	143	+4.3%				

Figures rounded off in millions of euros, except percentages.

1: Economic Sales: Revenues less Procurements.

2: Adjusted Operating Profit (Adjusted EBIT): EBIT less costs not directly related to the Group's revenues. It is the Group's main indicator for analysing and measuring business performance.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the Results Announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>

On July 20, 2022, the Board of Directors approved the distribution of an interim **dividend** for the 2022 financial year, which will be paid on August 24 and will amount to EUR 56.7 million (0.43 euros per share), which represents an increase of 4.9% over the interim dividend paid in the previous year.

It should be noted that in February the acquisition of 70% of Speedlink Worldwide Express, a Dutch company specializing in express deliveries, was announced. This operation meant Logista's entry into a new market and laid the foundations for Nacex's international development. Moreover, on June 17, 2022, the company announced the acquisition of 60% of *Transportes El Mosca* – a Spanish company that allows Logista to expand its catalog of value-added services for customers by incorporating complementary capabilities in controlled temperature, among which it is worth highlighting the maritime transport of refrigerated containers to the Balearic and Canary Islands or international markets, as well as a groupage service especially focused on the fruit and vegetable sector.

Iñigo Meirás, CEO of Logista, has highlighted that *“with these good results obtained during the first nine months of the year, Logista has once again demonstrated its strength and its ability to function in an extremely challenging geopolitical and economic context. In addition, we have maintained our growth strategy based on the search for opportunities to acquire companies, as evidenced by the operations closed with Speedlink and Transportes El Mosca. This is the path that we want to continue promoting for the future development of our company, positioning ourselves as a reference company in our sector and as a strategic partner for many companies in diverse markets and industries”*.

Iberia (Spain, Portugal, and Poland)

In Iberia, **Economic Sales** have reached EUR 514 million, which represents an increase of 8.6% over the same period of last year (EUR 473 million).

Regarding Economic Sales by activities, those of Tobacco and related products increased by 10.5% over the previous year and have reached EUR 243 million. This good performance is due to the increase in volumes of tobacco distributed, the turnover of value-added services to tobacco manufacturers and the growth experienced by the Economic Sales of convenience products distribution in Iberia.

Logista

As for the Economic Sales of Transport, they have increased by 7.3% compared to the first nine months of fiscal year 2021, reaching EUR 237 million.

In this sense, the activity of Nacex has registered a high single-digit increase compared to last year. Thanks to the growth experienced by deliveries and the good behavior of rates in B2B activities, the impact of the reduction in the number of B2C e-commerce deliveries was offset, after the significant increase experienced in the previous year.

Regarding Pharmaceutical Distribution, Economic Sales rose by 7.4% to EUR 67 million. In this period, two services have been especially promoted, the distribution of medicines to patients' homes from hospital's pharmaceutical service and the distribution of veterinary medicines, derived from the great dynamism of the pet sector and the legislative change that came into force in January.

Finally, the Economic Sales of the distribution of Publications (Other Businesses) increased by 1.3% to EUR 13 million.

	TOTAL	Δ 22/21	Tobacco and Related Products	Pharmacy	Transport	Other businesses	Inter-segment sales
Revenues	2,716	+13.2%	2,345	155	340	14	-137
Economic Sales¹	514	+8.6%	243	67	237	13	-48

Figures rounded off in millions of euros, except percentages.

1: Economic Sales: Revenues less Procurements.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the Results Announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>

Italy

Economic Sales in Italy increased by 0.4%, reaching EUR 241 million. The good behavior of sales has been possible due to the expansion of the commercial proposal with the incorporation of new products and categories. In addition, the process of dynamizing the sales force has also contributed to these good results, which has allowed the company to continue expanding its customer base, incorporating new points of sale in the HORECA sector.

	TOTAL	Δ 22/21	Tobacco and Related Products
Revenues	2,937	14.2%	2,937
Economic Sales¹	241	0.4%	241

Figures rounded off in millions of euros, except percentages.

1: Economic Sales: Revenues less Procurements.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the Results Announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>

France

Economic Sales in France have reached EUR 160 million, which represents a reduction of 4.6% compared to last year's equal period. Increases in the distribution of electronic transactions have mitigated the negative performance of Economic Sales in tobacco distribution and in the distribution of convenience products.

The distribution of convenience products has shown irregular performance depending on the categories. The food and drugstore category, as well as electronic cigarettes, have shown growth that has mitigated the falls experienced in products more directly related to the consumption of rolling tobacco.

	TOTAL	Δ 22/21	Tobacco and Related Products
Revenues	2,798	-5.1%	2,798
Economic Sales ¹	160	-4.6%	160

Figures rounded off in millions of euros, except percentages.

1: Economic Sales: Revenues less Procurements.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the Results Announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>

About Logista

Logista is one of the largest logistics operators in southern Europe and is specialized in distribution to proximity channels. It regularly serves nearly 200,000 points of sale in Spain, France, Italy, and Portugal, facilitating the best and fastest access to the market for a wide range of convenience products, pharmaceuticals, electronic recharging, books, publications, tobacco, and lotteries, among others; and completes its catalog of services through its operations in the Netherlands and Poland. Logista has a team of highly qualified professionals made up of 5,900 direct employees and 15,000 collaborators, focused on serving its customers in the most efficient way and adapted to their needs.

Commitment to Sustainability

Logista has been included for the sixth consecutive year on CDP's "A List", which recognises global leaders in the fight against climate change. Logista is the only European retailer to make the list for six consecutive years. CDP also recognises Logista's work as a driver of sustainable change throughout its value chain and has reinstated Logista as a Supplier Engagement Leader.

Furthermore, Logista's firm commitment to sustainability has been recognised in October 2021 by Sustainalytics, one of the leaders in the evaluation of Corporate Social Responsibility and

Logista

Corporate Governance worldwide, which, after evaluating the Company's ESG criteria, has awarded it an ESG risk rating of 14.1 points, meaning that it is considered to be at Low Risk of experiencing material financial impacts due to ESG factors and has awarded it accreditation as Industry TOP RATED 2022 (among the 50 best ratings in the Transport industry).

Also, because of its firm commitment to Corporate Social Responsibility, Logista has managed, for yet another year, to position itself among the leaders in the sector by being recognised in 2021 with an MSCI rating of AA, whose scale is AAA-CCC.

Logista is also part of the FTSE4Good index, which includes companies that demonstrate sound environmental, social, and corporate governance practices, and the Ibex Gender Equality index.

For more information

BCW (Burson Cohn & Wolfe)

Carla Lladó / Catalina Garcés

Carla.llado@bcw-global.com / catalina.garces@bcw-global.com

Tel.: 669 54 69 09 / 932 01 33 28