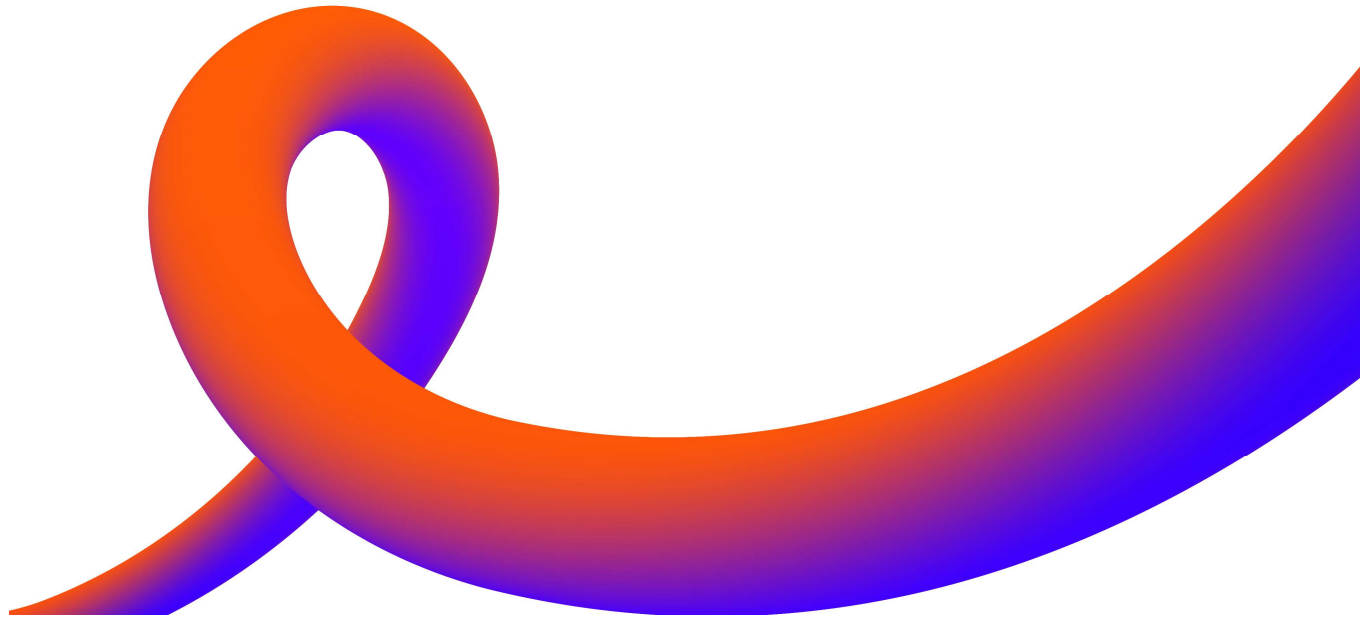


Logista

Logista
Presentation
2020



Description

- Leading distributor operating through extensive retail networks in Southern Europe
- Logista distributes convenience products, pharmaceutical, telephony, lottery products, tobacco, magazines, collectibles and books through c. 250,000 points of sale in Spain, France, Italy, Portugal and Poland
- Through its unique/widespread network of more than 650 facilities and its Transport division, managing c. 5,000 vehicles in those countries, Logista is the leading integrated distributor in Southern Europe
- Through its proprietary extensive Point of Sale Terminal (TPOS) networks, Logista manages on-line the supply and approaches the final consumer in the retailers
- Logista's strategy is to diversify into different countries and sectors, and extending added-value services and product portfolio

Logista is the best partner for the companies interested in a quick, efficient and transparent route to the consumer

Logista

	2020
Distributed products' value	c. €50bn
FRS Revenues	€10,559m
Economic Sales	€1,157m
Adjusted Operating profit	€257m
Headcount	c. 5,900
# Points of sale	c. 250,000
Market Capitalisation*	€1,938m

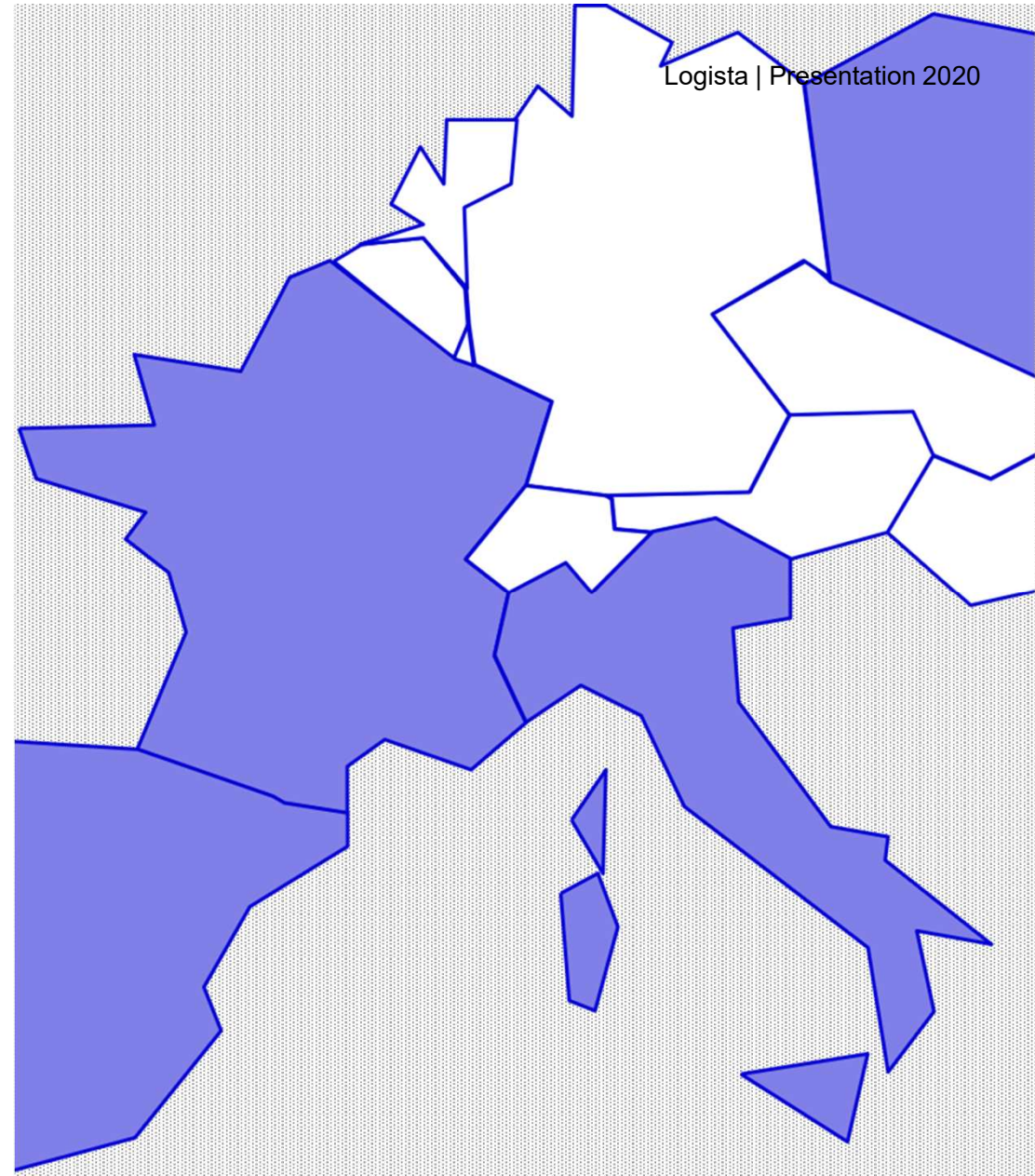
(* At 30 September 2020 (~50% float listed in the Spanish Stock Market)

Group Profile





- A unique distribution network in Southern Europe
- Several sector and channel specialization and know-how
- Local own logistics network and own IT and transport solutions
- Full integration of services and IT
- Long-term expertise in managing distribution to widespread proximity networks
- The most extensive value chain in the market: from supply to after-sale services
- Profitable organic and non-organic growth
- Financial strength

Unique distribution network in Southern Europe

- Reaching **c. 250,000** retail shops
- **> 650** warehouses
 - Central/Regional: 36
 - Local: > 650
- **c. 5,000** vehicles managed
- **c. 15,000** collaborators:
 - Directs: c. 5,900
 - Indirects: c. 9,000
- **c. 50,000** proprietary TPOS installed






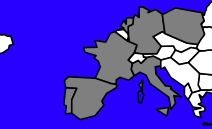


Historical evolution

Years	1980	2000	2010	2020
	<ul style="list-style-type: none"> Tobacco 	<ul style="list-style-type: none"> More value in the point of sale Related products Defensive strategy 	<ul style="list-style-type: none"> Access to more businesses / channels 	<ul style="list-style-type: none"> Replicate the model in other countries
Countries				
Businesses	<ul style="list-style-type: none"> Tobacco 	<ul style="list-style-type: none"> Tobacco 	<ul style="list-style-type: none"> Tobacco Pharma Publishing Wholesale 	<ul style="list-style-type: none"> Tobacco Pharma Publishing Wholesale
Products	<ul style="list-style-type: none"> Tobacco products 	<ul style="list-style-type: none"> Tobacco products Telephone cards Snacks Documents Transport tickets Convenience products 	<ul style="list-style-type: none"> Tobacco products Telephone cards Snacks Documents Transport tickets Convenience products Pharmaceutical products Magazines and books Lottery 	<ul style="list-style-type: none"> Tobacco products Telephone cards Snacks Documents Transport tickets Convenience products Pharmaceutical products Magazines and books Lottery
Channels	<ul style="list-style-type: none"> Tobacconists 	<ul style="list-style-type: none"> Tobacconists 	<ul style="list-style-type: none"> Tobacconists Pharmacies / Hospitals Kiosks Petrol stations Bookshops Other POS 	<ul style="list-style-type: none"> Tobacconists Pharmacies / Hospitals Kiosks Petrol stations Bookshops Other POS

Logista					
Tobacco	Wholesaling	e-Transactions and Documents	Transport Services	Publishing	Pharma
#1 Spain, Portugal, Italy, France	#1 Spain, Portugal, France, Italy	#1 Spain, France	#3 Spain	#1 -2 Spain	#1 Spain (pre-wholesale)
<ul style="list-style-type: none"> ✦ Tobacco 	<ul style="list-style-type: none"> ✦ Tobacco related products ✦ Stationery ✦ Drinks ✦ Snacks ✦ Etc. 	<ul style="list-style-type: none"> ✦ Stamps ✦ Documents ✦ Telephony cards ✦ E-recharge ✦ Lottery 	<ul style="list-style-type: none"> ✦ Courier ✦ Industrial parcel ✦ Long-distance transport 	<ul style="list-style-type: none"> ✦ Publications and magazines ✦ Books ✦ Subscriptions 	<ul style="list-style-type: none"> ✦ Pharmaceutical products ✦ OTC ✦ Etc.

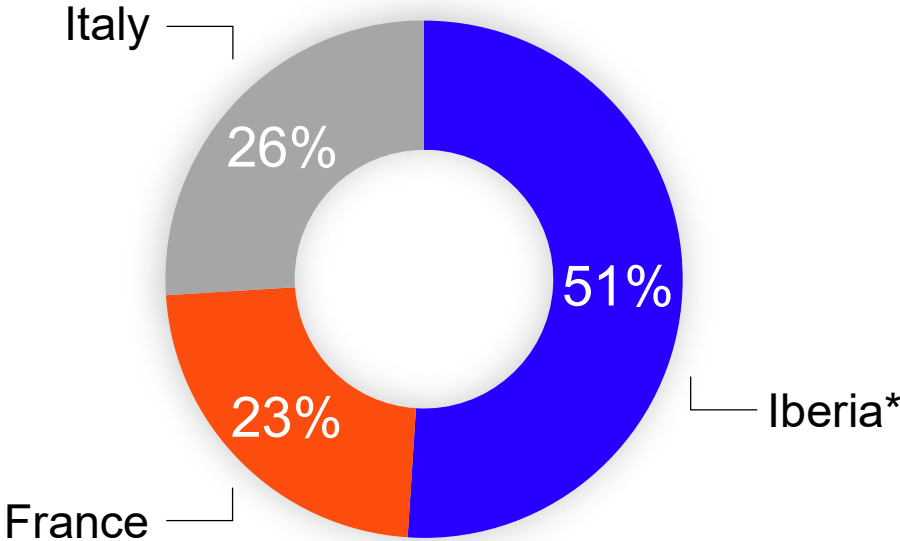
Sector and channel specialization & know-how (2/2)

Sectors	Tobacco	Wholesaling	e-Transactions and Documents	Pharma	Publishing	Transport Services
Países						
Canales						
Tobacconists	✓	✓	✓		✓	✓
Kiosks		✓	✓		✓	✓
Bookshops		✓	✓		✓	✓
Petrol Stations		✓	✓		✓	✓
Hospitals		✓		✓		✓
Pharmacies		✓	✓	✓		✓
Convenience shops		✓	✓		✓	✓
Restaurants	✓	✓			✓	✓
Others						✓



c. 250,000 Retail Shops

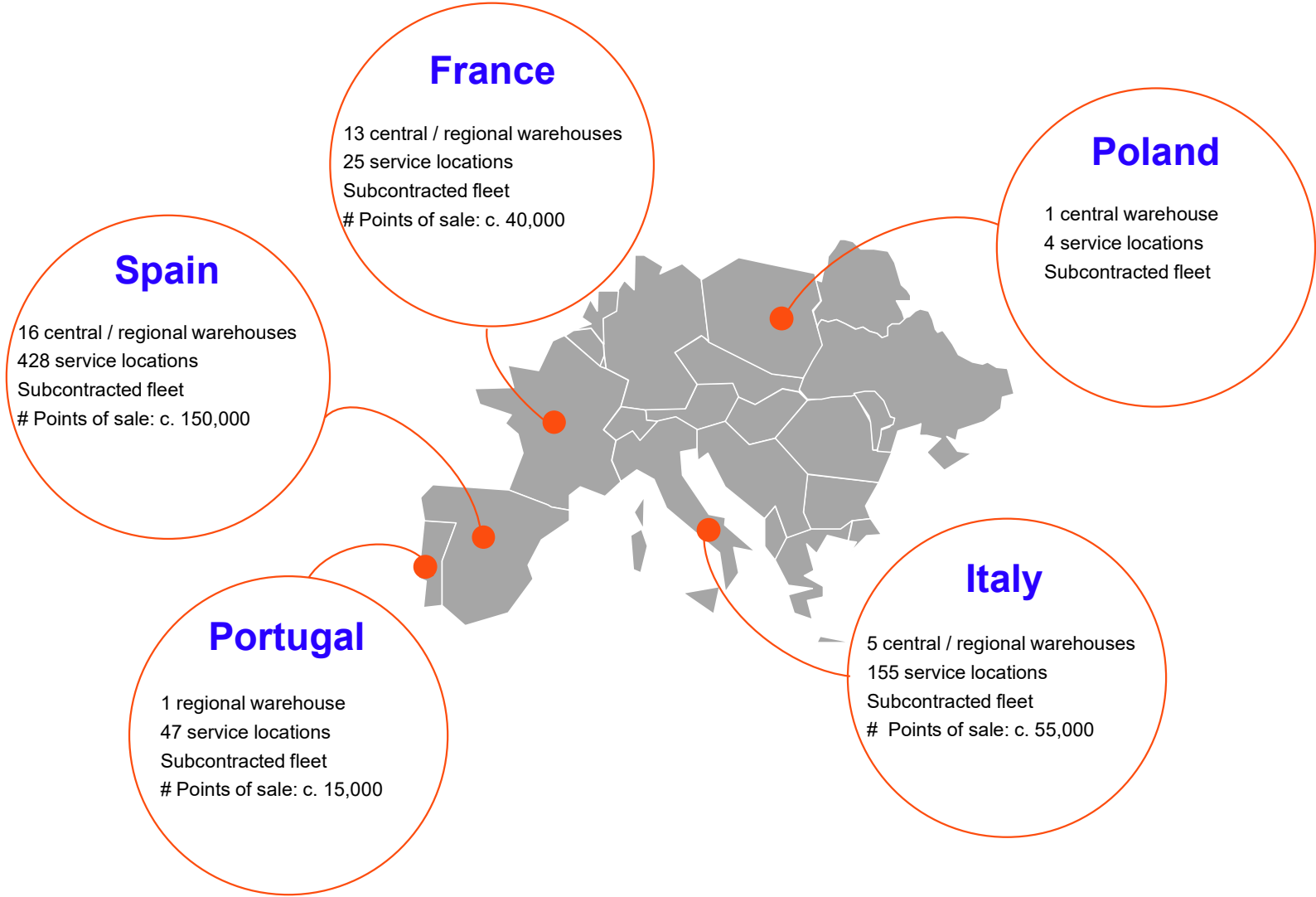
2020 Economic Sales : 1,157m €



Strong presence in Southern Europe

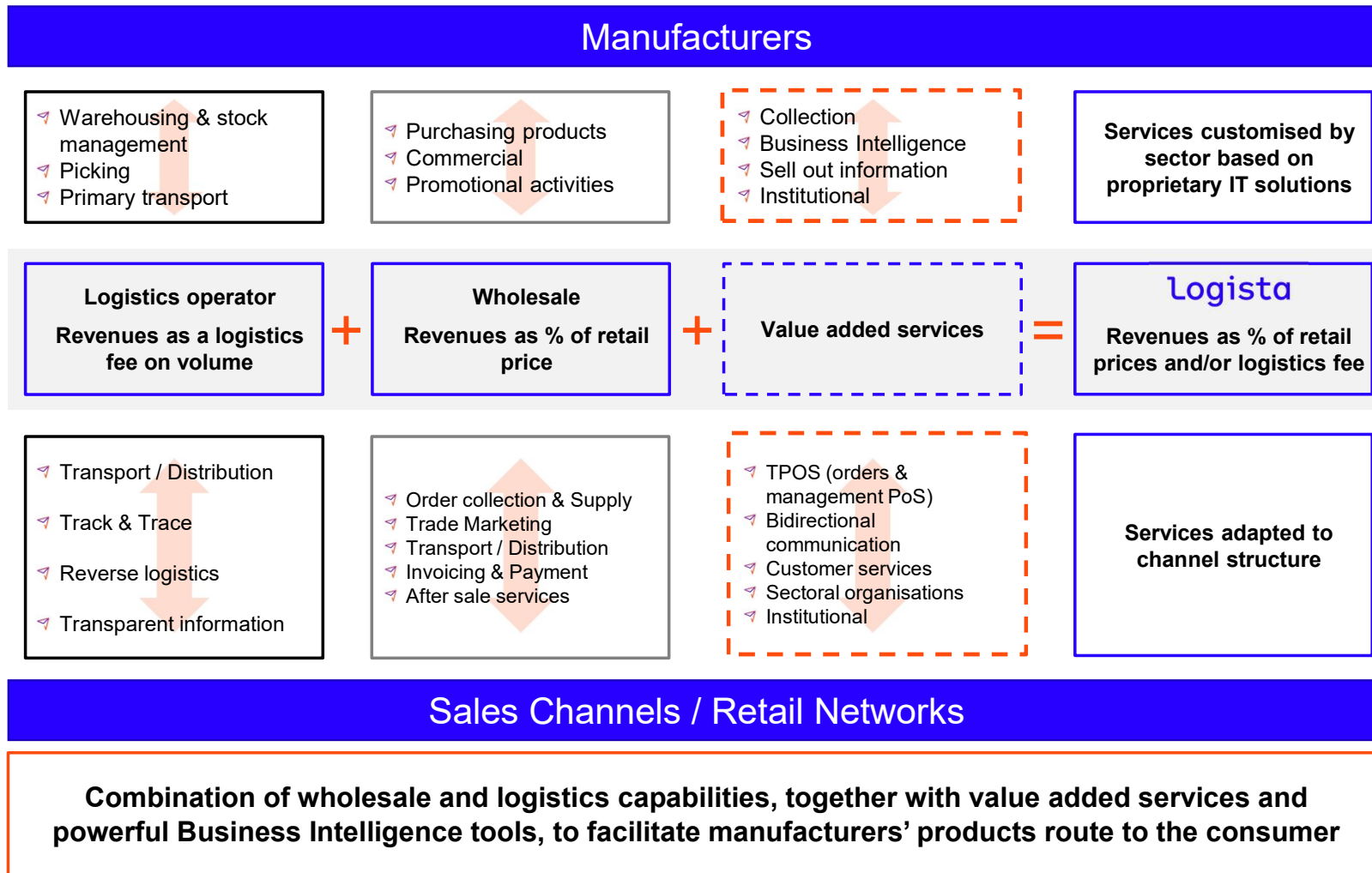
(*) Iberian segment includes Transport Services for the Group ~20%

Local own network in every country



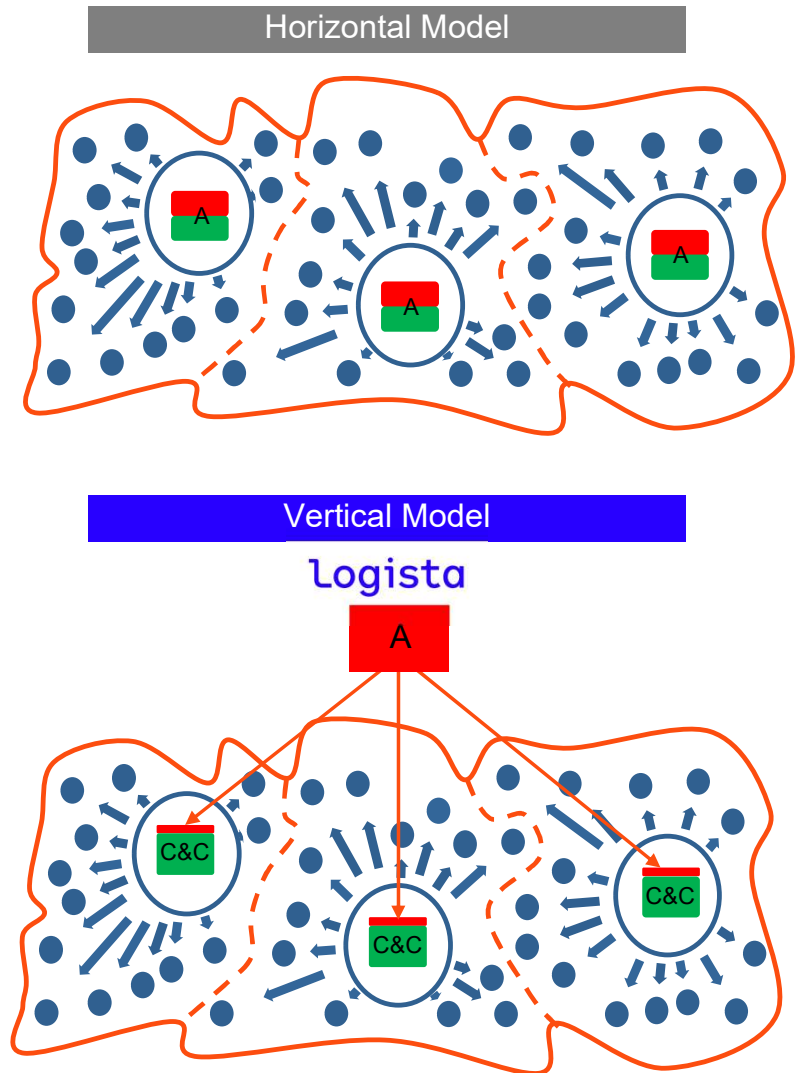
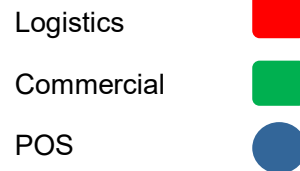
Leadership Position

Sectors	Market Position	Countries	Clients
Tobacco	# 1		
Wholesaling	# 1		
Publishing	# 1		
Pharma (Logistics Op.)	# 1		
e-Transactions & Documents	# 1		
Transport	# 3		



Geographic coverage through a Vertical Model

- Traditional geographic coverage is based on wholesalers/distributors covering hundreds or thousands POS (Horizontal Model)
- Logista concentrated all logistic activities (storage, handling and orders preparation) in central automated warehouses, to take advantage of the volume synergies, approaching the POS through an extensive network of local service points for cross docking and commercial activities (C&C, collection, post-sale, promotion, etc.)
- This Vertical Model keeps the proximity with the POS while improving the efficiency and the transparency of the supply

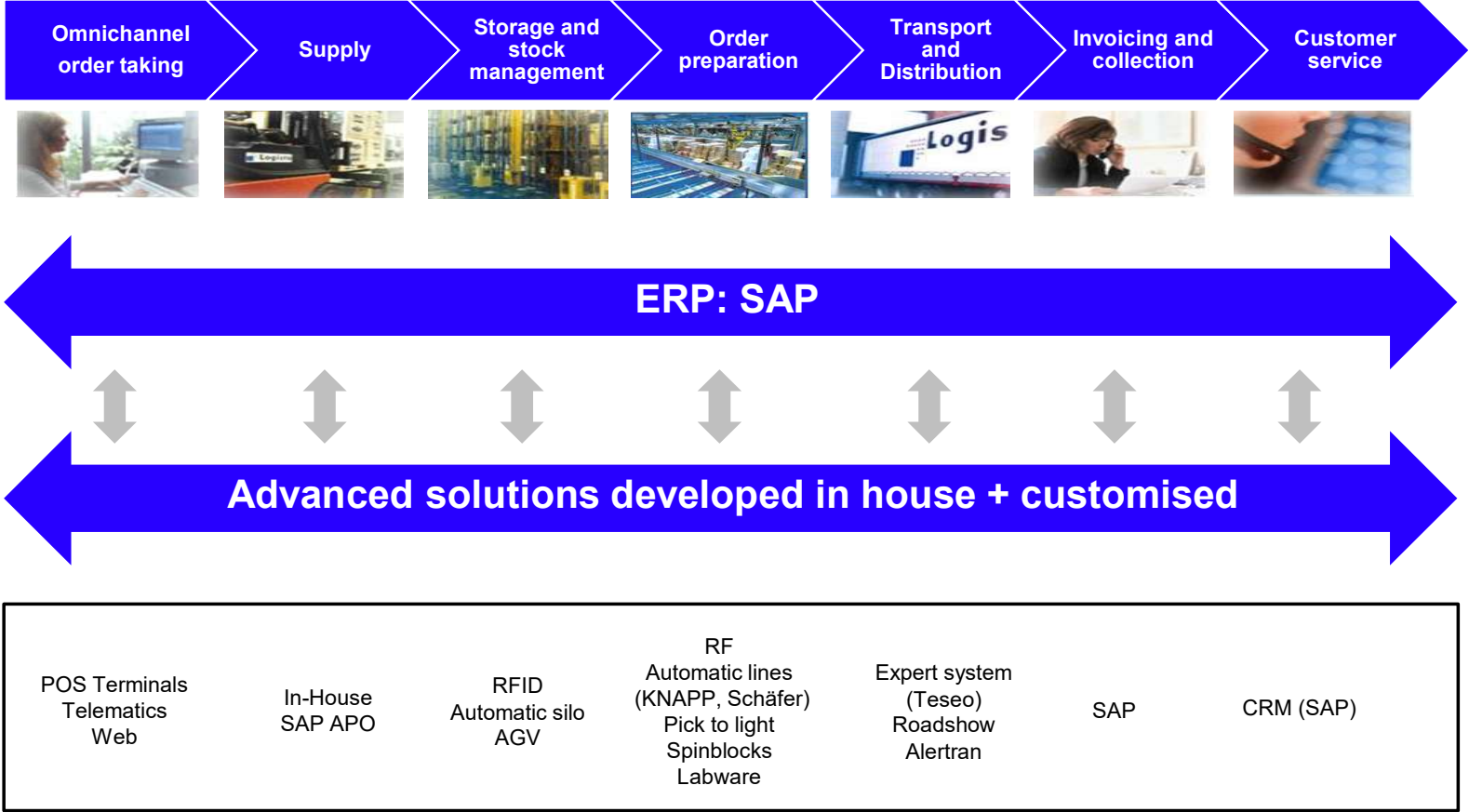


Point of Sale Terminals

- Logista interacts with the point of sale to improve the whole value chain increasing supply efficiency and transparency up to final consumer
- Development of bespoke point of sale terminals for each country, based on our expertise and profound market/sector knowledge
- This TPOS supports store management (back and front office) and guarantees visibility, adequate rotation and traceability to manufacturers
- Services to the retailers: order calculation improving inventory management, one-stop shop, e-transactions, cash control, instant promotions, specific market places, sales ticket, etc.



Value chain: services & IT integration





Full integration of goods, payment and information flows in a unique supplier

Logista

Your partner along the way, all the way

