

Alternative Performance Measures

October 2020 – March 2021

Logista

- **Economic Sales:** this figure is equivalent to the Gross Profit figure and is used without distinction by the Group's Management to refer to the figure resulting from subtracting Procurements from the Revenue figure.

The Group's Management considers that this figure is a meaningful measure of the fee revenue which we generate from performing our distribution services, and provides investors with a useful view of the Group's financial performance.

M€	1 Oct. 2020 – 31 Mar. 2021	1 Oct. 2019 – 31 Mar. 2020
Revenues	5,237.8	5,004.2
Procurements	(4,638.0)	(4,437.3)
Gross Profit	599.8	566.9

- **Adjusted Operating Profit (Adjusted EBIT):** This indicator is calculated, basically, by deducting from the Operating Profit those costs that are not directly related to the revenue obtained by the Group in each period, thus facilitating the analysis of the changes in Group's operating costs and margins.

The Adjusted Operating Profit (Adjusted EBIT) is the main indicator used by the Group's Management to analyse and measure the progress of the business.

M€	1 Oct. 2020 – 31 Mar. 2021	1 Oct. 2019 – 31 Mar. 2020
Adjusted Operating Profit	138.0	112.1
(-) Restructuring Costs	(4.4)	(2.2)
(-) Amortisation of Assets (Logista France)	(26.1)	(26.1)
(+/-) Result of Disposals and Impairment	1.1	0.4
(+/-) Result by the Equity Method and Others	1.6	0.7
Operating Profit	110.2	84.8

- **Adjusted Operating Profit margin over Economic Sales:** calculated as Adjusted Operating Profit divided by Economic Sales (or, indistinctly, Gross Profit).

This ratio is the main indicator used by the Group's Management to analyse and measure the changes in the profitability obtained by the Group's typical activity in a given period.

M€	1 Oct. 2020 – 31 Mar. 2021	1 Oct. 2019 – 31 Mar. 2020	% Change
Economic Sales	599.8	566.9	5.8%
Adjusted Operating Profit	138.0	112.1	23.1%
Margin over Economic Sales	23.0%	19.8%	+320 p.b.

- **Operating expenses:** these include the costs of logistics networks, commercial expenses, research expenses and head office expenses that are directly related to the revenues obtained by the Group in each period. The figure is the main one used by the Group's Management to analyse and measure the performance of the costs structure. It does not include restructuring costs or amortisation of the assets derived from the acquisition of Logista France, because they are not directly related to the revenues obtained by the Group in each period.

Reconciliation with Interim Financial Statements:

M€	1 Oct. 2020 – 31 Mar. 2021	1 Oct. 2019 – 31 Mar. 2020
Cost of logistic networks	412.9	404.8
Sales & Marketing expenses	33.5	35.1
Research expenses	1.3	1.4
Expenses of central offices	44.6	41.9
(-) Restructuring costs	(4.4)	(2.2)
(-) Amortisation of Assets (Logista France)	(26.1)	(26.1)
Operating Costs or Expenses in management accounts	461.8	454.8

- **Non-recurring expenses:** refers to those expenses which, although they might occur in more than one period, do not have continuity in time (unlike operating expenses) and only affect the accounts at a specific moment.

This figure helps the Group's Management to analyse and measure the performance of the Group's activity in each period.

- **Recurring operating expenses:** this term refers to those expenses which occur continuously and which allow the Group's activity to be sustained. They are calculated from the total operating costs minus the non-recurring costs defined in the previous point.

This figure helps the Group's Management to analyse and measure the performance of the Group's activity in each period.

- **Restructuring costs:** are the costs incurred by the Group to increase the operating, administrative and commercial efficiency in our company, including the costs related to reorganization, dismissals and closures or transfers of warehouses or other installations.
- **Non-recurring results:** are the year's results that do not have continuity during the year and only affect the accounts at a specific moment. The figure is included in the operating profit.