

Alternative Performance Measures

October 2021 – March 2022

- **Economic Sales:** equivalent to Gross Profit, and 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. 2021 – 31 Mar. 2022	1 Oct. 2020 – 31 Mar. 2021
Revenue	5,453.8	5,169.1
Procurements	(4,856.4)	(4,588.9)
Gross Profit	597.4	580.2

- **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 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. 2021 – 31 Mar. 2022	1 Oct. 2020 – 31 Mar. 2021
Adjusted Operating Profit	149.4	140.6
(-) Restructuring Costs	(3.0)	(4.2)
(-) Amortisation of Assets Logista France	(26.1)	(26.1)
(+/-) Disposals and Impairments	5.8	1.1
(+/-) Share of Results of Companies and Others	2.2	1.6
Operating Profit	128.3	113.0

- **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 profitability obtained by the Group's typical activity in a given period.

M€	1 Oct. 2021 – 31 Mar. 2022	1 Oct. 2020 – 31 Mar. 2021	% Change
Economic Sales	597.4	580.2	3.0%
Adjusted Operating Profit	149.4	140.6	6.3%
Margin over Economic Sales	25.0%	24.2%	+80 b.p.

- **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. It is the main figure 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.

Operating costs of each segment do not include the expenses of the corporate center. However, the expenses of the corporate center are included in the total Group's operating costs in order to show the operating behaviour of each geographical area.

- **Reconciliation with Interim Consolidated Financial Statements**

M€	1 Oct. 2021 – 31 Mar. 2022	1 Oct. 2020 – 31 Mar. 2021
Logistics network costs	409.0	401.3
Commercial expenses	25.5	24.3
Research expenditure	0.9	1.3
Central office expenses	41.8	43.0
(-) Restructuring costs	(3.0)	(4.2)
(-) Depreciation of Logista France assets	(26.1)	(26.1)
Operating costs or expenses in management accounts	448.0	439.6

- **Non-recurring expenses:** This term 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 efficiency in the activities carried out by the Group.

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