

Economic Sales decrease by 3.5 per cent to €494.2m

GRUPO LOGISTA'S NET PROFIT RISES BY 16.2 PER CENT DURING THE FIRST HALF TO €47.1m

♦ The Group keeps improving margins and profitability

Grupo Logista, the leading distributor of products and services to proximity retailers in Southern Europe, raised its Net Profit by 16.2% to €47.1m during the first half of its fiscal year, between October of 2014 and March of 2015.

Grupo Logista serves some 300,000 delivery points in Spain, France, Italy and Portugal, and facilitates the best and fastest market access to tobacco related and convenience products, electronic top-ups, pharmaceuticals, books, publications and lotteries, among others.

The Group kept improving the profitability of its operations during this semester by innovating in value added services, raising sales of complementary products and services to points of sale and an ongoing improvement in operating efficiency, in a context of lower decreases in tobacco volumes distributed and lower increases in prices comparing with previous periods.

Revenues diminished by 2.1% during the first half of the fiscal year to €4,481.9m due to lower sales of tobacco products. Cigarettes distributed during these six months decreased by 0.9%, with improvements in Spain, France and Italy.

Economic Sales, result of subtracting products' value from revenues, declined by 3.5% to €494.2m in a semester with good business performance that compares with the first half of last fiscal year, which included a positive impact on Economic Sales due to the completion of some legal disputes.

The company obtained good growth in wholesale distribution of convenience products to tobacconists in Spain and Italy, in the Transport area and in Other Businesses in Spain and Portugal, particularly in Logista Pharma, while there were declines in tobacco distribution and related products in France.

	Iberia	France	Italy	Corp. And Others	TOTAL
Revenues	1,220.4	2,106.3	1,170.0	-14.8	4,481.9
Economic Sales	245.2	136.4	109.2	3.4	494.2
(% of total)	49.6	27.6	22.1	0.7	
Adjusted EBIT	49.9	32.7	28.3	-5.9	105.1
~Regular delivery points	173,800	70,500	55,400		300,000

Figures rounded to millions of Euros, except percentages and approximate delivery points

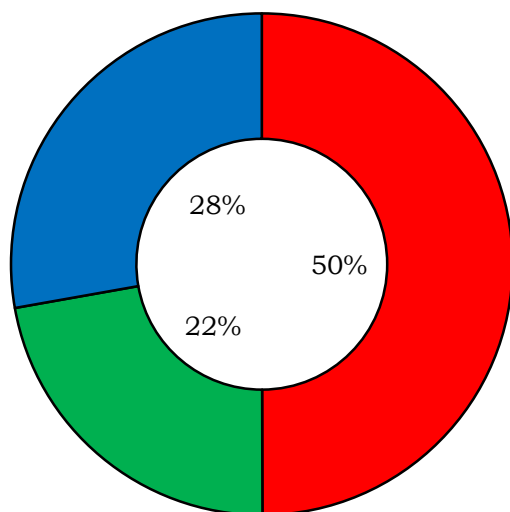
Grupo Logista has attained a reduction in operating costs larger than that of Economic Sales, increasing the Adjusted Operating Profit (Adjusted EBIT) by 1.8% to €105.1m and so improving the Group's margin from 20.2% to 21.3% in spite of a softer increase in tobacco prices when compared with last fiscal year. The Group expects to obtain by fiscal year end a similar growth in its Adjusted EBIT if the trends on tobacco prices are kept.

This Adjusted Operating Profit is the main indicator of the course of business, as it doesn't include those costs which are not directly related to revenues, such as restructuring costs, sale of assets and other similar costs.

The Operating Profit (EBIT) grew by 28.3% to €69.7m in this first half, compared to €54.4m reached the previous fiscal year.

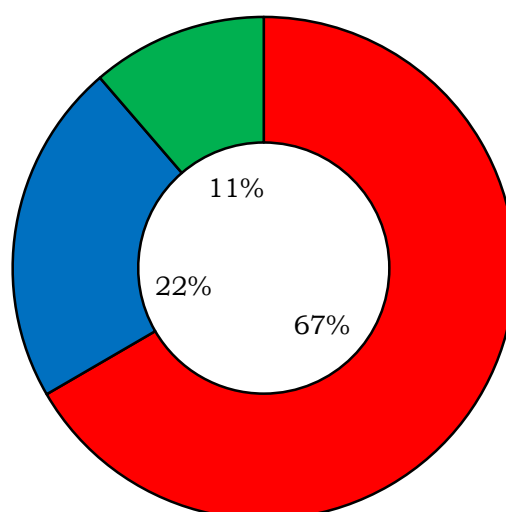
Finally, lower interest rates reduced the Financial Result and the Net Profit rose by 16.2% to €47.1m.

Geographical Economic Sales



- Iberia
- Italy
- France

Economic Sales by Activity



- Tobacco and Related Products (Iberia, France and Italy)
- Transport (Iberia)
- Other Businesses (Log. Pharma, Log. Publicaciones and Lotteries in Iberia, Wholesale Distribution in France through other channels)

Iberia (Spain and Portugal)

This segment includes tobacco related and other products distributed to the tobacco channel, the Transport activity as well as the pharmaceutical, publications and lotteries distribution activities.

Economic Sales in Iberia declined by 7.5% during the first half of the fiscal year to €245.2m.

The volume of cigarettes distributed in Spain confirmed the improvement during recent quarters and rose by 0.1%, while cigarettes distributed in Portugal fell by 5.8%. Regarding RYO tobacco, it decreased by 0.7% in Spain and by 14.5% in Portugal, thus showing some improvement.

The Group significantly increased the sale of other non-tobacco related products to the tobacco channel. Logista distributes to tobacco channel, among others, convenience products, telephone top-ups and transport cards both electronically and physically distributed, as well as smoking and tobacco-related items, stationery, confectionery and food, technology appliances, phone cards and other products or, more recently, e-cigarettes.

Logista's Transport area comprises activities by Nacex, its parcel and express courier network; Integra2, Logista's ambient and controlled temperature package network specializing in the pharmaceutical and food industries and Logesta, the Group's subsidiary specializing in long distance and full load transport.

This area improved its Economic Sales by 8.1% to €113.5m, benefitting from its quality positioning in a market leaning towards a quality and efficient service, as well as certain improvement in the economic activity.

In Other Businesses, the strong growth by Logista Pharma, the subsidiary specializing in distribution for the pharmaceutical industry, more than offset the lower distribution of publications and lotteries.

Logista Pharma is the undisputed leader in pharmaceutical distribution to hospitals and primary healthcare centers, adding to its consolidated expertise in distribution to wholesalers and its growing presence in distribution to pharmacies, adding value to clients throughout every stage of the supply chain.

	Tobacco and Related Products	Transport	Other Businesses	Others and Adjustments	TOTAL
Revenues	1,032.9	168.9	61.5	-42.9	1,220.4
Economic Sales	119.3	113.5	33.0	-20.6	245.2
(% of total in Iberia)	48.6%	46.3%	13.5%	-8.4%	

Figures rounded to millions of Euros

France

Logista France distributes tobacco related and other products to tobacconists, and also performs convenience products wholesale distribution to other points of sale including petrol stations, stores and vending machines' operators.

Cigarettes distributed fell by 1.7% and its rate of decline kept slowing down, while RYO tobacco rose by 1.7%.

Regarding other products distributed to tobacconists, the sale of tobacco-related products grew and continued both the decreasing trend in telephone products and the growing one in other electronic transactions products.

In wholesale distribution of convenience products to other points of sale, the company kept rationalizing and growing the profitability of its portfolio after raising its market share from a competitor.

As a result, Economic Sales fell by 6.3%, thus slowing down the rate of decline when compared to previous periods.

	Tobacco and Related Products	Other Businesses	Others and Adjustments	TOTAL
Revenues	2,004.2	105.8	-3.7	2,106.3
Economic Sales	114.2	25.2	-3.0	136.4
(% of total in France)	83.7	18.5	-2.2	

Figures rounded to millions of Euros

Italy

The Group carries out in Italy the distribution of tobacco related and other products to the tobacconists' channel.

Logista Italia keeps benefitting from the implementation of a new business model better in line with that of the rest of the Group, under which it transformed its old network of local warehouses into 175 service centers with shops and/or a cash & carry for both tobacco related products and other convenience products marketable by the over 55,000 tobacconists in Italy

Thus, despite the volume of cigarettes distributed slowed down its decline to a light 0.8%, the sale of other products in the tobacconist channel significantly rose and Economic Sales in the country grew by 11.1% to €109.2m.

Logista Italia also had additional gains in margins and profitability thanks to significant efficiency improvements with the aforementioned new operating model.

Madrid, 6 May 2015