

Economic Sales grew by 6.5% to €1,118.2m

LOGISTA RAISED ITS OPERATING PROFIT BY 20.6% TO €190.5m DURING ITS FISCAL YEAR 2018

- ◆ It raises its Net Profit by 1.8% when compared to fiscal year 2017, which included the sale of an affiliated company
- ◆ The Board will propose to the shareholders a €0.77 per share final dividend, raising by 6.7% the fiscal year's total dividend to €1.12

Logista raised its Net Profit by 1.8% to €156.7m during its fiscal year 2018 completed last September 30th, when compared with the previous fiscal year, when it recorded the sale of an affiliated company in Italy.

Revenues barely declined by 0.2% to €9,476.5m despite the 3.6% global decline in cigarettes distributed.

Economic Sales grew by 6.5% compared to the previous fiscal year to €1,118.2m, with increases in all business lines in Iberia and Italy, as well as in Other Businesses in France. There was particular growth in convenience products in all countries, in the Transport area, Logista Pharma and Tobacco in Portugal.

Activity kept growing and improved its margins. The Adjusted Operating Profit (Adjusted EBIT) rose by 12.4% to €245.9m, the Operating Profit (EBIT) grew by 20.6% to €190.5m and the margin on Economic Sales increased to 22.0% when compared with the 20.8% in the previous fiscal year.

Logista's Board of Directors will propose the General Meeting of Shareholders distributing a €0.77 per share final dividend. After the €0.35 per share interim dividend already paid, total dividend for the fiscal year 2018 would rise by 6.7% to €1.12 per share, representing 95% of the fiscal year's consolidated net profit.

Logista so keeps its remuneration policy to shareholders consisting in distributing at least 90% of the consolidated net profit.

	TOTAL	Δ18/17	Iberia	France	Italy	Corp. and Others
Revenues	9,476.5	-0.2%	2,812.6	4,021.6	2,688.1	-45.8
Economic Sales	1,118.2	+6.5%	561.4	264.2	290.4	2.2
Adjusted EBIT	245.9	+12.4%	114.2	65.8	79.5	-13.6
EBIT	190.5	+20.6%				
Net Profit	156.7	+1.8%				

Figures rounded to millions of Euros, except percentages

Economic Sales: Revenues minus Procurements.

Adjusted Operating Profit (Adjusted EBIT): EBIT discounting costs not directly related to the Group's revenues. It is the Group's main indicator used to analyze and measure the progress of the business.

The full explanation of these Alternative Performance Measures and its detailed calculation may be consulted in the Results Announcement on <http://www.grupologista.com/en/inversores/informacion/Pages/resultados.aspx>

Iberia (Spain and Portugal)

Economic Sales in Iberia rose by 5.2% during the fiscal year, with growth in all three of its business lines.

Economic Sales of Tobacco and Related Products grew due to the ongoing growth both in the average sales per ticket and in the points of sale convenience products are distributed to, the good performance of the activity in Portugal and the growth of added value services, despite the slight 0.9% decline in cigarettes distributed in both countries.

The Transport area, consisting of the parcel and express courier Nacex network, Integra2 in controlled temperature capillary transport and Logesta, the subsidiary for long distance and full load transport management, raised its Economic Sales by 7.2%, and so accelerated its growth when compared to the previous fiscal year.

Besides their quality and differentiation strategies, Nacex benefitted from the growth in on-line sales, Integra2 increased its temperature controlled services to the pharmaceutical and food industries and Logesta grew in the technology, pharmaceutical and perishable goods industries, while incorporating new flows.

Economic Sales of Other Businesses grew by 16.4%, with an ongoing growth in Logista Pharma by adding new clients, launching new added value services and incorporating most of Sanofi's activity, which will culminate with Logista Pharma fully managing this distribution throughout Spain since January 2019.

In addition, it has continued making progress in launching new added value services in distribution to hospitals and pharmacies. It must be noted the improvement in the telematic order taking from hospitals, the development of tools automating orders made manually, new management services for billing and collection from hospitals and pharmacies or the dedicated transport service for delivery to hospitals, with specific temperature controlled vehicles with online tracking and temperature alarms.

	TOTAL	Δ18/17	Tobacco and Related Products	Transport	Other Businesses	Intra- segments sales
Revenues	2,812.6	+4.4%	2,402.2	366.2	141.8	-97.6
Economic Sales	561.4	+5.2%	272.1	253.0	84.2	-47.9

Figures rounded to millions of Euros, except percentages

France

Economic Sales kept slowing down its decline to 3.4% to €264.2m, with an increase in the distribution of convenience products both to tobacconists and to other points of sale that mitigated the 8% drop in cigarettes distributed and the decline in electronic transactions.



During the fiscal year, the prices increases by manufacturers were similar to those of tobacco tax increases but, overall, they didn't pass-through the rise in the tobaccoists' commission.

Economic Sales of wholesale distribution of convenience products to other points of sale, such as petrol stations, stores and vending machines' operators, grew by 3%, thanks to higher margins within a context of increasing price competition.

	TOTAL	Δ18/17	Tobacco and Related Products	Other Businesses	Intra-segments sales
Revenues	4,021.6	-5.0%	3,840.1	189.3	-7.8
Economic Sales	264.2	-3.4%	218.6	51.6	-6.0

Figures rounded to millions of Euros, except percentages

Italy

Economic Sales rose by 20.6% to €290.4m, due to the growth in the provision of other added value services to manufacturers and the strong increase in the distribution of convenience products, with growth both in the points of sale distributed and in the average order.

The volume of cigarettes distributed declined by 2.5%, with some prices increases, while that of RYO grew by 19.7%.

Logista Italia renewed for 3 years its distribution contract with British American Tobacco, proving the manufacturers' continuous confidence in the efficiency of the Group's cutting-edge services and contributing to keep providing visibility to this business.

About Logista

Logista, the leading distributor of products and services to proximity retailers in Southern Europe, serves some 300,000 points of sale in Spain, France, Italy and Portugal, and facilitates the best and fastest market access to tobacco and convenience products, electronic top-ups, pharmaceuticals, books, publications and lotteries, among others.

Madrid, 6 November 2018