

Logista

Logista

Your partner along the way,  
**all the way**

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# 01

# Who we are



# 01 Who we are

- > We are one of the largest logistics operators in Europe and specialise in distribution to proximity channels.
- > We regularly serve almost 200,000 points of sale in Spain, France, Italy, Portugal, Poland and Benelux.
- > We provide the best and fastest market access to a wide range of pharmaceutical, convenience, tobacco, electronic recharge, books, publications and lotteries, among others.
- > We have a team of highly qualified professionals with more than 7,445 direct employees.

Logista

200,000  
points of sale

700  
platforms

7  
countries

7,445  
employees



# Our Management Committee



Íñigo  
Meirás

CEO



Pedro  
de Bernardo

General Manager  
Iberia and Poland



Pilar  
Colás

General  
Manager Italy



María  
Echenique  
Moscoso

Secretary General of  
the Board of Directors  
and General Counsel



Carlos  
García  
Mendoza

Strategy  
Director



Juan José  
Guajardo-  
Fajardo

Human Resources,  
Marketing & Comms.  
Director



Mathilde  
Keszey-  
Goffard

General  
Manager France



Pedro  
Losada

CFO



Juan Carlos  
Moro

Corporate  
Operations Director

02

# Our history



# 02

## Our history

00's

Origin of  
Logista



**1999** Establishment of **Logista** from the spin-off of the logistics business of **Altadis** and merger with **Midesa**.

**2000** **Logista IPO**. Start of diversification by acquiring **Logista Dis**, distributor of convenience products.  
Storage, transport and distribution of EURO currency.

**2002** The diversification strategy continues; we acquired: **Nacex** and **Integra2**.  
The same year we created **Logesta**, a long-distance transport company.

**2004** **Logista Italia** is acquired. And the large **Pharma** warehouse, one of our most important services today, is built.

**2007** New international momentum by extending operations to **Poland**, with the creation of **Logista Polska**.

**2008** **Imperial Brands** acquires Logista.

## 10's Consolidating leadership

**2012** We acquired 100% of Imperial Brands' logistics business in France to create **Logista France**.

**2014** **Logista** is again listed on the **stock market** through its parent company, Compañía de Distribución Integral Logista Holdings.

**2015** Financial consolidation that allows us to join the **IBEX Medium Cap** index.

**2016** **CDP** recognises us as **one of the world leaders in the fight against climate change**, by being part of its "**A-List**".

**2018** We enter the **IBEX Top Dividend index**.

Recognised as a '**CDP Supplier Leader 2018**' for our performance in the '**CDP's Supply Chain Program**'.

We incorporated the **FTS4Good** index for corporate, environmental and social governance.

**2020** **Incorporation new management team - CEO**

20's

We continue  
adding achievements

**2022** We entered the **IBEX 35**, with a market capitalisation of more than **3.1 billion**.

**Ecovadis silver** medal and we rank in the top 1% best-rated companies in our sector.

**2022-2024** We maintain our strategy of inorganic growth.

> **100% Transportes El Mosca** (a Spanish national and international freight transport company).

> **100% Carbó Collbatallé** (Spanish company specialising in transport and cold logistics in the food sector).

> **100% Gramma Farmaceutici** (a company specialising in logistics services for the pharmaceutical industry in Italy).

> **100% SGEL Libros** (a national book publishing and distribution company).

> **100% BPS, Belgium Parcel Services** (company specialising in urgent pharmaceuticals parcels in Belgium and Luxembourg).

> **100% Speedlink Worldwide Express** (a Dutch B2B express delivery specialist).



Logista

03

NUEVAS Y MEJORES FORMAS  
DE TRABAJAR  
OFICINA DIGITAL

# Our Values



# 03

## Our values

### Values

#### Adaptability

We **adapt** our **solutions** to the characteristics of each **customer** and to each **situation**.

#### Developments

We deal with change through **innovation by anticipating** the needs of our **customers**.

#### Trust

We create **close links** with our partners thanks to our business solutions.

### Personality

#### Flexible and courageous

We are constantly innovating to develop **customised solutions**.

#### Pioneering and enduring

We offer **cutting-edge solutions** that build long-term relationships.

#### Involved and effective

We constantly look to the **future** to be at the **forefront** of the present.

### Purpose

Logista

Your partner  
along the way,  
**all the way**

Logista

04

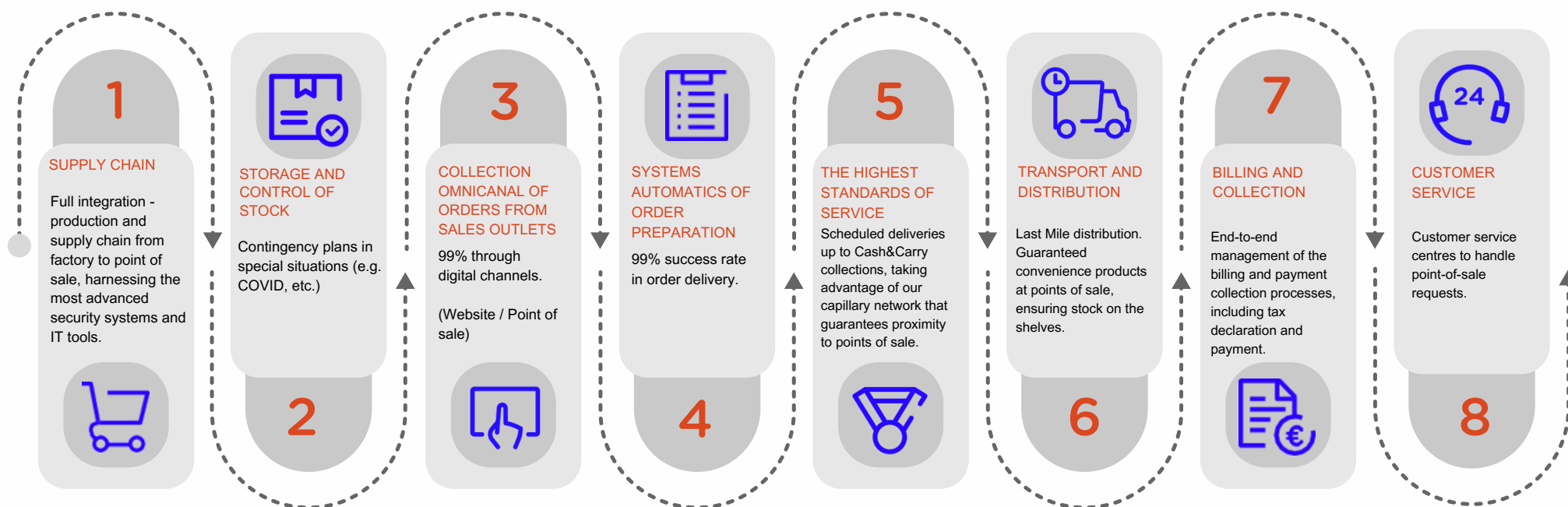
# Our business model



# 04

## Our business model

Logista offers a **unique** set of services, guaranteeing **full integration** of the flow of goods, payments and product traceability, which allows **manufacturers** to focus on their **activity** and achieve **economies of scale**.



An aerial photograph of a large port area during a vibrant sunset. The sky is filled with orange, red, and purple clouds. In the foreground, there are numerous stacks of colorful shipping containers (blue, red, green) and several yellow gantry cranes. A large cargo ship is docked on the left. In the background, a city skyline is visible across a body of water.

05

# International presence

# 05

## International presence



Iberia   
**63%**

Italy   
**22%**

France   
**13%**

Benelux   
**1%**

Poland   
**1%**

06

# Business Units



## 06

## Business Units

## Value-added services in various sectors

Tobacco  
and related products

- > **Distribution of tobacco and other convenience products** to tobacco channels in Spain, France and Italy, and tobacco distribution channels in Portugal.
- > Distribution of **convenience products** to other local retail channels in Spain, Portugal and Italy.
- > **Logistics services** in Poland.

Business implementation



## Transport

- > **Long-distance, Full Load (FTL) and partial load (LTL) services.**
- > **Maritime transport**, a leading national and international shipping company.
- > **Parcel**, transport for all Logista business lines.
- > **Courier**, distribution of goods weighing up to 20kg.

Business implementation

Pharmaceutical  
distribution

- > **Logistics services and pharmaceutical distribution** to hospitals, pharmacies, wholesalers, health centres and other actors in the pharmaceutical and veterinary sector.

Business implementation



## Other businesses

- > **Logistics services and distribution of publications, periodicals, collectibles and magazines.**
- > **Book distribution and publishing** through the subsidiary **Logista Libros**.

Business implementation



# Tobacco and related products

- > Logista is the **leading distributor of tobacco products in Europe**, preferred by major tobacco manufacturers.
- > **Provides the manufacturers** and the points of sale with a **unique value chain** that ensures full traceability throughout the entire supply chain.

## Tobacco value chain at Logista

1. Omni-channel order taking



3. Automated order preparation



5. Billing and collection



2. Real-time stock storage and management



4. Transport and distribution



6. Customer and after-sales service



## Tobacco and trade in figures



**+170**  
Cash&Carry



**+87,000**  
Tobacconists



**+73,000**  
POS terminals



**+17,500**  
Customers

# Transport

- > Logista provides **the most extensive distribution value chain in the market.**
- > **"Teseo Web", a self-developed technological platform** - cutting-edge optimisation and management technology.
- > Complete real-time **traceability** of all transport, monitoring routes, delivery times and temperature.
- > **Frozen and refrigerated transport** services of pharmaceutical and food products by land and sea.
- > **ISO 22000** certified **quality procedures.**
- > **Authorised Economic Operator** Certificate for Customs Simplification, Security and Protection in Spain.



# Transport

## Long haul and fully loaded

- > **Long-haul, full truckload (FTL)** and **less-than-truckload (LTL)** management for high-value temperature-controlled products, with full coverage in the EU and peripheral countries.

## Maritime transport

- > Leading national and international shipping company thanks to the acquisition of **El Mosca**.
- > **Facilities strategically located in mainland** Spain, Balearic Islands, Canary Islands, Portugal, Italy, United Kingdom and China.
- > **Handling services and custody** of goods with 50,000 m2 of warehouses.

## Parcel

- > Distribution of goods weighing between 5 and 5,000 kg.
- > **Transport for all Logista business lines:** tobacco, pharmaceuticals, books, food.
- > **Transport solutions for third parties.**
- > Offering **temperature-controlled capillary transport.**

## Messaging

- > Distribution of goods weighing up to **20Kg**.
- > **Nacex:** express parcel and document courier services for B2B and B2C.
- > **Speedlink:** B2B express shipments to/from Belgium and the Netherlands for healthcare, high-tech, automotive and e-commerce.
- > **BPS:** express pharmaceutical parcels.

## Transport in figures



**+2,000**

Long and a half distance



**+3,000**

Last mile



**+57,000**

Containers per sea per year



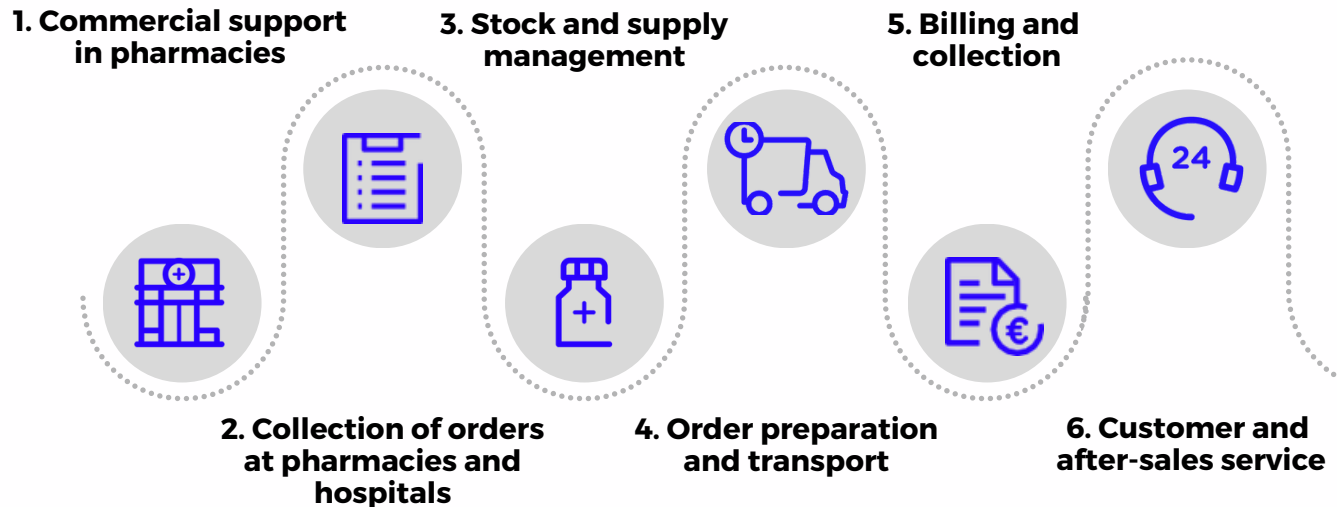
**+300**

Franchises of messaging

# Pharmaceutical distribution

- > **Leading distributor** for pharmaceutical companies and healthcare.
- > **Specialised distribution to pharmacies and hospitals** in Spain, Italy and Portugal but delivering to all healthcare channels.
- > **Largest distributor pharmaceutical** to hospitals in Spain.

## Logista Pharma value chain



# Pharmaceutical distribution

## Hospital distribution

- > Leader in the **distribution of pharmaceutical products** to hospitals, with a **market share of over 50%**.
- > Unique hospital distribution model covering **all services in the value chain**.

## Pharmaceutical distribution

- > Pharmaceutical distributor **independent** of pharmacies.
- > **Wide range of services:** administrative management, invoicing, payment and call centre for pharmacies. Including marketing services, sales consultancy, sales support, etc.

## Storage

- > Single installations at **different temperatures**, 2-8°C, 15-25°C, -20°C, -70°C (dry ice - solid CO<sub>2</sub>), -196°C (liquid nitrogen).
- > One of the largest pharmaceutical distribution centres (4) in Europe with state-of-the-art technology.
  - 66 automated robots on 22 floors.
  - Capacity to prepare 43,000 boxes per day automatically.

## New pharmaceutical services

- > Distribution to **e-commerce** portals.
- > **Home delivery of pharmaceuticals**.
- > Distribution to **health centres**.
- > Distribution of **veterinary products**.
- > **Cannabis** logistics management for medical use.
- > **Specialist pharmaceutical services**, such as clinical trials and a sample library.

## Logista Pharma in figures



**11**  
Warehouses



**4,500**  
Hospitals



**30,000**  
Pharmacies



**+250**  
Customers

## Other businesses

### Books

- > **Largest independent** book distributor in Spain.
- > One of the **largest and most technologically-advanced** libraries in the Iberian Peninsula, with approximately 28 million books in stock across 255,000 titles.
- > **Sole distributor** of La Casa del Libro with 54 stores in Spain.

### Publications

- > **Leader in the distribution** of newspapers, collectables and magazines in Spain. Kiosks and newsagents can connect to Logista Publicaciones' information systems to **help them** manage their **points of sale** and make the most of the company's services.



### Other businesses in figures



**28M**  
Books in stock



**255,000**  
References



**8,000**  
B2B POS



**2M**  
Orders managed  
per year

07

Logista

# Logista in figures

# 07

## Logista in figures FY2023



Revenues

€12.428 Bn

Adjusted EBIT

€366 M

Financial sales

€1.684 Bn

EBITDA

€471 M

Installed POS  
terminals

73,000

Dividendos distribuidos

€245 M

Net profit

€272 M



08

# Commitment to sustainability

# ESG commitments



## Environmental

- > Reduce GHG **emissions**.
- > Promote **decarbonisation** of transport.
- > Develop **energy efficiency** measures.
- > Promote the **circular economy**.

## Social

- > Create a **safe** and healthy **working environment**.
- > Develop measures to improve the **employee welfare**.
- > Promote a **diverse and inclusive culture**.
- > Ensure **equal treatment** of all employees and promote the creation of employment opportunities.

## Governance

- > Promote **compliance** and continuous improvement of **governance policies**.
- > Integrate due **diligence** and human rights **policies** and ensure complaint mechanisms.
- > Evaluate and monitor **strategic suppliers** against **ESG** criteria.
- > Ensure **data protection** for all individuals.



# Widely-recognised ESG commitment

- > **Firm commitment** to quality, sustainability and continuous improvement in all our business activities and operations, backed by numerous certificates confirming this.
- > **Member** of different ESG indices (FTSE4Good IBEX, IBEX Gender, FTSE4Good IBEX, IBSE4Good IBEX, IBSE4Good IBEX).
- > Equality, Bloomberg CEI). Achieving **top positions** in various **ESG indices** (MSCI, CDP, Sustainalytics, S&P).



Logista outperforms the transport sector average, ranking in the top 35% best-rated companies, and in the top 15% best-ranked companies in its industry in the "Environment" area



Financial Times recognises Logista as a leading European company in diversity and inclusion for 4 consecutive years



Industry Top Rated ESG Risk Rating: 14.4/100 - low risk ESG Rating: 14/401 Transportation

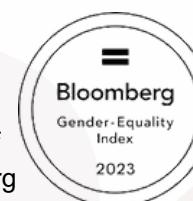


FTSE4Good

Logista has been part of this index since 2016



A Rating on a scale from AAA to CCC



Members of the Bloomberg Gender Equality Index in 2023

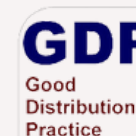
Relevant ISO certifications



Leadership Category rating A Rating on a scale of A to D



CDP Supplier Engagement Leaderboard 2022



Best practice



Logista