

LOGISTA INCREASES ITS ECONOMICS SALES BY 33% IN THE FIRST QUARTER UP TO EUR 398 MILLION

- The good performance of Logista's activity for the period has led to a 12% increase in Adjusted EBIT
- The company has recorded a 15% growth in net profit to EUR 60 million

Madrid, 8th February 2023.- Logista, the leading proximity distribution company in Southern Europe, presented its first quarter results for the 2023 financial year. These results show increases in the main indicators of the income statement thanks to its good performance despite the complex geopolitical and macroeconomic scenario. In addition, this quarter includes the acquisitions of 60% of Transportes El Mosca, 100% of Carbó Collbatallé S.L. and 70% of Speedlink Worldwide Express.

Economic Sales have grown by 32.9% to EUR 398 million during the period, registering improvements in all businesses and geographies.

Adjusted Operating Profit (Adjusted EBIT) has reached EUR 84 million, which presents an increase of 11.8% compared to the previous year.

In this first quarter, capital gains amounting to EUR 0.4 million have been generated from the sale of assets and during the period there has been EUR 1.6 million of restructuring costs.

Operating profit has increased by 3.9% to EUR 71 million.

Logista's **Financial Results** reached EUR 11 million, which presents a year-on-year increase of 191%, due to the interest rates rise during the period.

The effective tax rate remained stable at 26.1% during the first three months of financial year 2023.

Finally, **Net Profit** has increased by 15.3% to EUR 60 million.

| | TOTAL | Δ 23/22 | Iberia | Italy | France |
|-----------------------------------|--------------|---------------|--------|-------|--------|
| Revenues | 2,986 | +7.9% | 1,044 | 1,052 | 903 |
| Economic Sales¹ | 398 | +32.9% | 264 | 79 | 56 |
| Adjusted EBIT¹ | 84 | +11.8% | 54 | 16 | 14 |
| EBIT | 71 | +3.9% | | | |
| Net Profit | 60 | +15.3% | | | |

Figures rounded off in million euro, except percentages.

1: Economic Sales: Revenues less Procurements.

2: Adjusted Operating Profit (Adjusted EBIT): EBIT less costs not directly related to the Group's revenues. It is the Group's main indicator for analyzing and measuring business performance.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the results announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>.

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Iñigo Meirás, CEO of Logista, has highlighted that *"despite operating in a difficult macroeconomic and geopolitical environment, Logista has obtained good results and has achieved increases in the main indicators of its income statement showing, once again, the overall strength of our business model, which is committed to growth and diversification."*

Following the results achieved in the first three months of the financial year, Logista updates its expectations for the end of 2023 and forecasts a high-single-digit growth in Adjusted EBIT over the one obtained in 2022, considering the acquired businesses included within the scope of consolidation.

Iberia (Spain, Portugal, and Poland)

In Iberia, **Economic Sales** have reached EUR 264 million, showing an increase of 53.5% compared to the same period of the previous year, and if considering only the organic business, represents a growth of 12.5%.

In terms of **Economic Sales by Activity**, **Tobacco and related products** grew 15.5% year-on-year to EUR 96 million. This good performance is due to the increase in tobacco volumes distributed, the comparative effect of the rise in tobacco prices, the increase in value-added services to tobacco manufacturers and the growth experienced in the distribution of convenience products.

Economic Sales of Transport, have increased by 101.1% compared to the same period last year reaching EUR 158 million, driven by the addition of new acquisitions.

In **Pharmaceutical Distribution**, **Economic Sales** rose by 2.7% to EUR 23 million. Constant addition of clients, as well as the development of new services dedicated to the sector, have made it possible to maintain the growth in Economic Sales.

Finally, **Economic Sales of Other Businesses** has remained stable at EUR 4 million.

| | TOTAL | Δ 23/22 | Tobacco and Related Products | Transport | Pharmacy | Other Business | Inter-segment sales |
|-----------------------------------|-------|---------|------------------------------|-----------|----------|----------------|---------------------|
| Revenues | 1,044 | +17.3% | 840 | 198 | 53 | 4 | -51 |
| Economic Sales¹ | 264 | +53.5% | 96 | 158 | 23 | 4 | -16 |

Figures rounded off in million euro, except percentages.

1: Economic Sales: Revenue less Procurements.

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Italy

Economic Sales in Italy grew by 5.9% to EUR 79 million. This growth reflects double-digit increases in the distribution of convenience products, particularly thanks to the addition of new products.

| | TOTAL | Δ 23/22 | Tobacco and Related Products |
|-----------------------------------|-------|---------|------------------------------|
| Revenues | 1,052 | +9.7% | 1,052 |
| Economic Sales¹ | 79 | +5.9% | 79 |

Figures rounded off in million euro, except percentages.

1: Economic Sales: Revenue less Procurements.

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France

Economic sales in France have reached EUR 56 million euros, recording an increase of 3.8% over the same period of the previous year thanks to the increase in sales of convenience products and the sale of new generation products.

| | TOTAL | Δ 23/22 | Tobacco and Related Products |
|-----------------------------------|-------|---------|------------------------------|
| Revenues | 903 | -2.8% | 903 |
| Economic Sales¹ | 56 | +3.8% | 56 |

Figures rounded off in million euro, except percentages.

1: Economic Sales: Revenue less Procurements.

The full explanation of these Alternative Performance Measures and their calculation details can be found in the Results Announcement at <https://www.logista.com/en/home/investors-shareholders/economic-financial-information/alternative-performance-measures.html>.

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About Logista

Logista is the leading proximity distributor in Southern Europe. It regularly serves more than 200,000 points of sale in Spain, France, Italy, Portugal and Poland and provides the best and fastest market access to a wide range of convenience products, pharmaceuticals, electronic recharging, books, publications, tobacco and lotteries, among others.

It also stands out for being the largest transport network in Spain, which is also certified in food safety.

Logista has a team of highly qualified professionals comprising 7,000 direct employees and 15,000 collaborators, focused on serving its customers in the most efficient way and adapted to their needs.

Sustainability Commitment

CDP, which identifies global leaders in the fight against climate change, has recognized Logista's work as a driver of sustainable change throughout its value chain and has included it in the Supplier Engagement Leader category. Additionally, Logista has obtained an A- qualification in the annual CDP index, entering once again in the Leadership category of the ranking.

In addition, Logista's strong commitment to sustainability has been recognized again in October 2022 by Sustainalytics, one of the world's leading evaluators of Corporate Social Responsibility and Corporate Governance. After assessing the Company's ESG criteria, it has awarded it an ESG risk rating of 13.7 points out of 100 points, which means that it is considered to be at Low Risk of experiencing material financial impacts due to ESG factors and has been awarded the accreditation as Industry TOP RATED 2023, achieving the 11th position among the 365 companies assessed in the Transport industry.

Also, as a result of its firm commitment to Corporate Social Responsibility, Logista has managed, for yet another year, to position itself among the sector leaders by being recognized in 2022 with an MSCI rating of AA, whose scale is AAA-CCC.

Logista is also a member of the FTSE4Good IBEX index, comprising companies that demonstrate sound environmental, social and corporate governance practices, as well as the Ibex Gender Equality and Bloomberg Gender Equality Index. It also joined the Ibex 35 in 2022.

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