

## Alternative Performance Measures

- **Economic Sales:** equals Gross Profit and is 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.

	Million €	
	1 Oct. 2020 – 31 Dec. 2020	1 Oct. 2019 – 31 Dec. 2019
Revenue	2,675.5	2,581.5
Procurements	(2,374.6)	(2,289.1)
<b>Gross Profit</b>	<b>300.9</b>	<b>292.4</b>

- **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.

	Million €	
	1 Oct. 2020 – 31 Dec. 2020	1 Oct. 2019 – 31 Dec. 2019
<b>Adjusted Operating Profit</b>	<b>67.7</b>	<b>61.4</b>
(-) Restructuring Costs	(1.8)	(1.7)
(-) Amortization of Assets Logista France	(13.1)	(13.1)
(+/-) Net Loss of Disposal and Impairment of Non-Current Assets	1.1	0.3
(+/-) Share of Results of Companies and Others	1.2	0.5
<b>Profit from Operations</b>	<b>55.2</b>	<b>47.5</b>

- **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.

	Million €		
	1 Oct. 2020 – 31 Dec. 2020	1 Oct. 2019 – 31 Dec. 2019	% Change
Economic Sales	300.9	292.4	2.9%
Adjusted Operating Profit	67.7	61.4	10.3%
<b>Margin over Economic Sales</b>	<b>22.5%</b>	<b>21.0%</b>	<b>+150 b.p.</b>

- **Operating costs:** 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.

- **Non-recurring expenses:** 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 company, including the costs related to reorganization, dismissals and closures or transfers of warehouses or other installations.
- **Non-recurring results:** refers to the year's results that do not have continuity during the year and only affect the accounts at a specific moment. It is included in the operating profit.