



Presentation to Investors



Paris, Thursday June 29th, 2006

www.altadis.com



LOGISTCS FRANCE



Logistics France: overview

■ General framework:



■ €390 mn total economic sales in 2005

■ Tobacco distribution provides higher margin than General Logistics

Logistics France: Tobacco logistics (I)

- Market share: 98 % tobacco distribution in France
- 7 distribution centers + Corsica
- 30 cash and carry centers
- 550 employees
- 160,000 m² depots
- 610,000 orders / year
- 440,000 special orders / year
- 90,000 tons
- 170 daily roads
- Orange telephone cards distribution to tobacconists: 54,000,000
- Other telephone cards: 3,200,000

Logistics France: Tobacco logistics (II)

■ COMPLETE VALUE CHAIN:

Distribution centers supply	Transport management	Order preparation	Delivery	Invoicing	Payment collection	Tax management	Bad debt coverage	Client Service
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- All distribution contracts renewed as of January 2006
- Sales linked to tobacco volumes:
 - ➔ Net sales: €2,684 mn
 - ➔ Economic sales: €167 mn
- High margin

Logistics France: Outlets modernisation

STRATOR:

- 10,500 PoS
- Rental system ⇒ recurrent business
- Direct IT link with: Altadis and NMPP (press distributor)

1st network in France for e-recharge

↳ 1,400,000 orders / year

MODERNISATION:

- Promodern: press shops
- Espace Tabac: tobacconists
- N° 1 in France

Net sales: €43.4 mn
Employees: 237

Logistics France: Wholesale 1'DIS

■ 3 lines of wholesaling business

SAF	SUPERGROUP	ROUGE PAPIER DIFFUSION
Pipe articles wholesaler	Wholesaler for groceries, bakeries and petrol stations	Stationary wholesaler
Lighters, smoking paper, sweets, batteries, photos, ...	Sweets, beverages, biscuits, ...	Stationary articles for offices and schools
Phone card SFR		
29,000 clients	30,000 clients	5,000 clients
170 sales persons	210 sales persons	45 sales persons
3 warehouses	5 warehouses	<ul style="list-style-type: none"> • 4 warehouses • 300 outlets with Rouge Papier brand
Net sales: €573 mn	Net sales: €131 mn	Net sales: €64 mn

Logistics France: Publi-promotional logistics

- Acquisition in November 2004 (Geopost Logistics)
- Integrated within Logista Group to replicate the successful development of this business in Spain
- Economic sales: €65 mn
- 550 employees
- 8 sites
- 120,000 m² depots
- Orders: 5.7 millions
- Deliveries: 5 millions
- 100,000 retailers delivered
- Main clients: Renault, Peugeot - Citroën, BAT, Crédit Agricole, Club Internet, Free, Esso, SNCF, France Telecom, Orange, La Poste, ONISEP ...

Conclusion: Altadis logistics in France fully illustrates Group' standards for logistics

- Strong, efficient, profitable and secure tobacco operation
- Development in niche activities where Group expertise will be best employed
- Full value chain coverage
- Focus on top line and profitability