

**Economic Sales improved in all countries and grew by 0.8%**

## **LOGISTA RAISED ITS NET PROFIT BY 8.7% TO €51.2m DURING THE FIRST HALF**

Logista raised its Net Profit by 8.7% to €51.2m during the first half of its fiscal year 2016, between October of 2015 and March of 2016.

Revenues grew by 2.1% when compared to the first half of the previous fiscal year to €4,574.9m. The volume of cigarettes distributed rose by 1.2% within a context of price stability, together with the good performance of sales of other products, such as convenience, pharmaceuticals, etc.

Economic Sales, result of subtracting products' value from revenues, grew by 0.8% when compared to the first half of the previous fiscal year to €498.4m, improving in all three geographical segments where the Group operates in.

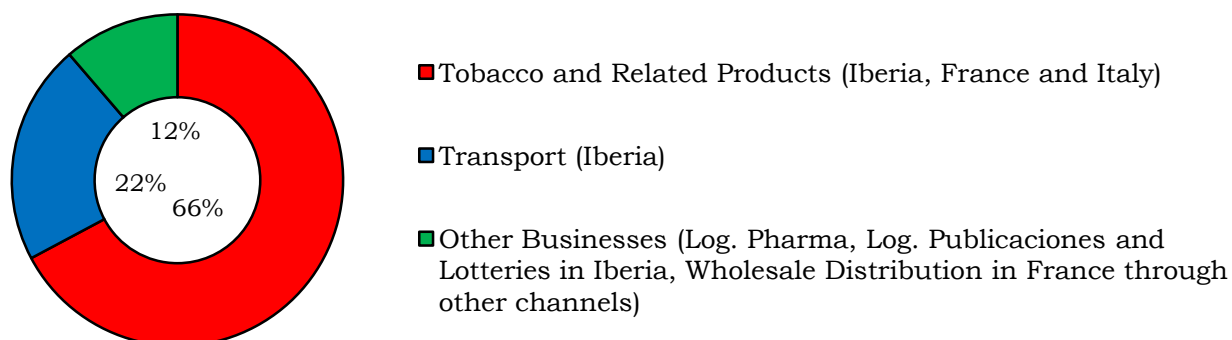
The company raised its Economic Sales from distributing tobacco and convenience products to tobacconists in France and Italy, from its transport area and from Logista Pharma. The distribution of convenience products in France to channels other than tobacconists kept improving and reached near stability.

The underlying activity kept a solid growth, similar to that during the first quarter. However, the positive effect of non recurring items during the second quarter of last fiscal year in Iberia and Italy implied a negative year-on-year comparison. According to this, the Adjusted Operating Profit (Adjusted EBIT) declined by 5.8% to €99m, while the Operating Profit (EBIT) decreased by 1.4% to €68.7m.

|                       | <b>Iberia</b>  | <b>France</b>  | <b>Italy</b>   | <b>Corp. And Others</b> | <b>TOTAL</b>   | <b>Δ16/15</b> |
|-----------------------|----------------|----------------|----------------|-------------------------|----------------|---------------|
| <b>Revenues</b>       | <b>1,251.0</b> | <b>2,123.3</b> | <b>1,214.3</b> | <b>-13.7</b>            | <b>4,574.9</b> | <b>+2.1%</b>  |
| <b>Economic Sales</b> | <b>247.3</b>   | <b>138.8</b>   | <b>109.3</b>   | <b>3.0</b>              | <b>498.4</b>   | <b>+0.8%</b>  |
| (% of total)          | 49.0%          | 28.3%          | 22.1%          | 0.6%                    |                |               |
| <b>Adjusted EBIT</b>  | <b>43.0</b>    | <b>34.7</b>    | <b>27.5</b>    | <b>-6.2</b>             | <b>99.0</b>    | <b>-5.8%</b>  |

Figures rounded to millions of Euros, except percentages

### **Economic Sales by Activity (before Corp. and Others)**



## Iberia (Spain and Portugal)

Economic Sales in Iberia grew by 0.9% during the fiscal year's first half, with volumes of cigarettes distributed in Spain and Portugal rising by a combined 0.2%, while RYO tobacco in Spain declined by 1.9%.

During the semester, Logista renewed for 5 years its distribution contracts with Japan Tobacco International and British American Tobacco which, together with last year's renewal of its contract with Philip Morris Spain for 5 years, prove the manufacturers' confidence in the efficiency of Logista's cutting-edge services and provide stability to this business.

The Transport area, consisting of the parcel and express courier Nacex network, the Integra2 controlled temperature capillary transport network and Logesta, the subsidiary for long distance and full load transport management, raised its Economic Sales by 0.9% due to its quality positioning aimed at industries with higher demand for added value, with a near double digit growth in Nacex's dispatches.

Economic Sales of Other Businesses grew by 7.4%, with continuing growth by Logista Pharma, the subsidiary and undisputed leader in pharmaceutical distribution to hospitals and primary healthcare centers, adding its consolidated expertise in distribution to wholesalers and its growing presence in distribution to pharmacies.

|                        | <b>Tobacco and Related Products</b> | <b>Transport</b> | <b>Other Businesses</b> | <b>Intra-segments sales</b> | <b>TOTAL</b>   | <b>Δ16/15</b> |
|------------------------|-------------------------------------|------------------|-------------------------|-----------------------------|----------------|---------------|
| <b>Revenues</b>        | <b>1,065.5</b>                      | <b>165.3</b>     | <b>66.0</b>             | <b>-45.8</b>                | <b>1,251.0</b> | <b>+2.5%</b>  |
| <b>Economic Sales</b>  | <b>118.6</b>                        | <b>114.5</b>     | <b>35.5</b>             | <b>-21.3</b>                | <b>247.3</b>   | <b>+0.9%</b>  |
| (% of total in Iberia) | 48.0%                               | 46.3%            | 14.3%                   | -8.6%                       |                |               |

Figures rounded to millions of Euros, except percentages

## France

Economic Sales grew by 1.8% to €138.8m which, combined with a near stability in operating costs, led to a 6.1% increase in the Adjusted Operating Profit.

Cigarettes distributed rose by 1.6% and RYO tobacco distributed grew by 3.9%.

Sales of other convenience products to tobacconists kept stable and revenues from top-ups declined at a lower rate than the industry as a whole due the diversification in rechargeable products, but margin gains in both activities contributed to improve Economic Sales of Tobacco and Related Products.



Regarding sales of convenience products to other points of sale, such as petrol stations, stores and vending machines' operators, the customer portfolio rationalization reduced its revenues but Economic Sales barely declined by 0.6%, continuing the improvement in this activity.

|                        | <b>Tobacco and<br/>Related Products</b> | <b>Other<br/>Businesses</b> | <b>Intra-<br/>segment<br/>Sales</b> | <b>TOTAL</b>   | <b>Δ16/15</b> |
|------------------------|-----------------------------------------|-----------------------------|-------------------------------------|----------------|---------------|
| <b>Revenues</b>        | <b>2,026.1</b>                          | <b>100.2</b>                | <b>-3.0</b>                         | <b>2,123.3</b> | <b>+0.8%</b>  |
| <b>Economic Sales</b>  | <b>116.2</b>                            | <b>25.1</b>                 | <b>-2.5</b>                         | <b>138.8</b>   | <b>+1.8%</b>  |
| (% of total in France) | 83.7%                                   | 18.1%                       | -1.8%                               |                |               |

Figures rounded to millions of Euros, except percentages

## Italy

Cigarettes distributed rose by 1.6% while the volume of RYO tobacco distributed grew by 4.6% within a context of price stability with higher tax burden.

The positive performance of volumes, the ongoing improvement in the sale of convenience products and the sale of other services to manufacturers led to a 0.1% growth in Economic Sales to €109.3m, in spite of the negative effect of not raising prices of tobacco notwithstanding the increase in special taxes in certain brands.

The company kept on implementing measures to optimize its network and improve operations at its central warehouses, aiming at continues raising the company's operating efficiency in Italy.

## 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 related and convenience products, electronic top-ups, pharmaceuticals, books, publications and lotteries, among others.

Madrid, 4 May 2016