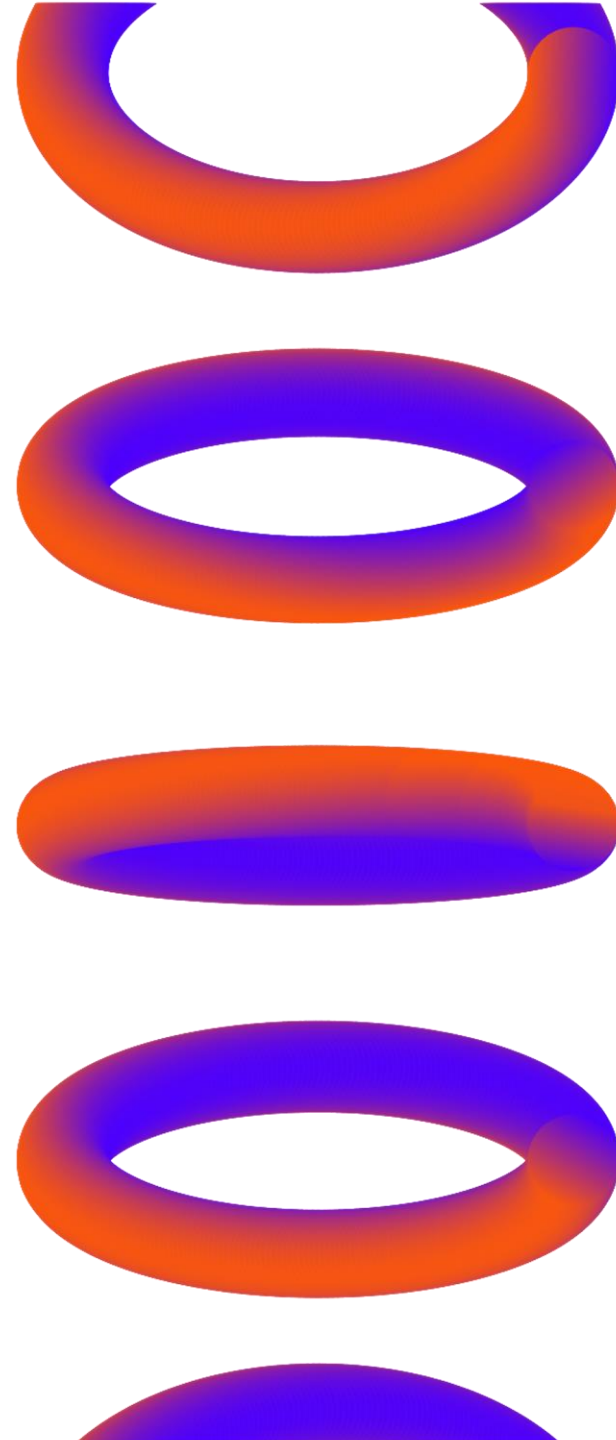


03.07.24

Logista

PHARMA



- 01 **Logista: Distribution to Local Businesses**
- 02 Logista Pharma: Pharmaceutical Distribution
- 03 Services and Capabilities

Distributor of products and services to **local businesses**
in Southern Europe (Spain, France, Italy and Portugal)



Kiosks



Petrol stations



Convenience
stores



Book shops



Tobacconists



Pharmacies



Hospitals

- ❑ **Products:** pharmaceuticals, healthcare, books, publications, tobacco, convenience, lotteries, electronic recharging, etc.
- ❑ **Covers** 200,000 points of sale (local businesses) accessed by 45 million consumers daily.

**Logista is the ideal partner for the marketing and distribution of products to
local businesses**

Logista Group transport

Logista

Strong presence in the transport sector



Urgent courier and
parcel services



Temperature-controlled last mile
transport



Dedicated transport
Hospitals, pharmacies,
tobacconists, kiosks, petrol
stations, etc.



Long-range haulage and
full loads



Logista figures



5

Countries

Spain, France, Italy, Portugal and Poland



200.000

Point of sales



45 MM

Daily customers
in the POS distributed



50.000 MM €

Invoiced
in products and services



15.000

Collaborators



600

Platforms and
service points



50.000

POS Terminals
installed

Logista, listed on the Madrid Market
and is part of the selective Ibex 35

01

Logista: Distribution to Local Businesses

02

Logista Pharma: Pharmaceutical Distribution

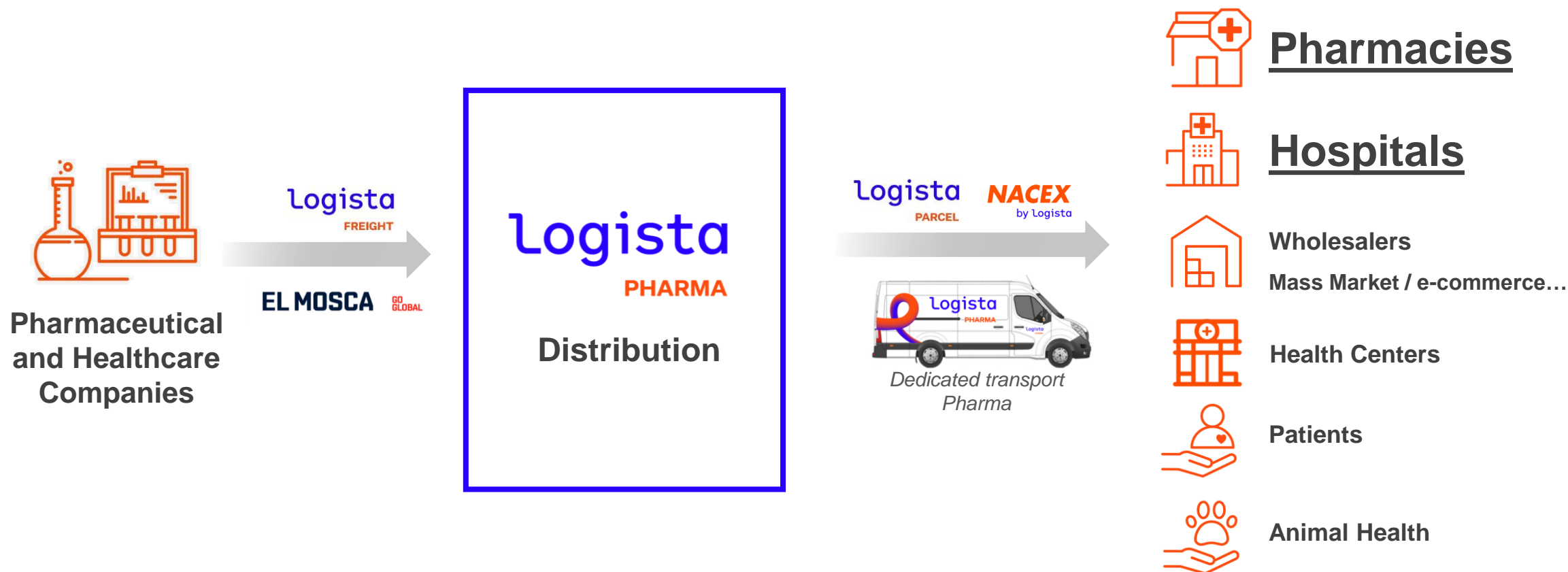
03

Services and Capabilities

Logista Pharma: Pharmaceutical Distribution

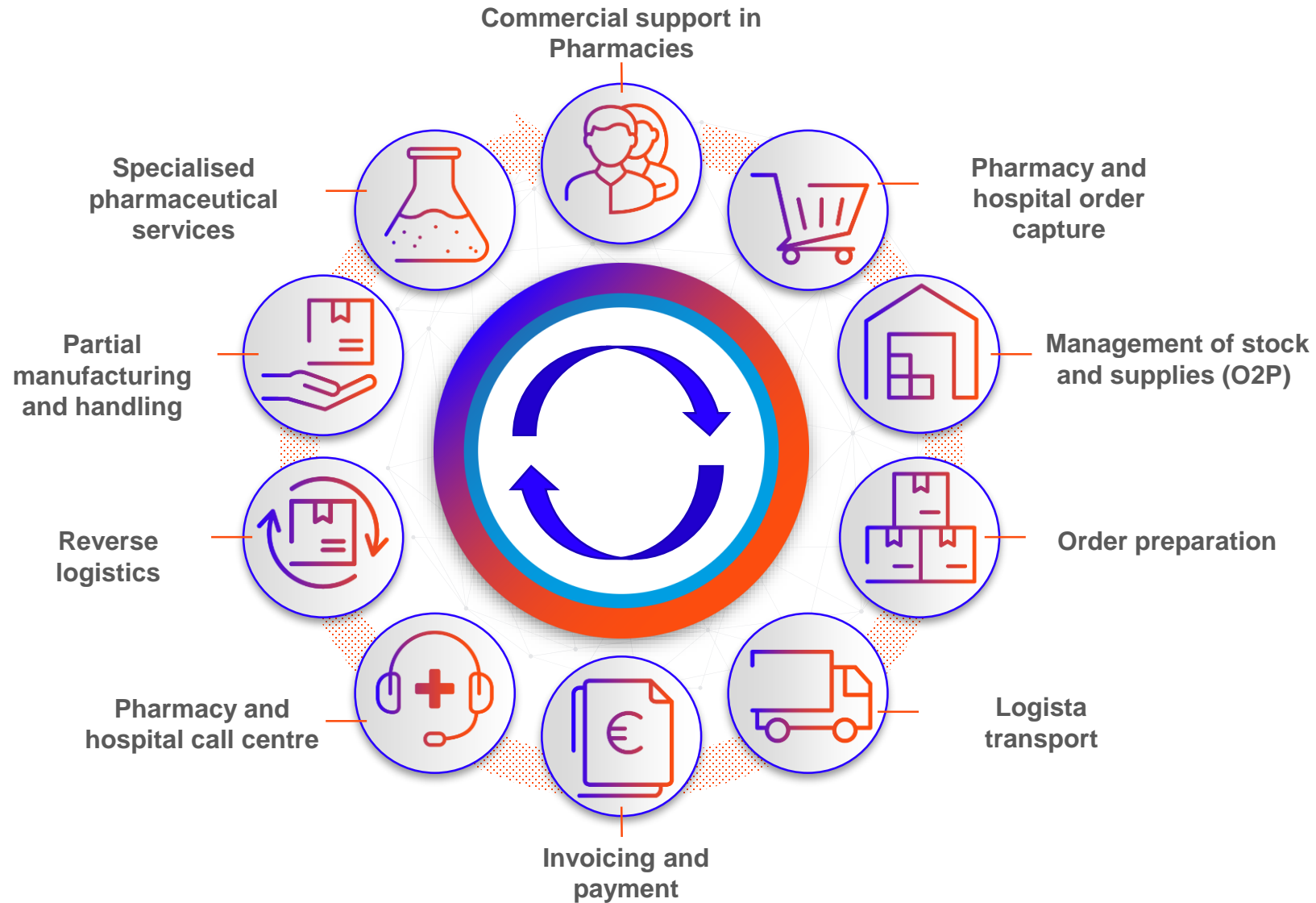


Distributor to all pharmaceutical channels (Spain, Portugal and Italy),



Fast, efficient and transparent access to pharmaceutical channels and with the widest range of services

The widest range of services...



...to cover all distribution needs to pharmacies, hospitals, etc.

The widest range of services...

Commercial support in Pharmacies

Incremental sales consultancy, delegate networks, telemarketing, technology platform, marketing services, **promotional material management**...

Specialised pharmaceutical services

Clinical trials, technical pharmaceutical services
Serialisation, sampling library, patient services, Bonafide,
Complaint samples, National Code Registry
Vaccine Distribution. Home Delivery + Administration

Partial manufacturing and handling

Pharmaceutical rooms. Packaging, labelling
Special employment center

Reverse logistics

Returns
Destruction of products
Management of credits...

Pharmacy and hospital call centre

Management of incidents, duplicate delivery notes,
management of complaints...

Pharmacy and hospital order capture

EDI, pharmacy interface, web orders, OCR hospitals, call centre...

Management of stock and supplies (O2P)

11 pharmaceutical plants
Forecasting of demand and stock optimization
(O2P - Order to Pay).

Order preparation

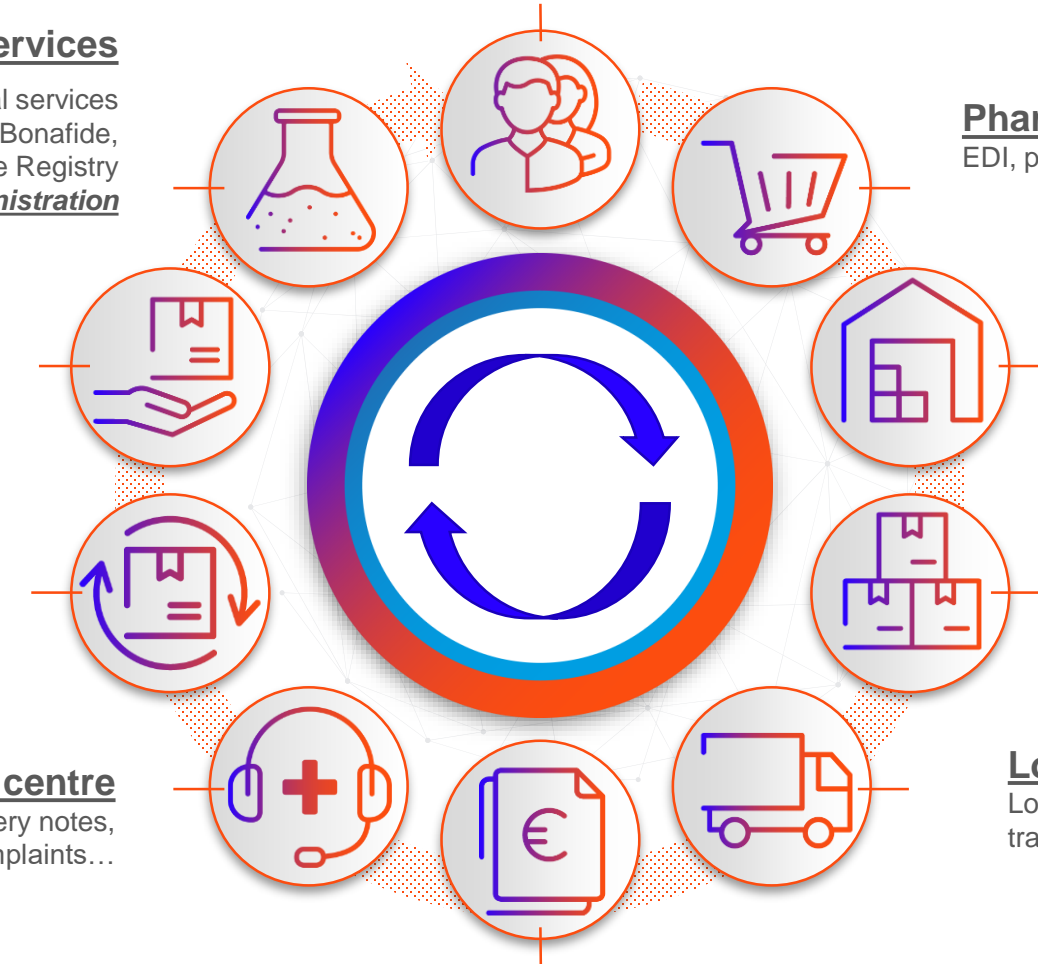
Pharmaceutical products: 2-8°C, 15-25°C,
-20°C, -70°C, -196°C.
Psychotropic and cytostatic products...

Logista transport

Logista Parcel/ Nacex / Logista Freight / dedicated Pharma
transport, GDPs Interactive Transport Centre (ITC)...

Invoicing and payment

O2C to pharmacies and hospitals



...to cover all distribution needs to pharmacies, hospitals, etc.

Contents

01 Logista: Distribution to Local Businesses

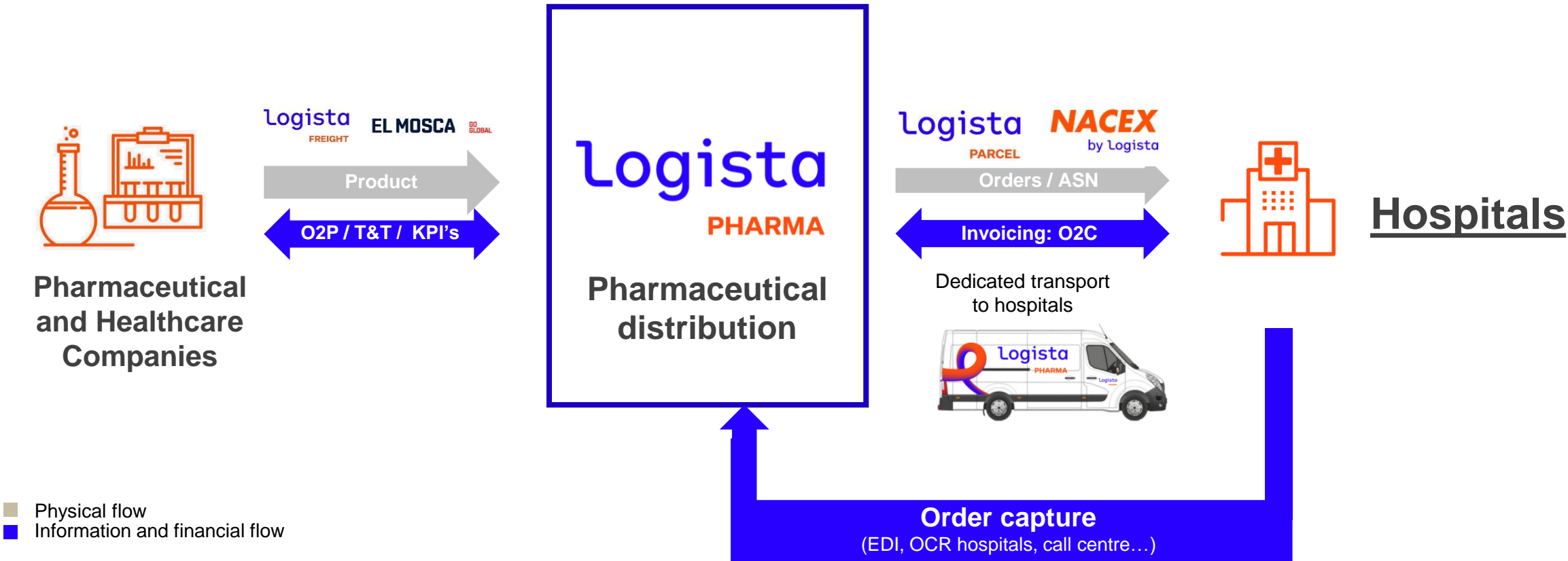
02 **Logista Pharma:**
Distribution to Hospitals
Distribution to Pharmacies

03 Services and Capabilities

Distribution to Hospitals

Leading distributor of pharmaceutical products to **hospitals** (Spain, Portugal and Italy)

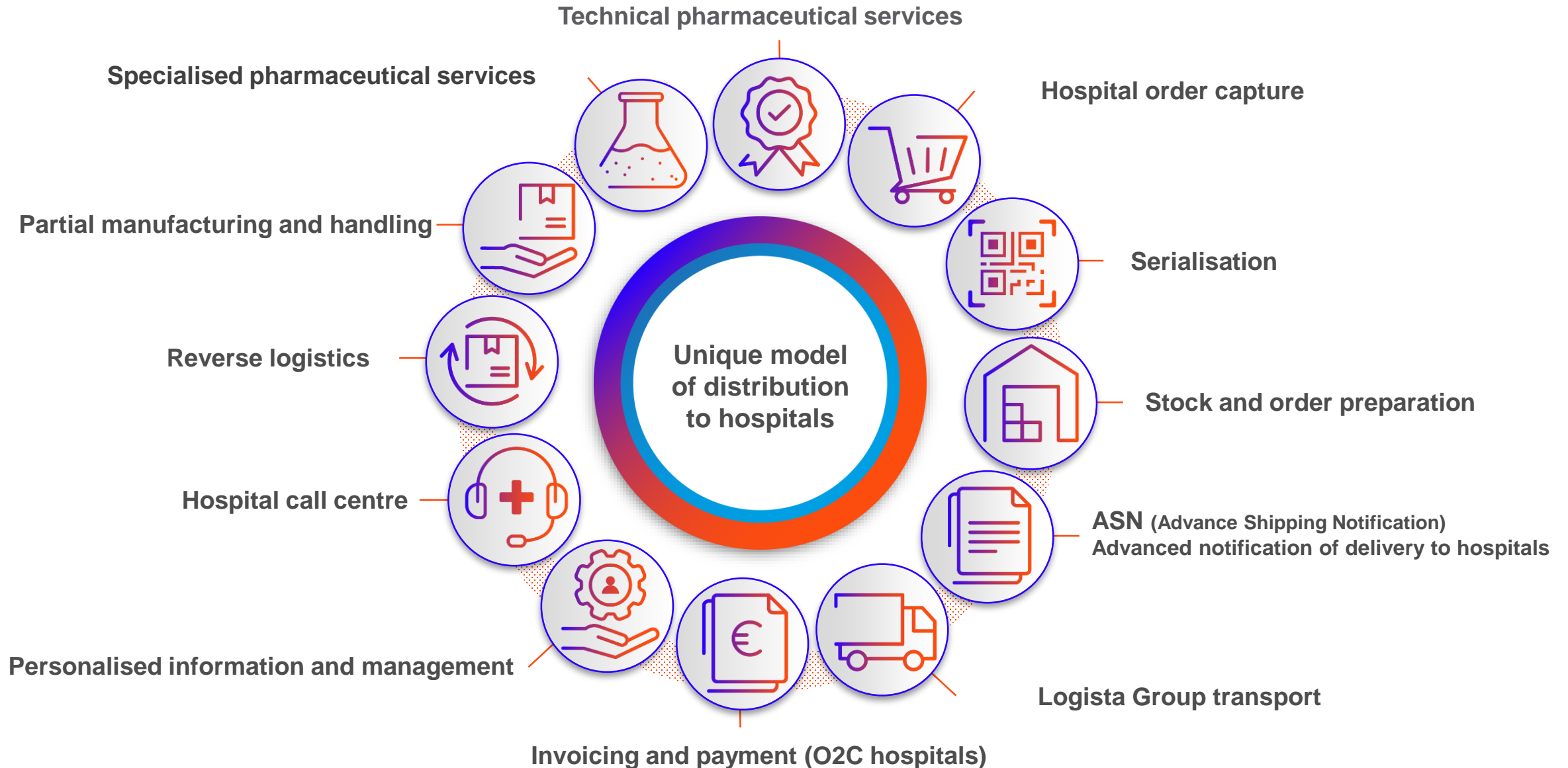
Market share of over 50%



The best hospital distribution

from order capture all the way to payment management.

Distribution to hospitals: wide range of specialized services



The most advanced capabilities and technologies

Distribution to hospitals: wide range of specialized services

Technical pharmaceutical services

Compliance with GDP / GMP / batch release / healthcare supervision /...

Specialised pharmaceutical services

Clinical trials, quarantines,
Sample library, patient services, Bonafide, Complaint
samples, National Code Registry

Vaccine distribution

Home Delivery + Administration

Partial manufacturing and handling

Pharmaceutical rooms. Packaging, labelling...
Special employment center

Promotional material management

Reverse logistics

Returns, destruction of products, credits...

Hospital call centre

Requesting info, management of incidents,
duplicate delivery notes, returns...

Personalised information and management

Dedicated manager, web T&T,
activity tracking, B.I, KPIs...

Invoicing and payment (O2C hospitals)

Administrative management and preparation of invoices, hospital debt,
imported products, On Time payment...

Hospital order capture

EDI (17 protocols), OCR hospitals, call centre...

Serialisation

Reading of unique code, aggregation, seizure,
making available to hospitals / laboratories

Stock and order preparation

11 pharmaceutical plants: 2-8°C, 15-25°C, -
20°C, -70°C, -196°C. Psychotropics, narcotics...
Supply management: O2P

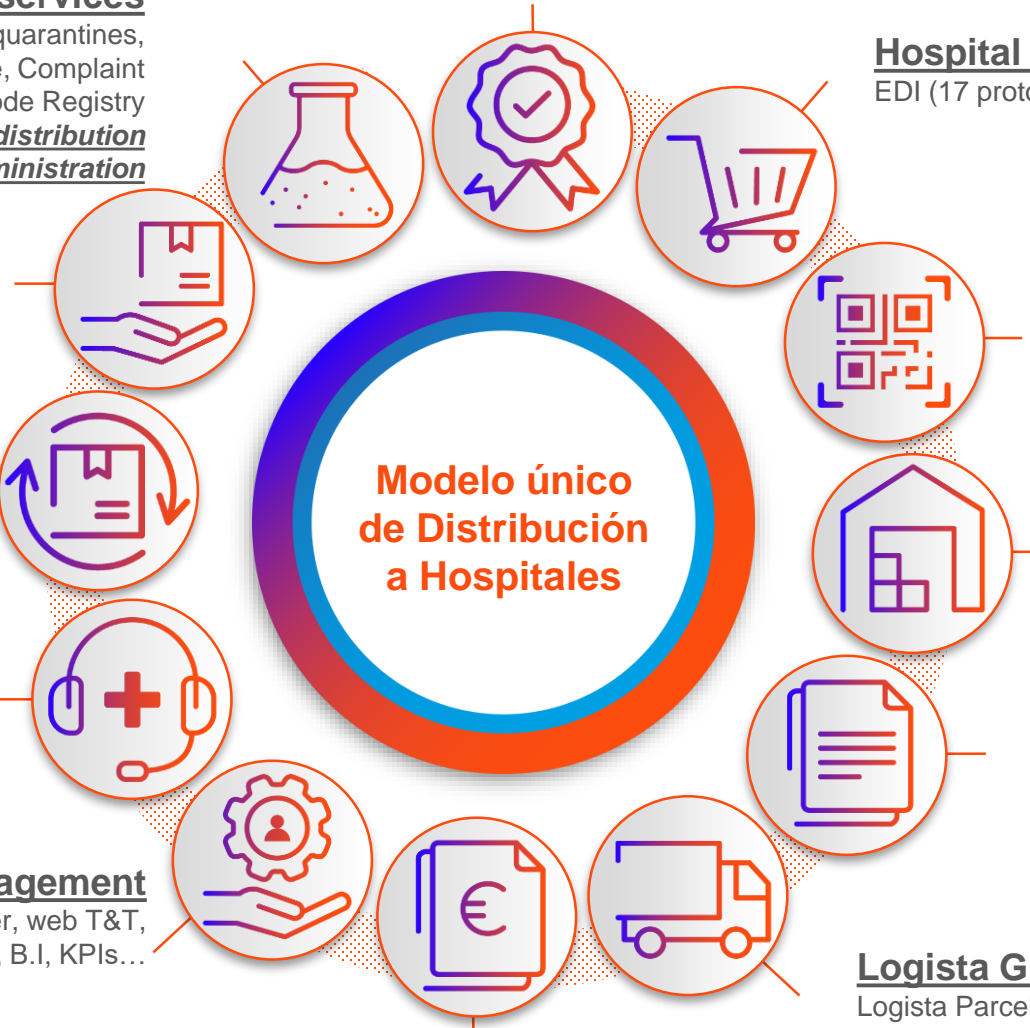
ASN (Advance Shipping Notification)

Advanced notification of delivery to hospitals

Connection to the hospital pharmacy service.

Logista Group transport

Logista Parcel/ Nacex / Logista Freight / dedicated transport (GDP).
Interactive Transport Centre (ITC).



The most advanced capabilities and technologies

01 Logista: Distribution to Local Businesses

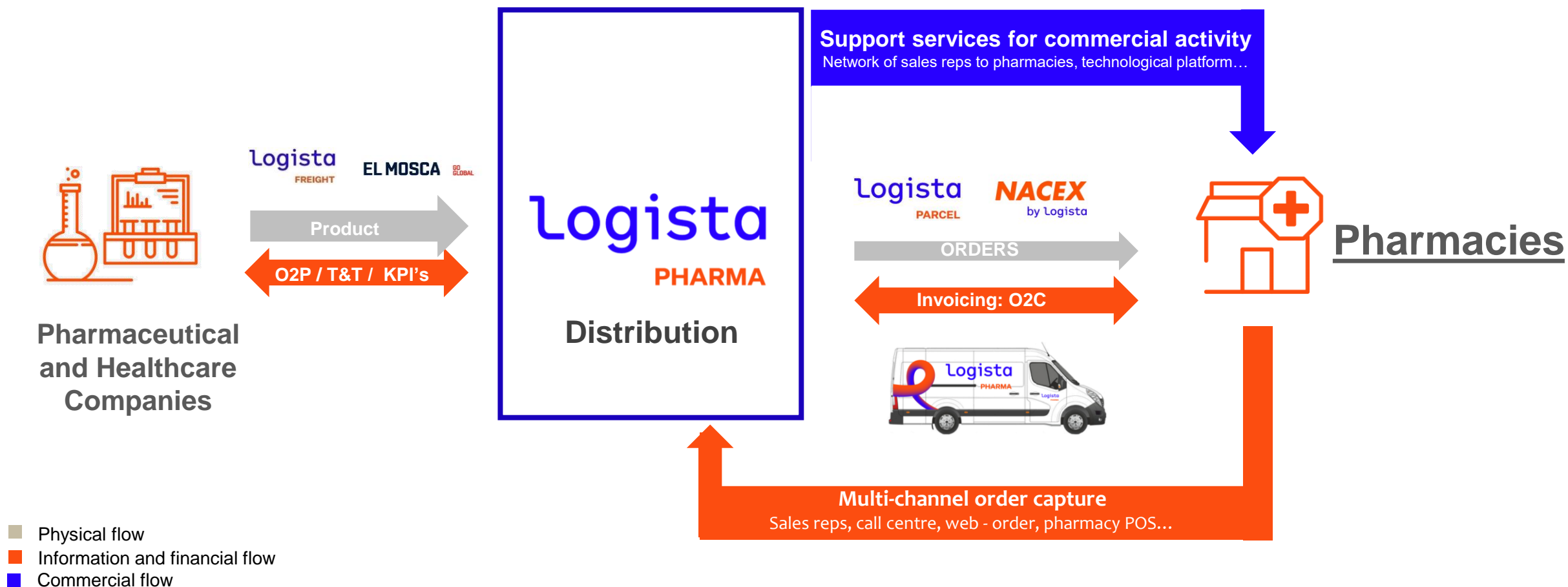
02 Logista Pharma:
Distribution to Hospitals
Distribution to Pharmacies

03 Services and Capabilities

Distribution to pharmacies

Independent pharmaceutical distributor to pharmacies

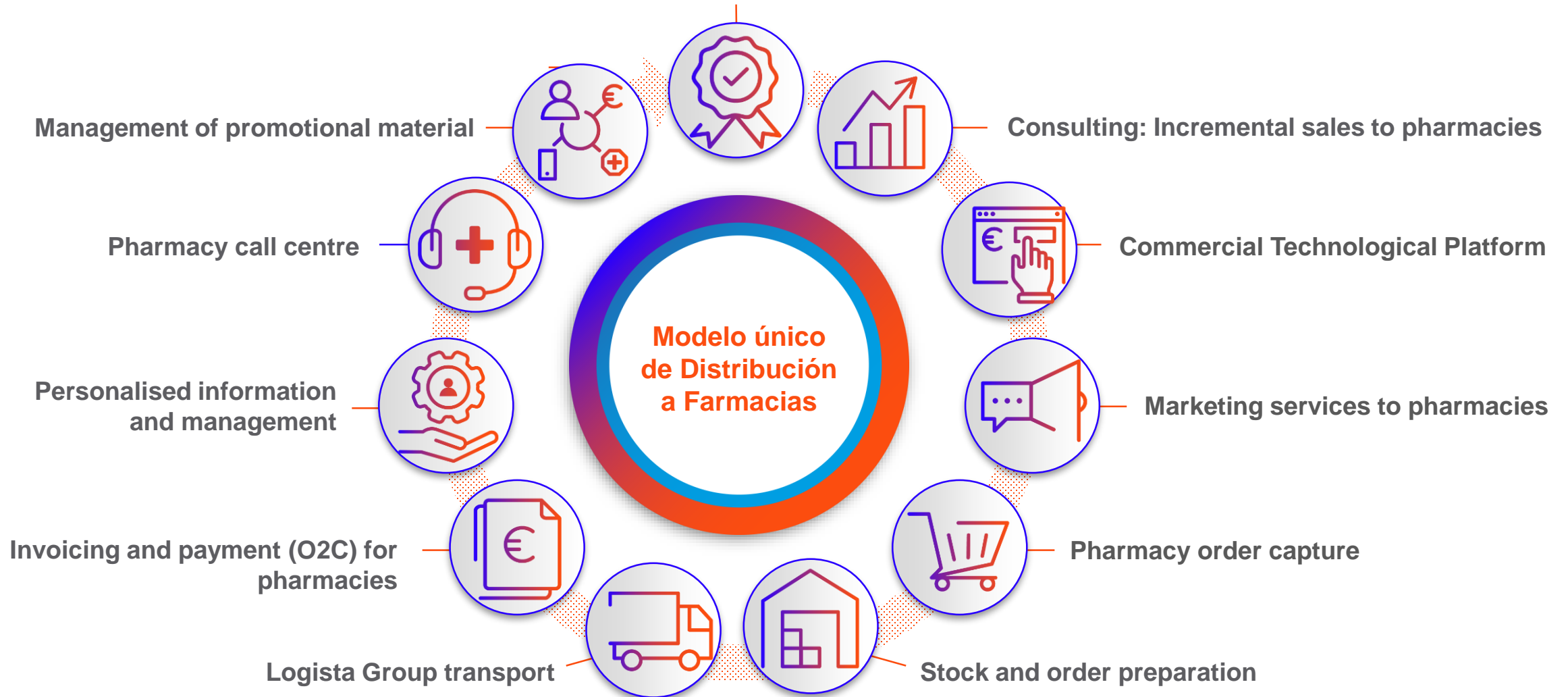
Cover to **100% of pharmacies** (Spain, Portugal and Italy).



To **increase sales** and **presence** in pharmacies, **transparent distribution** and strict **channel control**.

Distribution to pharmacies: wide range of specialised services

Commercial support in Pharmacies



To **increase sales** and **presence** in pharmacies, **transparent distribution** and strict **channel control**.

Distribution to pharmacies: wide range of specialised services

Commercial support in Pharmacies

Network of dedicated or shared sales reps (Multi-lab), telemarketing...

Management of promotional material

Packaging, labelling, kits, etc.
Mailings to sales reps / pharmacies.

Pharmacy call centre

Management of incidents, returns, expired items...
Reverse logistics

Personalised information and management

Dedicated manager, Web T&T, Power BI, activity tracking, KPIs.

Invoicing and payment (O2C) for pharmacies

Integrated management of invoicing process
Management of non-payments...

Logista Group transport.

Compliance with pharmaceutical regulations (GDP)
Interactive Transport Centre (ITC)
Advanced notification of delivery to pharmacies

Consulting: Incremental sales to pharmacies

DB >15,000 pharmacies, Business Intelligence (BI), Big Data, Predictive order...

Commercial Technological Platform

For commercial teams: Salesforce, Power BI, Involve, Commercial Network Planner, E-Learning, documentation app...

Marketing services to pharmacies

Newsletter, information leaflets, SMS, email, commercial documents, pharmacy e-learning...

Pharmacy order capture

Sales rep, web, pharmacy interface, call centre, OCR pharmacies, premium stock...

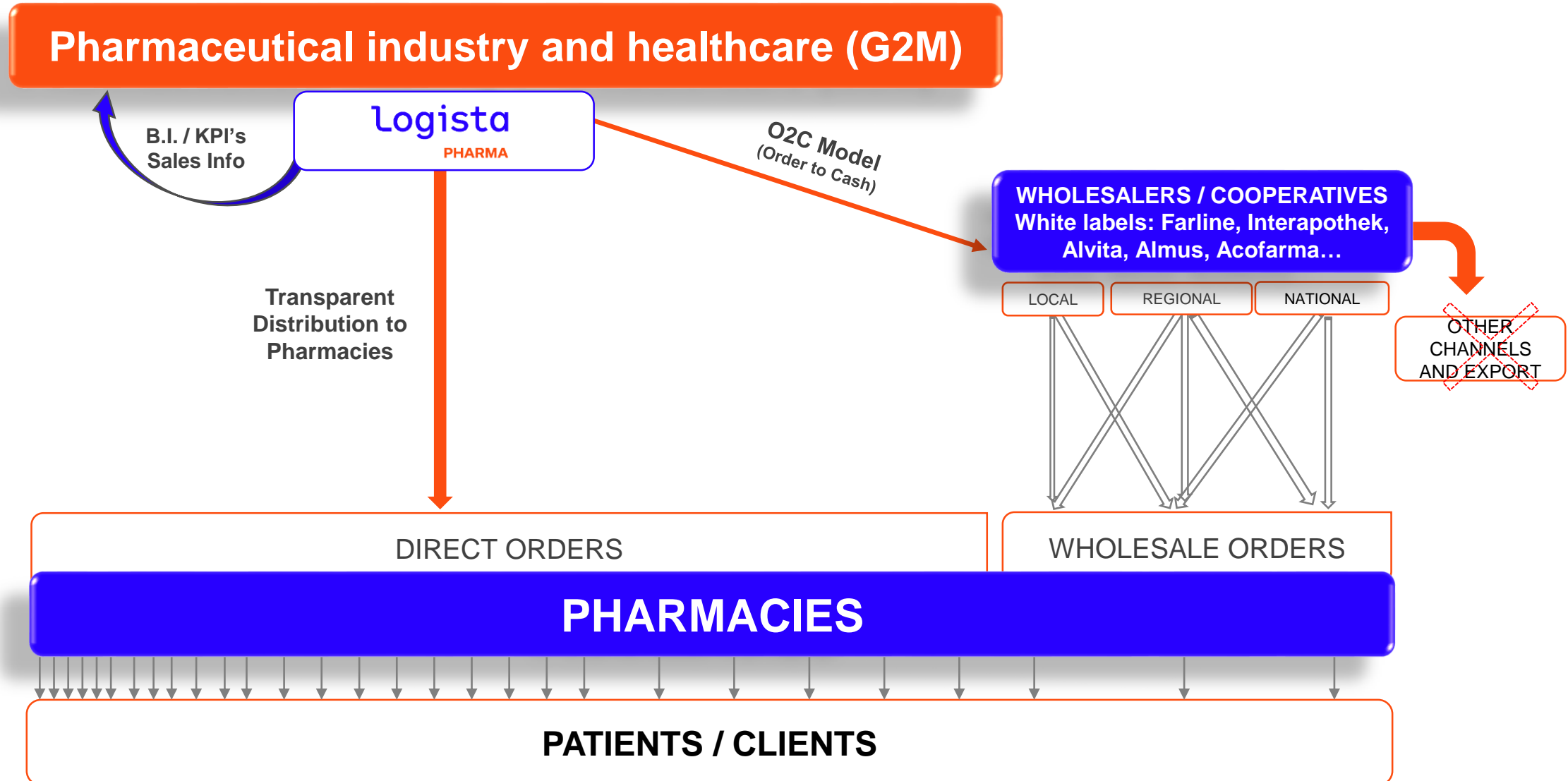
Stock and order preparation

Management of supplies and demand (O2P)
Stock and order preparation...

**Modelo único
de distribución
a Farmacias**

To increase sales and presence in pharmacies, transparent distribution and strict channel control.

Distribution to pharmacies: Logista Pharma, the ideal partner



01

Logista: Distribution to Local Businesses

02

Logista Pharma:

03

Services and Capabilities:

- Pharmaceutical plants
- Transport
- Technology and information systems
- Technical management and specialised value-added services

Pharmaceutical plants: 11 facilities in Spain, Portugal and Italy

Leganés area logistics complex with more than 65,000 m² Pharma in 3 facilities



... And with Europe's largest 2-8°C pharmaceutical cold store >8,000 pallets.

Pharmaceutical plants

The widest network. 11 plants in Spain, Portugal and Italy



Centre

- Leganés, 3 facilities (Madrid)
- Dosbarrios (Toledo)



Lisbon

- Alcochete
- Montijo



Barcelona / Valencia

- Piera (Barcelona)
- Barberá del Vallés (Barcelona)
- Valencia



Canary Islands

- Las Palmas de Gran Canaria



Roma

- Fiano Romano

Logista Group transport

Logista
PHARMA

Specific services for the pharmaceutical industry.
Compliance with GDP regulations.



**Urgent courier and
parcel services**



**Temperature-controlled last
mile transport**



**Dedicated transport
Hospitals and pharmacies**



EL MOSCA GO GLOBAL

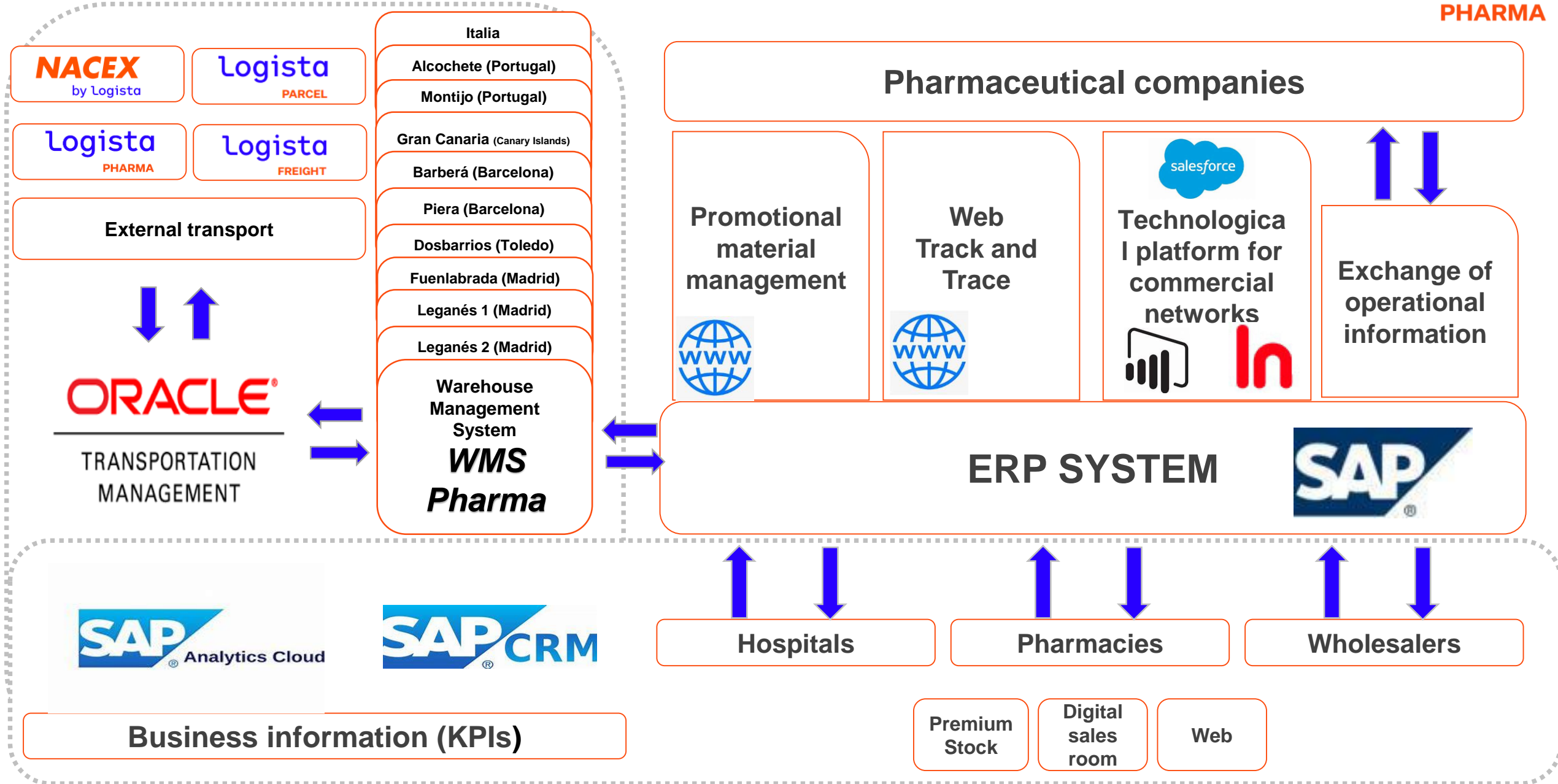
**Long-range haulage and
full loads**



Interactive Transport Centre (ITC), for proactive, integrated management.
ASN (Advance Shipping Notification) for deliveries.

Technological integration of systems

Logista
PHARMA



Technical management and specialised pharmaceutical services **Logista** PHARMA



Certifications

GDP / GMP, Nutritional, ISO 9001, ISO 14001



Isothermal Solutions

Queen Boxes, Premium



High security management

Narcotics, psychotropic substances, high economic value...



Clinical trials

Reception, storage, labelling and release, order preparation, returns, waste management



Sample library



Complaint samples (Pharmacovigilance):

receipt and individualised management according to laboratory instructions



Patient services



Quarantine management

Releases website



Bonafide:

Verification of the legality of clients: Hospitals, Pharmacies, Wholesalers, private clinics...etc.



Serialisation

Reading of unique code, aggregation, seizure, making available to hospitals / laboratories



National Codes:

Management for obtaining national codes (General Pharmaceutical Council).



Management of destructions

Incineration, energy assessment, inerting, aerosols, electrical and electronic waste, paper...



Vaccine management

2-8°C, -20°C, -70°C (dry ice)
-196°C (liquid nitrogen)

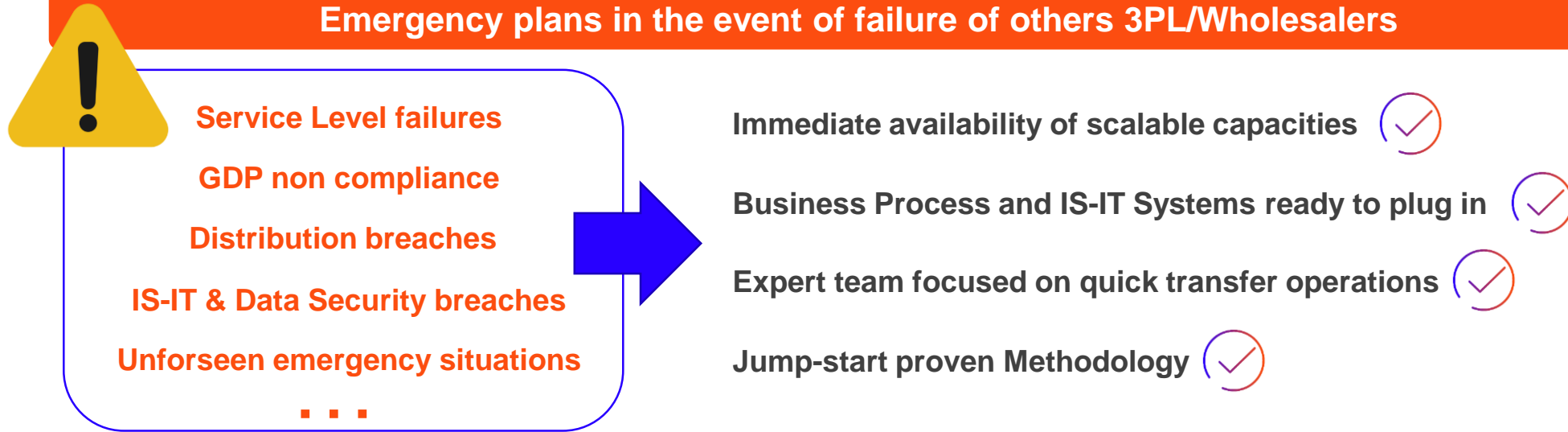


Partial manufacturing

Labelling, boxing, displays...

Solid Business Continuity Plans of immediate implementation

Emergency plans in the event of failure of others 3PL/Wholesalers



Assuring the product replenishment in the retail pharmacy channel



Fast and efficient transfer of pharmaceutical distribution

Sustainability: ESG commitments

Enviromental

- ✓ 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.

Sustainability

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

MSCI
ESG RATINGS



CCC B BB BBB A AA AAA

A Rating on a scale from AAA to CCC



Members of the Bloomberg Gender Equality Index in 2023

Best practice



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



CDP Supplier Engagement Leaderboard 2022

Logista, a company with great capacity and flexibility
placed in service to our clients

- ❑ Leaders in distribution in Southern Europe.
- ❑ Experience and know-how in local businesses and regulated sectors.
- ❑ Dynamic company, focused on our customers' needs.
- ❑ Professional team, with high management and technical standards.
- ❑ Financially sound.
- ❑ Vast experience in management of major projects.
- ❑ Business with high technological level in all processes, operations and services.

OUR COMMITMENT

Neutrality - Transparency - Confidentiality



Thank you