

ASPIAG
Austria-SPAR-International

2024

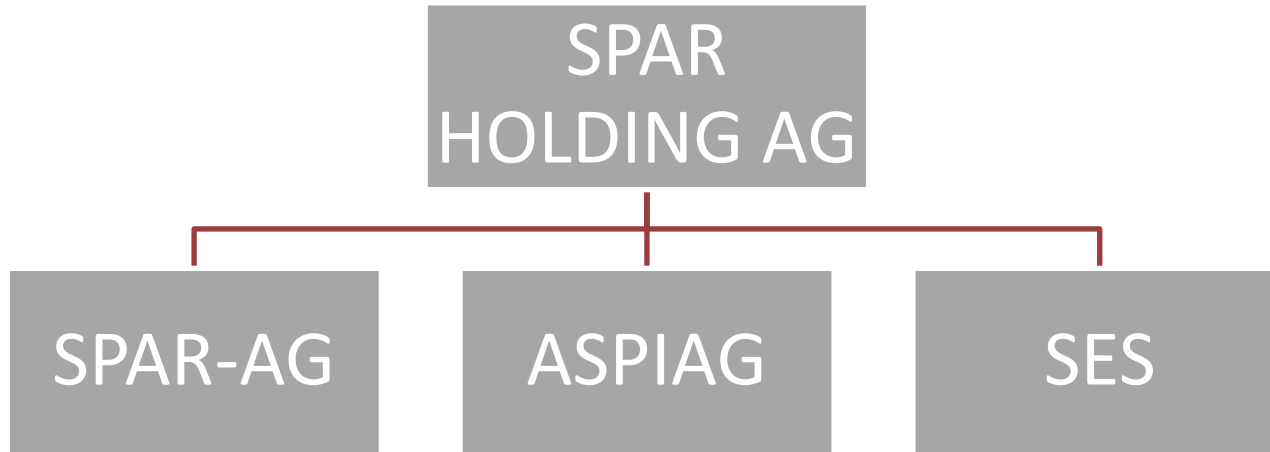
SPAR Austria Group

The diverse world of retail
under the SPAR umbrella



"The SPAR Austria Group is a successful food trading company in Central Europe and sports retailing as well as shopping centers in a total of eight countries."

SPAR Austria Group



On the 1st of May 2011 SPAR Austria adjusted the structure of the group and founded a new Holding company – the SPAR Holding AG.



The board of SPAR Holding AG is the same as the board of the SPAR Austria Group. Since 21st of November 2023: Mag. Markus Kaser, KR Hans K. Reisch (Chairman of the Board), Mag. Paul Klotz and Mag. Marcus Wild (f.t.l.)

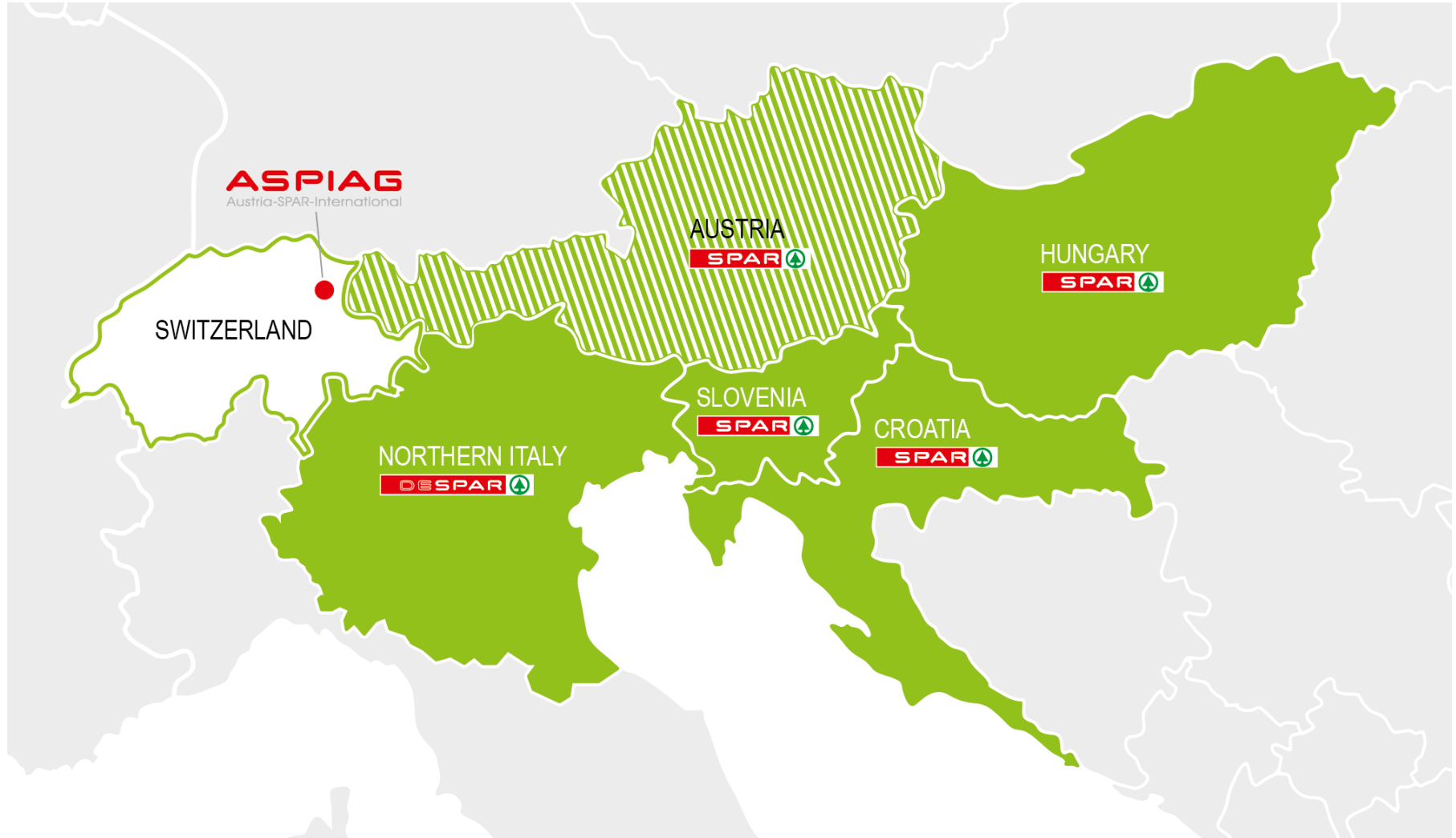
SPAR Austria Group



- Food retail business
 - In Austria
 - In neighbouring countries
- Sports retail business
- Shopping center



ASPIAG Management AG



ASPIAG board of directors



Mag. Paul Klotz
President of the Board of Directors



Mag. Robert Spiegel
Delegate of the Board of Directors



Mag. Markus Kaser
Member of the Board of Directors



KR Hans K. Reisch
Member of the Board of Directors



Hans-Andrée Koch
Member of the Board of Directors



Mag. Marcus Wild
Member of the Board of Directors

ASPIAG – core tasks

ASPIAG is the management and holding corporation for the national organizations in Northeast Italy, Slovenia, Hungary and Croatia. The ASPIAG team organizes the know-how transfer between countries and assists the management in the particular countries.

General Management



Mag. Robert Spiegel
Delegate Board of Directors



ASPIAG – core tasks

ASPIAG is the management and holding company of the national organizations in Northeast Italy, Slovenia, Hungary and Croatia. The ASPIAG team organizes the transnational know-how transfer, supports the management in each country in operative matters and manages the development and localization of store formats.



ASPIAG

Austria-SPAR-International

Facts

founded:	1990 in St. Margrethen (CH)
located:	since 2010 in Widnau (CH)
ownership:	shareholders of SPAR Austria
country	DESPAR Northern Italy
organisations:	SPAR Slovenia SPAR Hungary SPAR Croatia

History

First acquisition in Italy...



DESPAR Bolzano

DESPAR Padua

DESPAR Udine





DESPAR Northern Italy

DATA AND FACTS 2023:

Outlets:

DESPAR/EUROSPAR: 513

INTERSPAR: 42

Total: 555

Sales area in m²:

DESPAR/EUROSPAR: 313.679

INTERSPAR: 121.467

Total: 435.146

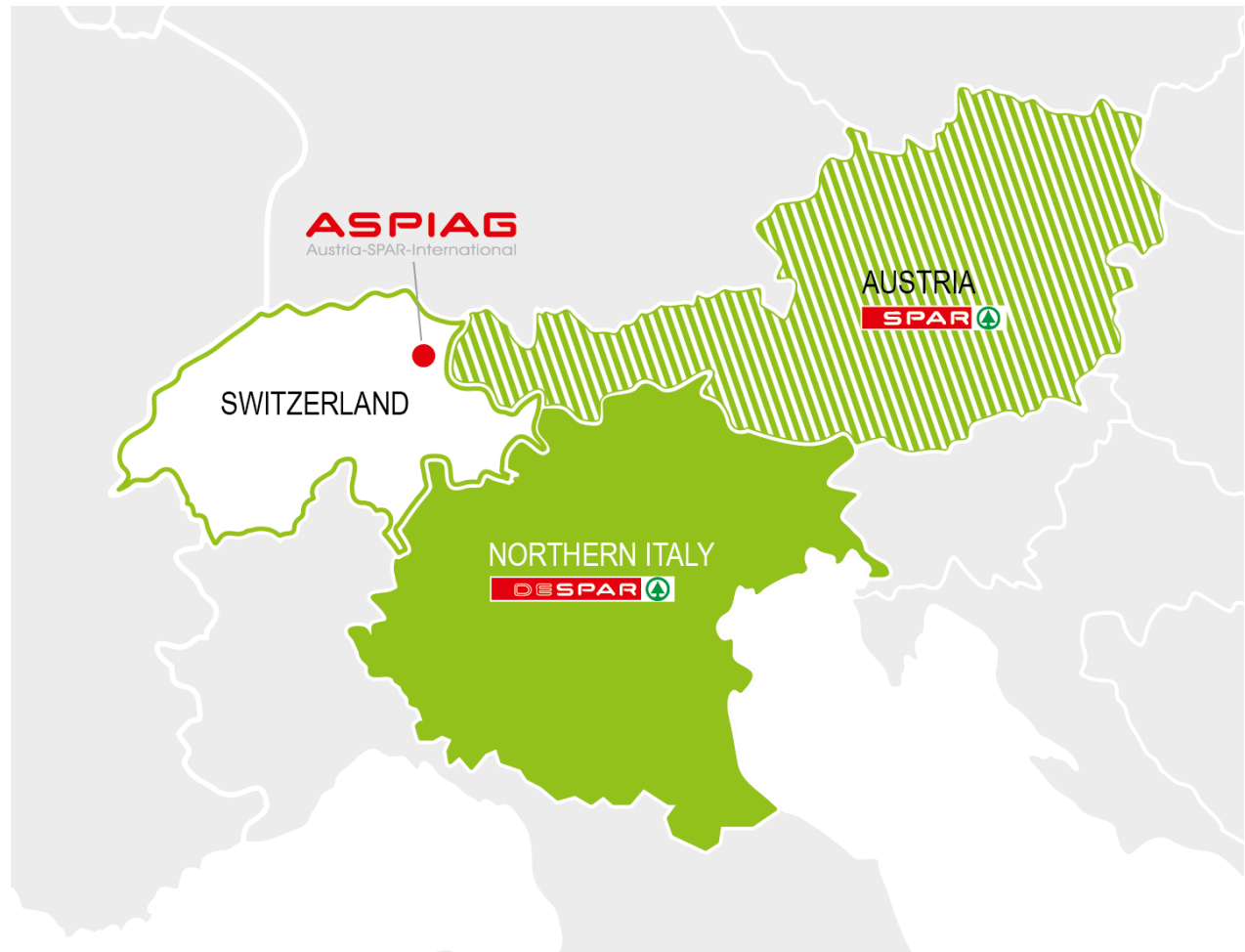
Turnover in €:

Total: 2,71 bn.

Change t. p. year: + 6,3%

Employees:

Total: 11.727





Data and facts



ASPIAG
Austria-SPAR-International

Development

- 1991: Foundation of ASPIAG Service srl. by ASPIAG AG; acquisition of various companies and expansion of market position
- 1997: Opening of the TANN meat factory in Bolzano (now Superdistribuzione srl.)
- 2000: Concentration on the territory of Northeast Italy and the province of Ferrara
- 2006: Joining the Centrale Italiana, the country's largest Purchasing Centre
- Acquisition of various companies (e.g. 62 Pellicano supermarkets from Lombardini and 10 A&O supermarkets from Tosolini)
- Strong internal expansion, including the development of new convenience stores in small format (DESPAR EXPRESS)
- Strong own expansion in core regions and new neighboring provinces

Market leader in Northeast Italy

Through various company acquisitions, the market position was expanded with healthy growth, making DESPAR Northern Italy **the market leader in the area** served. The company already has over 570 locations in the regions of Trentino-Alto Adige, Veneto, Friuli-Venezia Giulia and Emilia Romagna as well as in the provinces of Ferrara, Bologna, Parma, Reggio Emilia, Modena and Mantova. More than 300 DESPAR business people are another strong pillar of the company. ASPIAG Service s.r.l. operates its DESPAR and EUROSPAR stores as typical regional local suppliers. The head office of ASPIAG Service s.r.l. is in Mestrino (near Padua). There are also regional headquarters in Bolzano and Udine, which supply and service the surrounding regions. With organic expansion and constant sales growth, DESPAR is at the forefront of the food retailers in the country and is working and expanding the market sustainably.

Contact DESPAR Northeast-Italy



ASPIAG Service s.r.l.

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35035 Mestrino (PD)
Tel.: 0039 / 049 – 90 09 310
Fax: 0039 / 049 – 90 09 448
[E-Mail: info@despar.it](mailto:info@despar.it)

Management Northeast-Italy



Mag. Paul Klotz

President of the Administrative Board



Francesco Montalvo

Member of the Administrative Board



Dr. Christof Rissbacher

Member of the Administrative Board

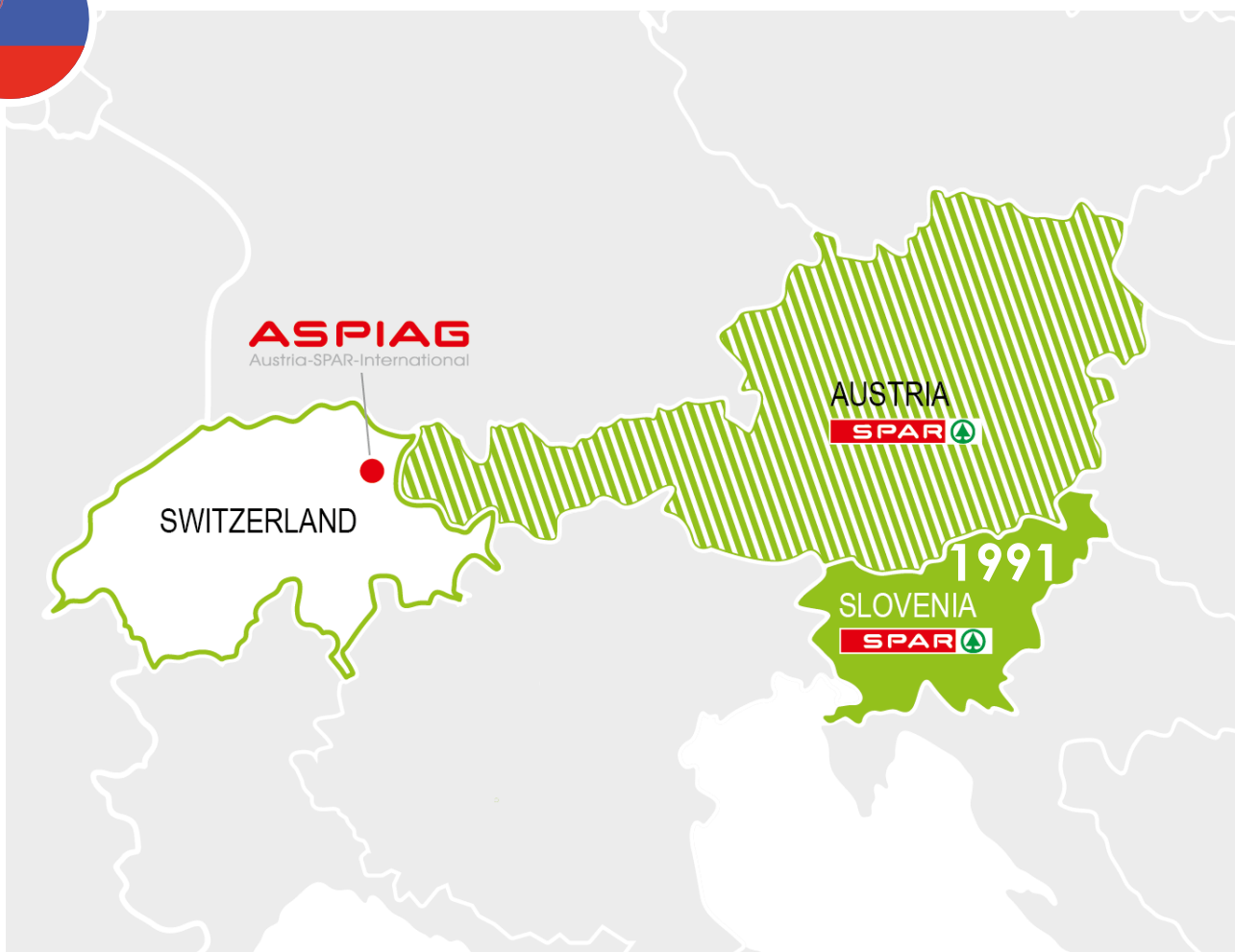


Massimo Salvato

Member of the Administrative Board

History

Slovenia





SPAR Slovenia

ASPIAG
Austria-SPAR-International

DATA AND FACTS 2023:

Outlets:

SPAR:	124
INTERSPAR:	22
Total:	146

Sales area in m²:

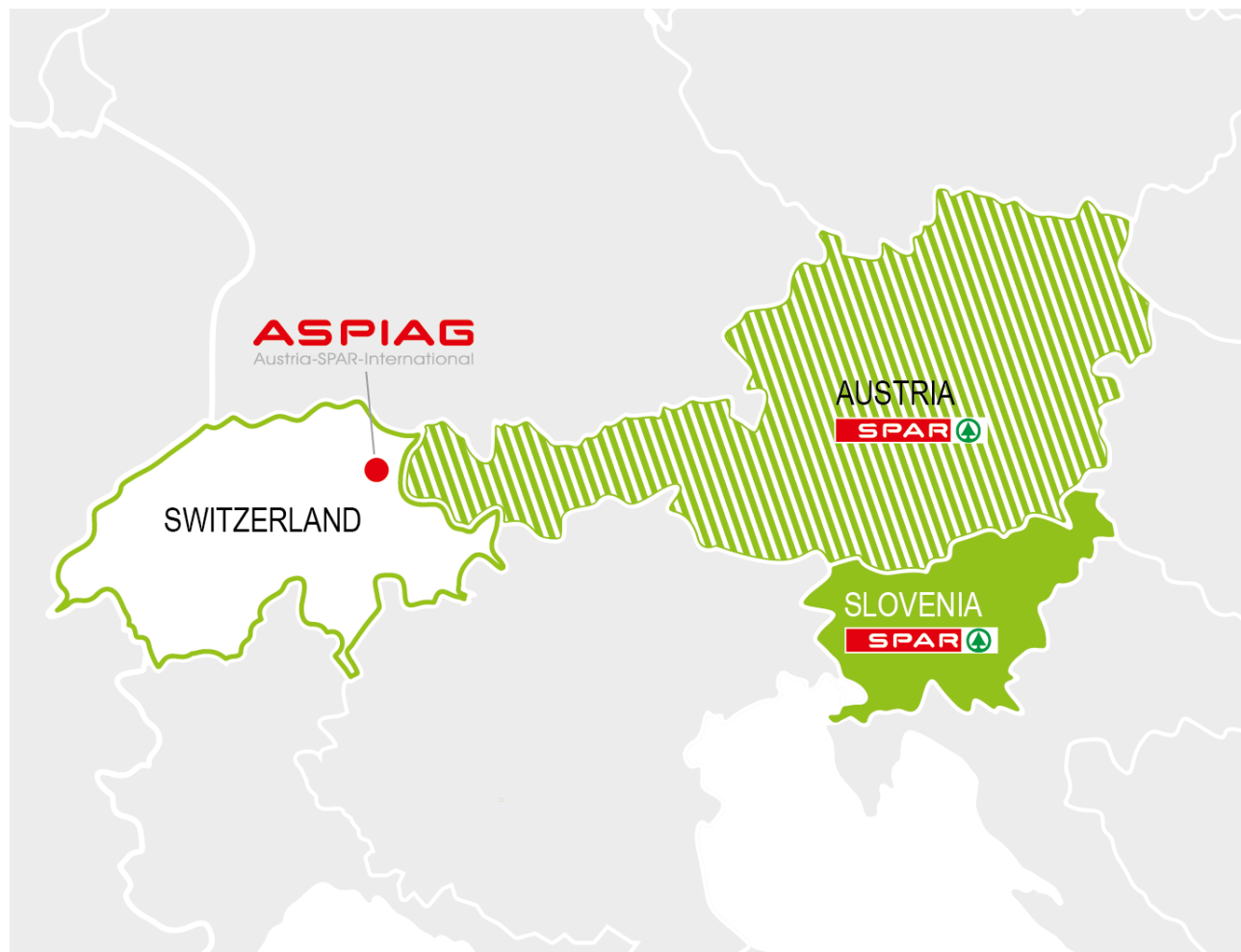
SPAR:	116.047
INTERSPAR:	59.249
Total:	175.296

Turnover in €:

Total:	1,23 bn.
Change t. p.year:	+ 13,6%

Employees:

Total :	5.465
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Data and Facts



ASPIAG
Austria-SPAR-International

Development

- 1991: Foundation of SPAR Slovenia, originally in a joint venture with the Slovenian trading company Mercator
- 1991: Opening of the first SPAR Supermarket
- 1993: Opening of the first INTERSPAR Hypermarket
- 1999: Introduction of SPAR's private label as the first company on the Slovenian market
- 2002: Construction of the CITYPARK Ljubljana shopping centre with the world's largest INTERSPAR Hypermarket at the time
- 2003: Opening of the modern wholesale warehouse in Ljubljana
- 2004: Slovenia joins the EU
- 2006: 15 years of SPAR Slovenia; construction of the second part of the distribution centre to supply the markets with fresh produce
- 2007: Price reduction for SPAR and INTERSPAR even before the introduction of the Euro
- 2008: Opening of the new SPAR wholesale bakery
- 2009: Nationwide introduction of self-checkout cash registers
- 2009: Opening of the first SPAR 2000 Supermarket in Slovenj Gradec
- 2011: Introduction of the SPAR plus customer card
- 2012: Opening of the first City SPAR Market in Ljubljana
- 2015: First SPAR retailer in Slovenia, Mr Blatnik, opens a SPAR Supermarket in Ljubljana-Lavrica
- 2018: Launch of SPAR Online Shop

Top player on the Slovenian market

The combination of international branded goods, many regional Slovenian products and super-priced SPAR private labels has been meeting the needs of Slovenians since 1991. SPAR Slovenia has expanded continuously and is now represented in the country with over 120 locations, 20 of which are managed by independent retailers. This makes the company a **strong number two in the market** and also one of the **largest employers**. With six different types of shops, the different locations can be occupied and customers receive an individual range of products. SPAR Slovenia's headquarters, logistics centre and SPAR's own bakery are located in Ljubljana.

Management Slovenia



Dkfm. David Kovačič
Executive Director



Jure Petkovšek
Member of the Executive Board

Contact SPAR Slovenia



SPAR Slovenia d.o.o.

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[E-Mail: info@spar.si](mailto:info@spar.si)

History

Hungary





SPAR Hungary

DATA AND FACTS 2023:

Outlets:		Sales area in m²:		Turnover in €:		Employees:
SPAR:	605	SPAR:	304.503	Total:	2,78 bn.	Total: 17.741
INTERSPAR:	36	INTERSPAR:	142.630	Change t. p. year:	+ 18,7% *	
Total:	641	Total:	447.133	Change t. p. year :	+ 15,8% *²	



* = wkb: Currency-adjusted sales growth (in local currency)

*² = wkv: Sales growth with changes in exchange rates (currency conversion at annual average rate)



Data and Facts



ASPIAG
Austria-SPAR-International

Development

- 1990: Entry into the Hungarian market through the partial takeover of the General company in Tatabánya
- 1991: Opening of the first SPAR Supermarket
- 1994: Construction of a modern SPAR distribution centre in Bicske
- 1995: Opening of the first INTERSPAR Hypermarket in Győr
- Acquisition of further companies, mainly in the capital Budapest and the regions around Szeged and Pécs
- 2002: Acquisition of 14 Billa supermarkets
- 2003: Acquisition of 22 Kaiser's supermarkets
- 2004: Opening of a modern meat factory at the Bicske site with around 120 employees
- 2006: Foundation of the SPAR Academy for the training and further education of employees
- 2006: Opening of the first City SPAR store in Budapest
- 2008: Acquisition of 177 stores of the discount chain Plus
- 2008: Opening of a second logistics centre in Üllő with 47,000 m² floor space and 600 employees
- 2009: Launch of the SuperShop customer card in all SPAR and INTERSPAR markets
- 2009 / 2010: conversion of all 177 Plus stores to modern SPAR Supermarkets
- 2011: Conversion of Kaisers supermarkets to modern SPAR Supermarkets
- 2011: Opening of the first SPAR 2000 Supermarket in Szeged
- 2012: Hungary's first SPAR retailer, Mr Márton Wittner, opens two SPAR Supermarkets in Mór
- 2013: First SPAR retailer in Budapest, Mr Kunné Csörgő Tünde, opens a SPAR Supermarket
- 2013: Opening of the first SPAR express petrol station shop by SPAR retailer Mr József Tóth in Budapest XI
- 2013: Expansion SPAR meat factory
- 2015: Opening of the Training centre and department for meat cutting in the meat factory
- 2018: Opening of SPAR enjoy Convenience production facility
- 2019: Launch SPAR Online Shop
- 2020: Expansion of the REGNUM meat plant through the takeover of the Zimbo meat processing plant in Perbál.

Strong food retailer in Hungary

Acquisitions and a consistent expansion policy shaped the history of SPAR Hungary. SPAR Hungary has around 615 SPAR locations in the country and holds a **strong position in the Hungarian food trade.**

Management Hungary



Gabriella Heiszler
Executive Director



Zsolt Szalay
Member of the Executive Board



Eduard Vonier
Member of the Executive Board

Kontakt SPAR Hungary



SPAR Magyarország Kereskedelmi Kft.

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Oder: Postfach 27, H – 2061 Bicske
Tel.: 0036 / 20 / 823 7000
Fax: 0036 / 22/ 567 042
info@spar.hu

History

Croatia





SPAR Croatia

DATA AND FACTS 2023:

Outlets:

SPAR:	112
INTERSPAR:	26
Total:	138

Sales area in m²:

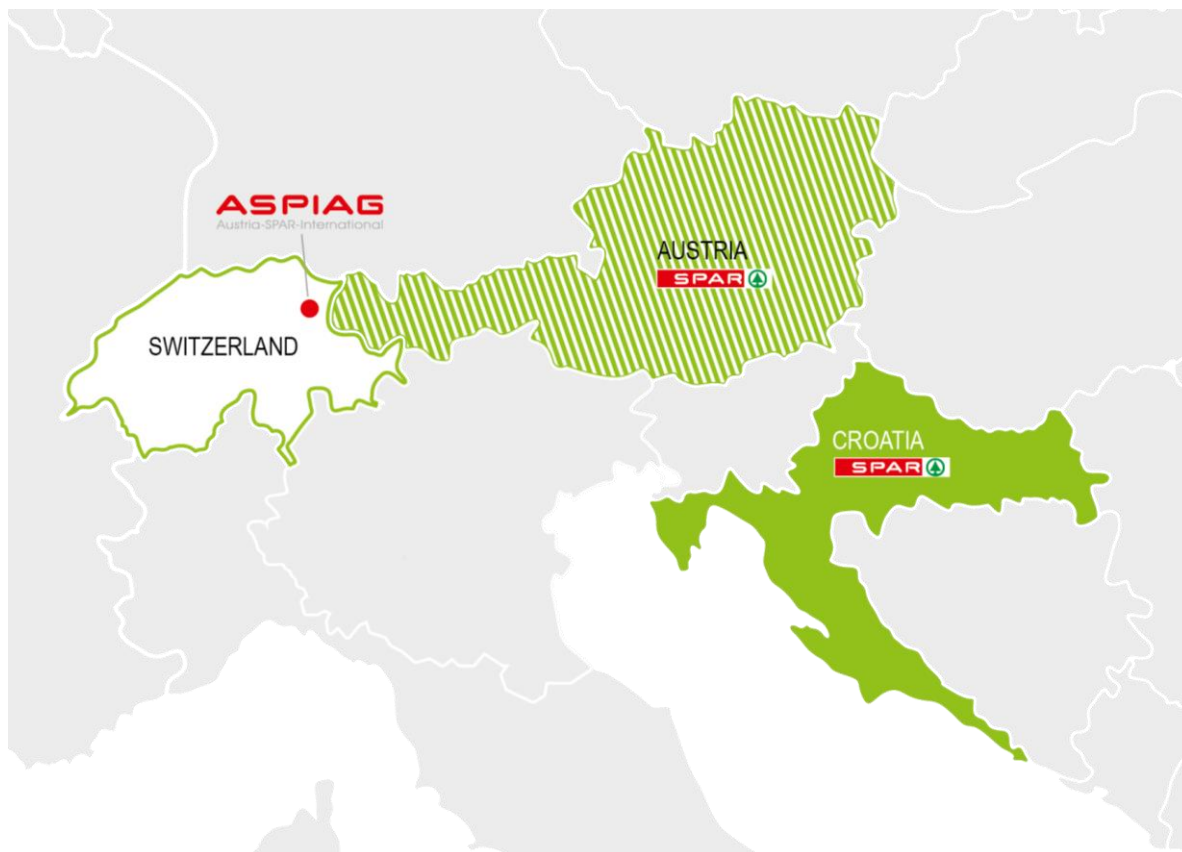
SPAR:	93.212
INTERSPAR:	94.667
Total:	187.879

Turnover in €:

Total:	1,08 bn.
Change t. p. year:	+ 20,7%

Employees:

Total:	5.043
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Data and Facts



ASPIAG
Austria-SPAR-International

Development

- 2005: Start in Croatia with the opening of the first INTERSPAR Hypermarket in Zadar
- 2007: Start with the wholesale centre in Zagreb
- 2009: Acquisition of four Ipercoop hypermarkets in Zagreb, Osijek and Split-Kaštela
- 2009: Conversion of the first Ipercoop location to a modern INTERSPAR Hypermarket
- 2009: Opening of the first INTERSPAR Restaurant in Croatia
- 2009: Opening of the first SPAR Supermarket in Varaždin
- 2010: Conversion of all Ipercoop stores to INTERSPAR
- 2010: Opening of the first SPAR 2000 Supermarket in Zadar
- 2012: Opening of the first energy-saving INTERSPAR Hypermarket in Zagreb
- 2014: Opening of the first SPAR City Market in Zagreb
- 2014: Acquisition of 20 Diona locations and conversion to SPAR Supermarkets in Zagreb and the surrounding area
- 2017: Acquisition of 62 Billa locations and the Billa logistics centre in Sveta Nedelja
- 2023: Start of construction of SPAR central warehouse NEW

SPAR Croatia in the fast lane

The company is growing continuously through its own location developments and several company acquisitions, such as the takeover of Billa Croatia in 2017. Today, SPAR Croatia already has more than 100 locations, and with a market share of around ten percent, the company now ranks among **the "top three" food retailers in Croatia**. From the headquarters in Zagreb, the strategic expansion is being further advanced. The logistics center is located in Sveta Nedelja.

Management Croatia



Mag. Helmut Fenzl
Executive Director



Danijel Vidiš
Member of the Executive Board

Contact SPAR Croatia



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Turnover 2023

ASPIAG: 7,8 bn. €* (+ 13,5 %)



SPAR Austria Group total: 20,51 bn. € (+10,1%)

* = wkb: Currency-adjusted sales growth (in local currency)

Employees 2023

ASPIAG countries: 41.700

ASPIAG
Austria-SPAR-International

SWITZERLAND

AUSTRIA



HUNGARY



SLOVENIA



CROATIA



NORTHERN ITALY



SPAR Austria Group total: 93.522

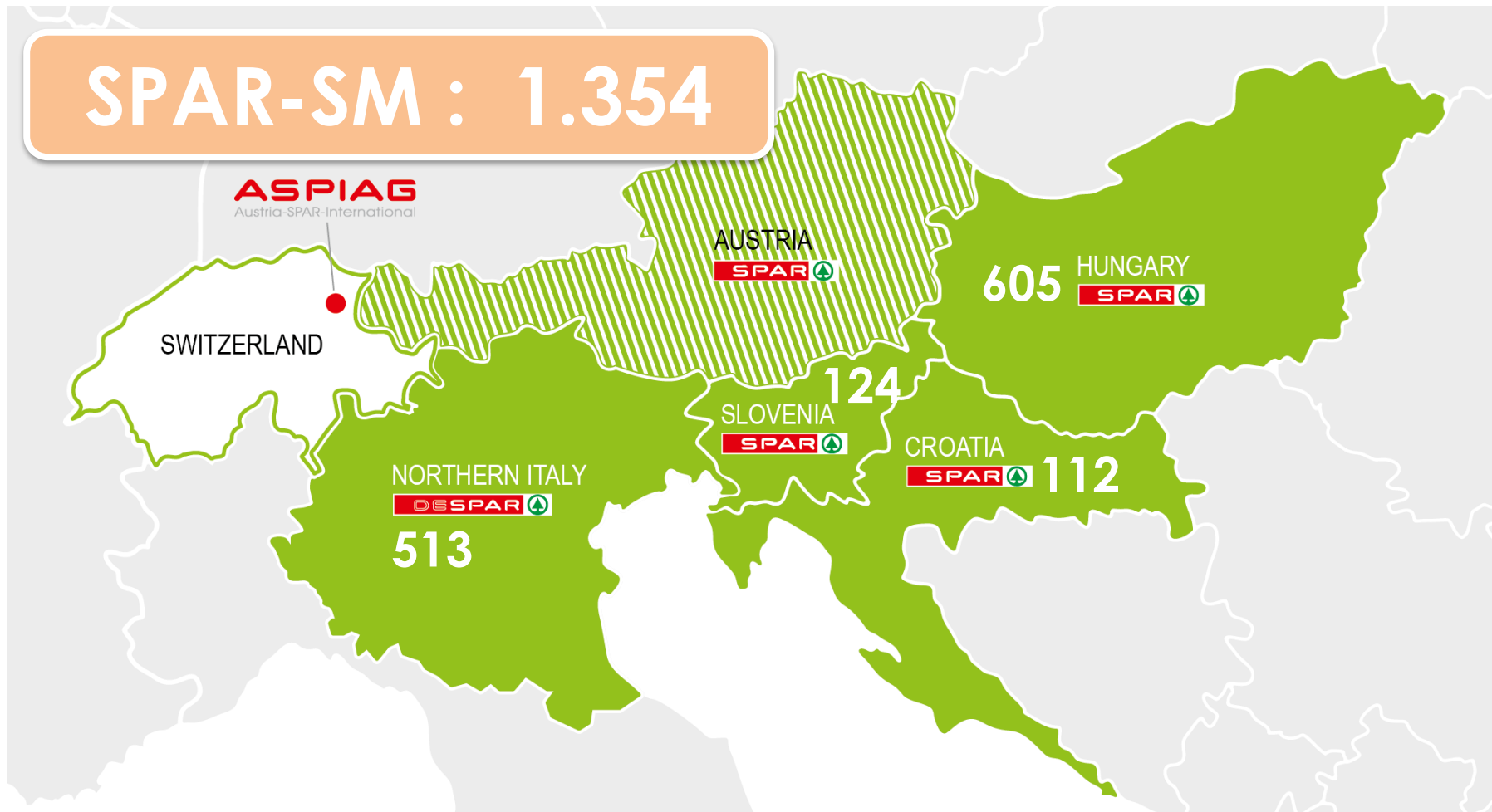


– Supermarket



Modern local suppliers with a sales area up to 2.000 m².

SPAR – Supermarket



INTERSPAR

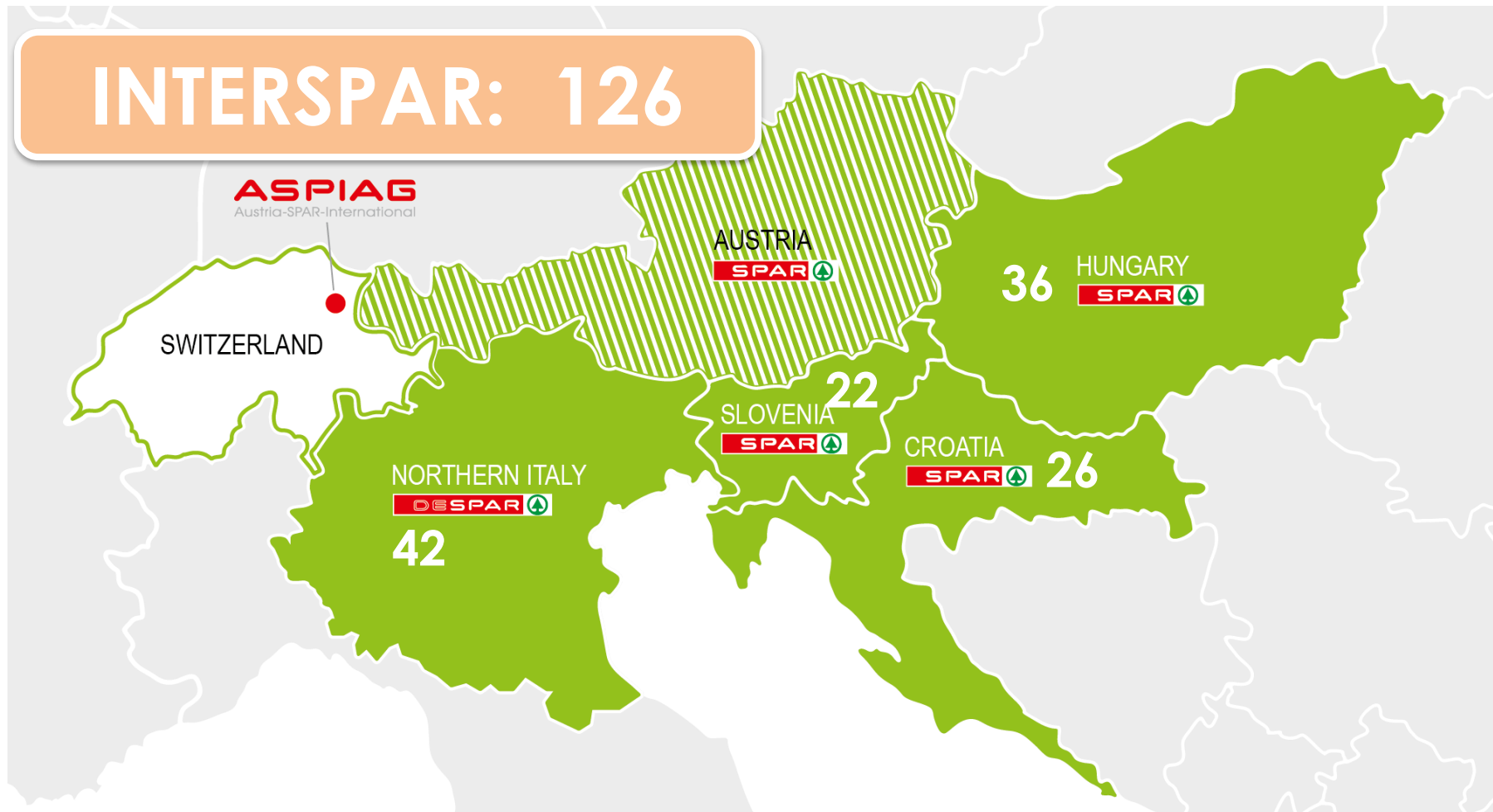


– Hypermarket



Experimental shopping with a sales area up to 7.000 m².

INTERSPAR – Hypermarket



Shopping Center



Spar European Shopping Centers





Strategic aims

1. Establishment of independent nation organizations, each with its own local management
2. Expansion and multiplication of successful business types
3. Establishing strategic alliances to achieve optimum market penetration
4. Profiting from all synergies within the whole SPAR Austria Group, and use of efficient organizational structures
5. Consistent orientation towards regional customers in the respective countries
6. Long-term, mutually beneficial partnerships with regional, national and international suppliers
7. Active, staff-oriented company management with a focus on continuous training and individual performance
8. High degree of innovativeness in all areas
9. High assortment competence to fully exploit market potential
10. Assuming social responsibility in economic, environmental and social issues

Impressions



ORARI
di apertura

ORARI
di apertura

LUN - SAB
8:00 / 20:00
DOMENICA
8:30 / 13:00

DESPAR Supermarket Rosolina, Italy

Impressions



Impressions



SPAR Supermarket Novi Marof, Croatia

Impressions



SPAR Supermarket Trbovlje, Slovenia



ASPIAG
Austria-SPAR-International



Thank you

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