

DESPAR North-East Italy – the market leader



ASPIAG Service srl. was established in South Tyrol in 1991 to oversee the development of a SPAR organisation in North-East Italy. As a result of various takeovers it continued to expand its market position, so that the company is now the market leader in the area in question. DESPAR North-East Italy already has over 570 stores in the regions of Trentino South Tyrol, Venice, Friuli-Venezia Giulia and Emilia-Romagna, and in the province of Mantua. A fine new DESPAR Supermarket was built on the Prato della Valle in

Padua in partnership with the Italian cultural supervisory body. More than 300 independent retailers, who form a strong pillar of the organisation, operate under the umbrella of DESPAR. They run their DESPAR and EUROSPAR stores as modern, regional suppliers. In total the company generated a turnover of €2.33 billion in 2019 and provides work for 10,345 employees.

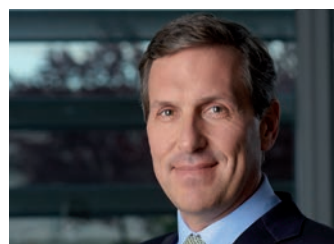
Management:



Rudolf Staudinger
President, Executive Board



Harald Antley
Member, Executive Board



Paul Klotz
Member, Executive Board



Francesco Montalvo
Member, Executive Board

FACTS & FIGURES 2019

Number of employees	10,345
Gross sales turnover	2.33 Mrd. Euro
Growth in sales	3.4 %

STRUCTURAL DATA 2019

	Number of stores	Sales area in m ²
DESPAR/EUROSPAR	535	292,333
INTERSPAR	39	115,148
Total	574	407,481

DESPAR in North-East Italy

DESPAR's head office is in Mestrino (near Padua). There are also regional headquarters in Bolzano and Udine. Expanding organically and increasing sale steadily, DESPAR is in the thick of things and can measure up to other food retailers in the country, serving the market and enhancing it with sustainability. DESPAR North-East Italy has been represented in Bolzano by its exclusive meat cutting and processing plant, TANN, since 1997.

Store formats

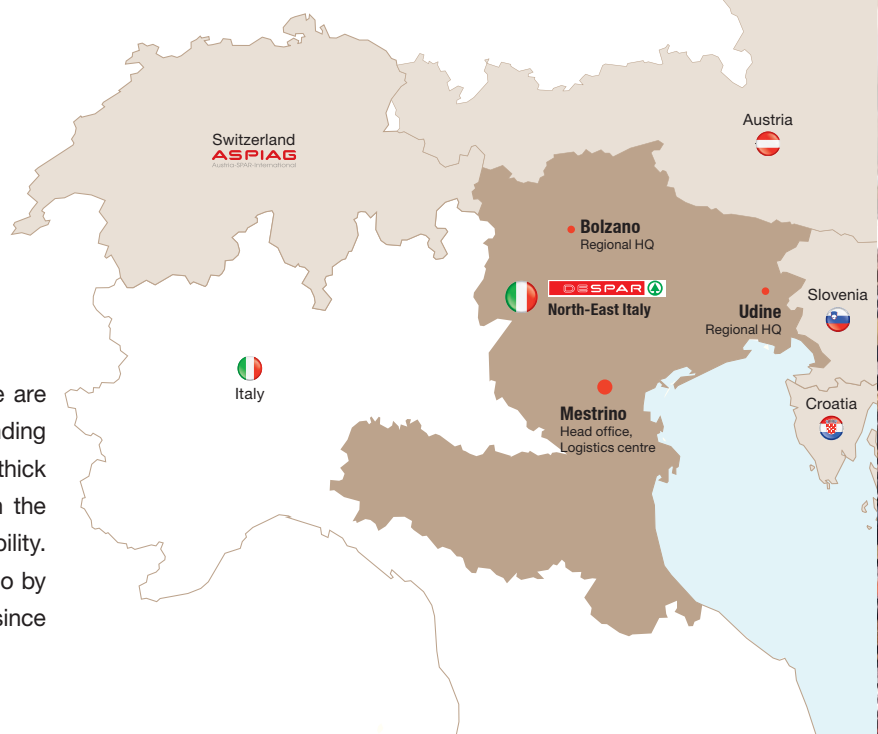
From urban to rural, from residential development to the feel of historical locations: one of the cornerstones for the entrepreneurial success of SPAR is that it has the right retail concept for each site.



DESPAR Express and other DESPAR stores have been designed specifically for busy urban sites, such as rail stations. Customers can select from between 2,000 and 2,500 products, seven days per week. Items like freshly-baked bread and patisserie products, fruit and vegetables, plus regional and seasonal specialities.



EUROSPAR stores have a sales area of up to 1,800 m² and offer a range of fresh produce and non-food products at competitive prices. EUROSPAR stores can be designed either as stand-alone stores, as part of a specialist retail centre or in a shopping centre.



With 535 DESPAR and EUROSPAR Supermarkets and 39 INTERSPAR Hypermarkets, DESPAR North-East Italy clearly shows that it has the right solution for each site.



DESPAR Supermarkets are full-line local suppliers with sales area of up to 1,000 m². There is a particular emphasis on the wide range of fresh produce, and specialist advice on a personal level from well-trained employees. DESPAR Supermarkets are generally run by independent retailers.



INTERSPAR is the store format that offers the largest sales area, with up to 5,500 m². INTERSPAR Hypermarkets offer a range of around 40,000 products. Particular highlights of INTERSPAR Hypermarkets are the fresh produce departments.



Range, products & private labels

DESPAR North-East Italy offers customers a diverse range of products, with around 5,000 SPAR private label goods and over 4,000 regional, country-specific products. The SPAR private label goods, such as PASSO DOPO PASSO, DESPAR PREMIUM, ERA ORA or even S-BUDGET form the strong foundations for the range. TANN is also successful in Italy and, as a result, a completely new TANN fresh meat

plant is being built in Monselice, near Padua. From September - November 2019 it was possible to see 'La Tribu del Gusto on tour' with a converted truck in the cities of the Friuli-Venezia Giulia region. This was a road show offering cookery courses and tastings using private label goods in a range of DESPAR, EUROSPAR and INTERSPAR stores.



Sustainability

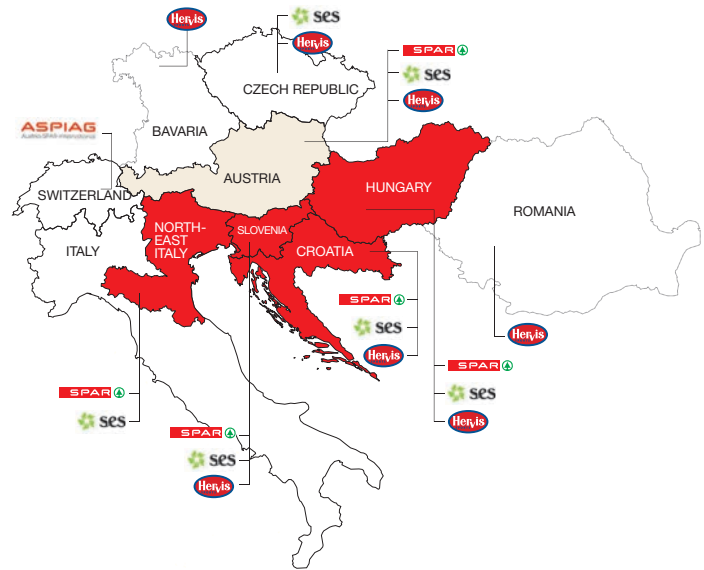
DESPAR North-East Italy has for many years had a multi-faceted approach to sustainability. Numerous initiatives in the fields of environment and climate, sustainable products, 'healthy choice', employees and corporate social responsibility (CSR) have already been achieved. For instance, DESPAR Italy obtains 100 per cent of its power from renewable sources. In addition, all new stores are fitted with 'full-LED'. In the field of CSR, too, there are numerous measures such as donations to regional sport and cultural associations. DESPAR passes on unsaleable, yet edible groceries to the needy. To do this, the company works in a network of more than 200 local organisations.

For more information on all of DESPAR Italy's sustainability activities, see: <https://www.despar.it/it/sostenibilita/>

The company at a glance

SPAR Austria Group

DESPAR North-East Italy is part of the SPAR Austria Group. SPAR Austria Group is a private Austrian family business, that was founded in 1954, in Kufstein (Tyrol). At first active in the food retail business in Austria, the company has grown over the past six decades into a Central European retail group and has since enjoyed exceptional success in the food retail, sports retail and shopping centre sectors in Austria, and also in eight other countries. SPAR has over 3,200 stores at home and abroad and employs over 85,000 people. Gross sales turnover for the SPAR Austria Group totalled €15.72 billion in 2019. www.spar.at



ASPIAG

ASPIAG (Austria SPAR International AG) was founded in 1990 as a subsidiary of SPAR Austria. The aim of ASPIAG was then, and still is today, to build up independent organisations in each country. SPAR currently has 1,384 stores in North-East Italy, Slovenia, Hungary and Croatia. SPAR Austria Group generates nearly half of its sales in these countries. In 2019 the ASPIAG countries achieved a turnover of €5.99 billion. ASPIAG's registered office is in Widnau (CH).

www.aspiag.com



Hervis sports retail

SPAR has been operating very successfully for over 40 years in the sports retail business in Austria, Slovenia, Hungary, Czech Republic, Croatia, Romania and Germany (Bavaria) with its subsidiary, Hervis. In 2019, 237 stores generated a turnover of €510 million. No less than five per cent of sales are generated online. www.hervis.at

SES Spar European Shopping Centres

The subsidiary SES combines all SPAR Austria Group's shopping centre activity. Market leader in Austria and Slovenia, SES is also active in Italy, Hungary, Czech Republic and Croatia. The majority of the 29 stores is owned by SES; for a few centres that SES does not own, SES assumes the management and leasing. In 2019, SES generated a gross annual retail turnover of €2.83 billion. www.ses-european.com

