

2023

# Corporate Presentation



# About us

# About us

## A leading company in the industry

We are **pioneers in express deliveries** with 80 years of history, leading the sector in Spain through three large business units: international, e-commerce and B2B business.

**Over 10,000 professionals** work for companies of all sizes and industries, with a **6,500 vehicle fleet**, including 13% that is sustainable, and **over 4,000 pickup points**, including proximity stores and lockers.

## Committed to our customers

Being **a member of Geopost**, a European leader in parcel delivery and e-commerce solutions, allows us to **deliver all over the world**.

As a group, it is our ambition to accelerate business and open up new opportunities for our business - from green to digital, and everything in between.



Yves Delmas  
Presidente



Alberto Navarro  
Consejero Delegado



David Sastre  
Clientes



Marian Illera  
Transformación  
y Tecnología



Juan Pérez de Lema  
Arrastre e  
Infraestructuras



Pedro Úbeda  
Finanzas y  
Administración



Benjamín Calzón  
Excelencia  
Operaciones



Itxaso Larrañaga  
Personas y RSC



Fernando Rodríguez Sousa  
Vicepresidente de RRII



Alberto Luján  
Asesoría Jurídica



Carlos Caveró  
Logística



Ángel Arenal  
Internacional

Our team

# About us

We have more than 10,000 professionals and, aligned with Geopost values, we define ourselves on the premise that "people work for people".

To make this happen, we give high priority to the health and well-being of each of our professionals. This is because the more comfortable they are, the better our company and our customers will be.



SEUR in figures

# About us



**120 M**

parcels delivered



**€890 M**

turnover in 2022



**+23%** SEUR frío

growth vs. 2021



**€275 M**

global sales



**6.500**

fleet vehicles



**400 M€**

e-commerce turnover



**10.000**

professionals



**13%**

low emission fleet



**+4.000** Pickup Points (proximity stores and lockers)

# About us



**€ 15,6 BN**

revenue



**+ 6%**

growth in revenue vs.  
2021



**2,1 BN**

parcels delivered  
worldwide



**8,3 M**

parcels per day



**122,000**

employees and partners



Over **83,000** Pickup points  
worldwide

+13.000 Pickup points in 2022



**Largest**

parcel delivery network  
in Europe



**8.458** low-emission  
vehicles

A net-zero CO2 emissions  
target by 2040

# GEOPOST INTERNATIONAL FOOTPRINT

**Europe**

Asendia  
Aramex  
Biocair  
DPD, BRT, SEUR  
Chronopost  
PostNord  
Lenton

**Asia**

Aramex  
Biocair  
DTDC  
Lenton  
Ninja Van

**Africa**

Aramex  
Biocair  
Chronopost Morocco  
DPD Laser  
Lenton

**Australia**


Aramex  
Asendia


**Middle East**

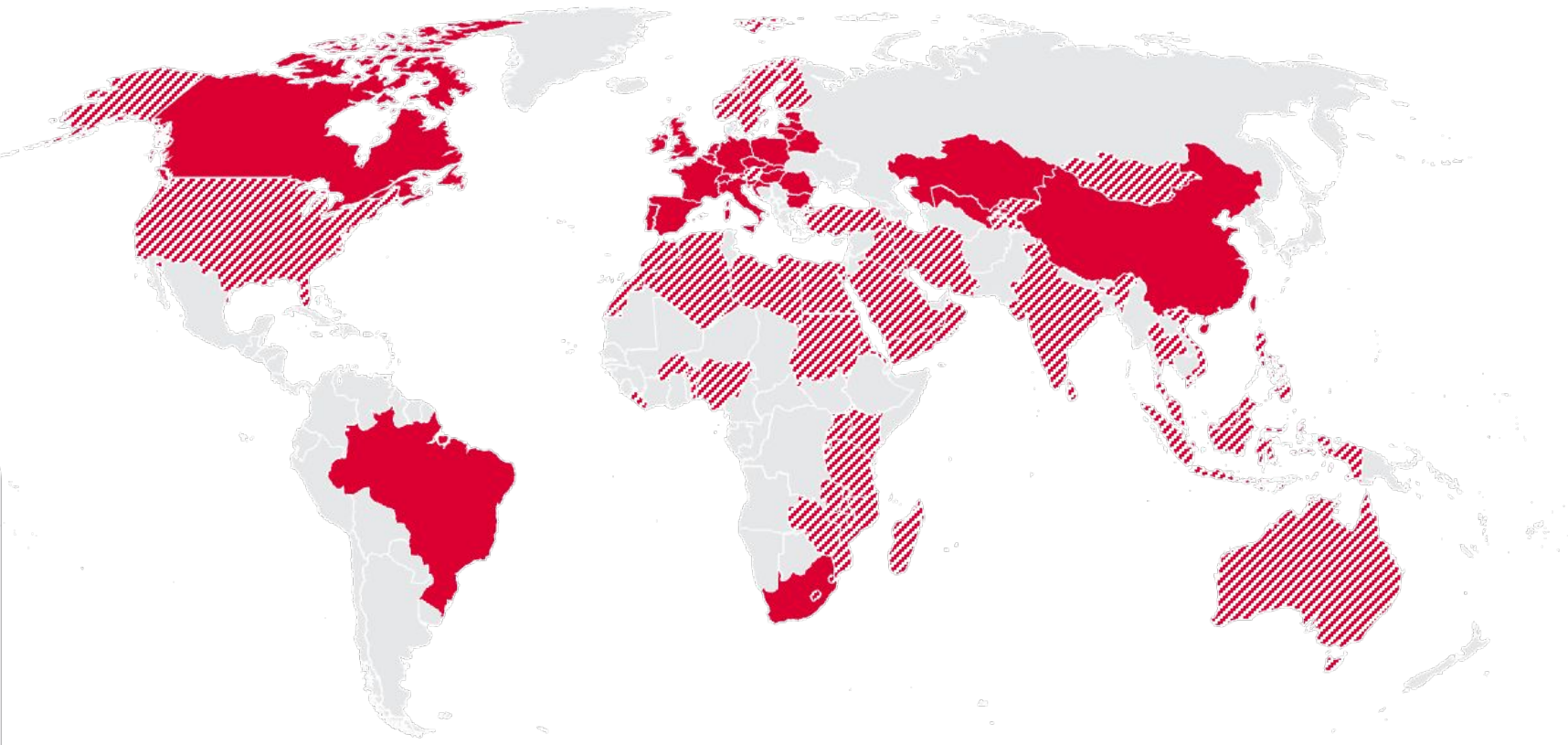
Aramex

**Americas**

Aramex  
Asendia  
Biocair  
Jadlog  
Lenton

Majority share 

Minority share or partners 





# WE FOSTER BETTER BUSINESS ACROSS FOUR KEY AREAS

## Delivery

Business, Home, Out of Home delivery



## Specialised delivery

Healthcare, Food, Same day delivery



## New Commerce

E-commerce, Digital, Data

epicery



## Strategic initiatives

To drive change on Geopost's markets and act as a catalyst for the ecological and societal transition

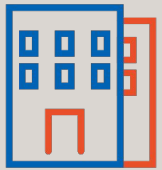
- Employer of choice
- Partner of choice
- Innovation
- E-shopper barometer
- Driving Change™
- Sustainability



# Our solutions

Our solutions

# Customer satisfaction is our greatest reward



B2B deliveries



2C deliveries  
At home and  
Out-of-Home



SEUR Now



Logistics

Vertical markets

SEUR frío



Sustainable deliveries



International



Our solutions

## B2B deliveries

### Fast and reliable deliveries

We offer a wide range of services adapted to different business realities (same day delivery, next day delivery, early morning delivery, etc.).

### Flexibility

We tailor to your professional needs. Our logistics capabilities allow us to deliver several parcels at once to the place of your choosing.

### Delivery confirmation

Access proof of delivery and increase the efficiency of your commercial operations.

### Collections

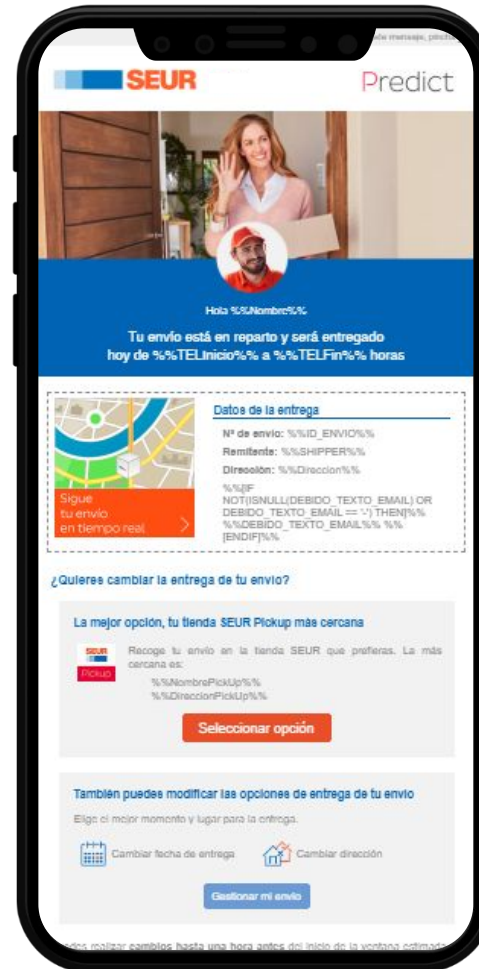
We offer collection services to help you to deliver to your customers on time.

Our solutions

# The best home delivery experience

## Predict

Unique information and interactive delivery management allows consignees to track the exact time of arrival of their package.



### On time

Find out the expected delivery window.

### Live tracking

You can track the parcel live on a map.

### Change the delivery

You can change date and place of delivery.

### Returns

You can return your parcel at your nearest Pickup point.



Our solutions

# Out-of-Home deliveries

## Reinventing last-mile delivery

### Pickup

Largest collection and returns network in Europe.

Out-of-home delivery solutions: Pickup points, lockers and city hubs.

+80.000 Pickup points worldwide,  
+4.000 in Spain.

95% of the population live within 10 minutes of a Pickup point.



### Collect

85% of our stores are open after 7 p.m. and on weekends.

### Redirect

Customers can redirect their home delivery to a nearby Pickup point.

### Return

Customers can return their package to the nearest collection point.

### Send

Both business and individual customers can send their package to any local and international address or other Pickup point.



Our solutions

## SEUR frío

### Priority delivery

We make **morning deliveries** on the next day in mainland Spain and in 48 hours in the Balearic Islands and France. We deliver on Saturdays if necessary.

### Peace of mind

Thanks to our rigorous **IoT-based temperature controls** and online alert management systems, temperature-sensitive products are always kept between 2°C and 8°C.

### AENOR 23412

SEUR frío, first temperature-controlled delivery solution to achieve ISO 23412 certification.

### Innovative facilities

All of our warehouses and transfer platforms are equipped with **loading bays and reefer containers** that are regularly inspected.

A **fleet of ATP-certified reefer trucks** that guarantee an unbroken cold chain.

### Extensive coverage

We offer you the broadest coverage on the **Peninsula (Spain and Portugal) and Balearic Islands**. And also for your shipments to France through our SEUR frío international service.



Our solutions

# SEUR Now



## Speed



On-demand and scheduled deliveries.  
Specialists in **super-express deliveries (1 and 2 hours)** and last mile solutions.

## Sostenibilidad

**Nearly 100% of its fleet is zero or low emission.**

Goal of reaching 50% electric fleet by 2024, aligned with SEUR's sustainability strategy.

## Quality and flexibility

99% on-time delivery.

36% growth in 2022 versus 2021.

## Service available in



**More than ten Spanish cities**, such as Madrid, Barcelona, Bilbao, Valencia, Malaga and Seville, among others, with plans to expand in the near future.

## Integration

Flexible and easy-to-integrate platform with customer notifications.



Our solutions

# SEUR International

- Within 3 years, SEUR has increased by **70% the volume of deliveries** in its international services.
- **SEUR Classic service** is available in 28 countries worldwide.
- Benefit from **maximum efficiency and security** in your deliveries and track your shipments at any time.
- Make managing your international and nationwide deliveries easier by using a **single operator**.
- All your deliveries will be **environmentally friendly**.
- SEUR Classic repositioning with **Day Definite**, providing the exact delivery date, from origin zip code to destination zip code. Available in 10 countries







## Comprehensive solution

We offer centralised logistics and transport services through a single contact person and a professional team who will offer advice to help each business grow without limits.

We integrate with each client's systems to speed up and optimise their operations.

You can also access SEUR Pro, the private area of seur.com, which allows you to access your logistics operations in real time.

## Logistics services

### **Solutions tailored to your business**

- E-commerce logistics
- Product logistics
- Point of sale logistics
- Promotional logistics



Our solutions

# Sustainable deliveries



## Our ambition



To become the global leader in sustainable deliveries



Net zero emissions by 2040

# Sustainable deliveries

13% of the fleet is currently low-emission.



Low-emission delivery for 64 Spanish cities by 2025.

- This initiative will reduce CO2 emissions in these cities by 85%.
- Direct impact on 17 million inhabitants throughout Spain.

