

## **METRO ACQUIRES AVILUDO AND STRENGTHENS ITS PRESENCE IN PORTUGAL**

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- METRO AG acquires Aviludo Group, the second largest Food Service Distribution (FSD) player in Portugal with €152 million sales (2019) and more than 13,500 HoReCa customers nationwide
- The Aviludo Group, with a strong presence in Lisbon and the tourism-oriented south, has expertise in meat processing and stands for consistent quality and service level standards
- METRO AG is actively participating in the consolidation in a highly fragmented wholesale market and aims to continue driving sustainable and profitable growth in the Portuguese market
- The transaction is subject to regulatory approvals and is expected to close in the first half of calendar year 2021

**Duesseldorf / Lisbon, 19 October 2020** – METRO AG acquires Aviludo Group, Portugal's second largest FSD specialist with headquarters in Quarteira, Algarve. The company will remain broadly independent and keep its brand. In 2019, Aviludo achieved net sales of €152 million and supplied more than 13,500 customers nationwide, with a focus on independent restaurateurs, canteens and restaurant chains. This acquisition is a decisive step towards becoming fully focused on HoReCa. With the resulting access to complementary HoReCa customer groups, METRO strengthens its position in the growing FSD segment while creating an additional offer for local customers. In addition to the operational business the transaction comprises the distribution platforms of Aviludo. Both parties have agreed not to disclose the financial details of the transaction. The acquisition is subject to the approval of the relevant authorities and is expected to be completed in the first half of calendar year 2021.

Olaf Koch, CEO of METRO AG, explains: "Following the acquisitions of Pro à Pro, Rungis Express and Classic Fine Foods in recent years, the acquisition of the Aviludo Group is a logical next step to further strengthen METRO's expertise and reach. We are now expanding the range of services for our customers in the important Portuguese market. Thanks to Aviludo's strong position, we will strengthen our nationwide presence in Portugal and we can offer our customers real added value in products and services, hence becoming very well positioned for further growth."

José Ressurreição, co-founder and CEO of Aviludo: "With METRO AG we found the right partner to accelerate our growth and enhance our commercial offer while at the same time preserving Aviludo's success formula and greatest assets, our people and culture. Together with Aviludo's

### **METRO AG**

Metro-Straße 1  
40235 Düsseldorf, Germany  
P.O. Box 230361  
40089 Düsseldorf, Germany

T +49 211 6886-4252  
www.metroag.de  
presse@metro.de  
@METRO\_News

Supervisory Board: Jürgen B. Steinemann, Chairman  
Management Board: Olaf Koch, Chairman  
Christian Baier, Andrea Euenheim, Rafael Gasset,  
Eric Poirier

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HRB 79055

Management team, I look forward to working alongside METRO AG and, in particular, MAKRO to build an unrivalled offer in Portugal.”

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Since its foundation in 1984, Aviludo has grown into a nationwide and broad line FSD company. Aviludo employs a total of around 850 people, including approximately 150 field sales representatives in direct contact with customers on site every day. In 2019, the company generated sales of around €152 million. Aviludo's product range comprises more than 3,500 dry, fresh as well as frozen products, and is characterised above all by its high service level and expertise in meat processing. Thanks to its 8 logistics platforms including 4 meat processing facilities and a fleet of more than 180 trucks, Aviludo can offer extremely flexible and reliable delivery schedules and meet the individual needs of HoReCa customers at product level.

Therefore, the Aviludo Group is a perfectly fitting strategic addition to the portfolio of METRO in Portugal, which already includes MAKRO and has experienced solid growth over the last years fueled by the momentum in the hospitality sector. MAKRO Portugal operates 10 stores and achieved total sales of €398 million in financial year 2018/19. Its customer satisfaction is reflected in one of the highest Net Promoter Scores (NPS) in the Western Europe segment.

METRO is a leading international wholesale company with food and non-food assortments that specialises on serving the needs of hotels, restaurants and caterers (HoReCa) as well as independent traders. Around the world, METRO has some 16 million customers who can choose whether to shop in one of the large-format stores, order online and collect their purchases at the store or have them delivered. METRO in addition also supports the competitiveness of entrepreneurs and own businesses with digital solutions and thereby contributes to cultural diversity in retail and hospitality. Sustainability is a key pillar of METRO's business. METRO has been the European sector leader in the Dow Jones Sustainability Index. The company operates in 34 countries and employs more than 100,000 people worldwide. In financial year 2018/19, METRO generated sales of €27.1 billion. For more information, please visit [www.metroag.de](http://www.metroag.de)

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Metro-Straße 1  
40235 Düsseldorf, Germany  
P.O. Box 230361  
40089 Düsseldorf, Germany

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[www.metroag.de](http://www.metroag.de)  
[presse@metro.de](mailto:presse@metro.de)  
[@METRO\\_News](https://twitter.com/METRO_News)

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