

A strategic contract between Grupo VIPS and STEF Iberia to serve 350 restaurants and shops

Grupo VIPS, via its SDH subsidiary S.L.U. – whose main activity is the management of logistics systems, purchasing, procurement, storage and distribution of food products for out-of-home catering and convenience stores – has signed a strategic partnership program with STEF Iberia.

Under this agreement, STEF Iberia is now the new logistics partner in temperature-controlled logistics for all Grupo VIPS brands, covering more than 350 restaurants and stores – self-owned or franchised – in Spain and Portugal.

Logistics operations for the products of Grupo VIPS – which will be carried out on the STEF Iberia platform located in Getafe (13 km south of Madrid) – cover all fresh and frozen food, for just-in-time deliveries or stored in compliance with the cold chain.

Jesús Soto, CFO Finance – IT- Supply – Grupo VIPS

“To maintain our leadership, Grupo VIPS is convinced that sealing alliances with leading players in their sectors is essential. This is one of the reasons why we selected STEF Iberia, a logistics operator with the expertise and experience to accompany us during our strong growth and expansion stage. Furthermore, we and STEF Iberia share similar fundamental values and a commitment to a sustainable development and the reduction of CO2 emissions.”

Angel Lecanda, Managing Director STEF Iberia

“We are strongly and totally committed to this project. Out-of-home catering is a strategic market for STEF Iberia. Our Getafe Platform is totally dedicated to logistics operations for out-of-home catering services. Our partnership with Grupo VIPS enabled us to collaborate on the design of the infrastructure of this platform and its technical systems, to meet the demands of restaurants and, therefore, of consumers. Our logistics solution for out-of-home catering in Spain and Portugal allows to deliver 2, 640 catering sites every day.”



STEF Platform at Getafe

About Grupo VIPS - www.grupovips.com

Grupo VIPS is one of the leading multi-brand and multi-format group in the food service and retail sector in Spain. Its portfolio includes restaurants, cafeterias and shops. The company operates six self-owned or franchised chains: 4 owned brands - Vips, VIPSmart, Ginos, The Wok – and two world global brands, - Starbucks and Fridays.

Since 2001, Grupo VIPS is the sole and exclusive licensed partner of Starbucks, world leader in the coffee shop market, to develop the market in Spain and Portugal. It also holds an exclusive licensing agreement with Fridays, the leading American restaurant chain, to develop the brand in Spain. Lastly, the Group owns three restaurants: Rugantino “Casa Tua”, Tattaglia and Lucca.

The company operates more than 350 sites serving over 120,000 guests per day. It has a pioneering loyalty program, which is a leader in the catering sector, CLUP VIPS, with over one million members in Spain. Its app, launched in April 2015 and unique in its market, has been downloaded more than 400,000 times.

Grupo VIPS is a private company, founded in 1969.

Goldman Sachs Capital Partners V acquired 30% of the company in 2006. Grupo VIPS has 8,700 employees and closed the year 2014 with a turnover of 350 million euros.

About STEF - www.stef.com

STEF is the European specialist for cold logistics (-25°C to +18°C). STEF masters and brings together all transport, logistics and I.T. skills dedicated to raw and transformed food products. STEF has a multi-service offer of logistics solutions well suited to the business and specific requirements of its customers: manufacturers, retailers, restaurants. STEF has 16,000 employees in 7 European countries: Belgium, France, Holland, Italy, Portugal, Spain and Switzerland. STEF can rely on a specialized infrastructure: 219 platforms and warehouses, 1,900 vehicles (tractors and straight trucks) and 1,950 refrigerated tractor-trailers. Group income for 2015 reached €2,826.2 million.

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