

# InPost UK

**Way forward  
with UK logistics**



# Key terms of the transaction



**May 1<sup>st</sup>**  
Commercial agreement



**July 19<sup>th</sup>**  
Investment agreement



## Background

- InPost launched a strategic logistics partnership with Menzies Distribution (“Menzies”) at the start of May
- Menzies became InPost’s logistics provider in the UK, bringing nationwide logistics capability

## Price

- InPost has now acquired a **30% equity stake in Menzies Distribution Group Limited**
- **InPost is paying £49.3m for the stake, fully cash settled**

## Call Option

- InPost is granted a **3-year call option to acquire the remaining 70% stake**

## Governance

- InPost is entitled to appoint **two non-executive members on the Menzies Board of Directors**
- InPost and Menzies will be working collaboratively to deliver innovative solutions to grow InPost volume

## Shareholders

- 52% Endless LLP, 30% InPost, 18% others (including current management of Menzies)

# Menzies has capabilities to enable our UK growth

Menzies provides nationwide scale, operational capability and OOH overlap

## Full nationwide coverage

- National network, over **360 days a year**
- **47k** daily deliveries in the UK and Ireland

## Immediate capability to support scaling

- **~100** network locations
- **1 central hub** (17k sqm) and **9 regional hubs**
- **3.2k+** vehicles
- **5,000** employees

## Locations and potential commercial benefits

TESCO

Sainsbury's

Morrisons

WHSmith  
EST. 1792

co op

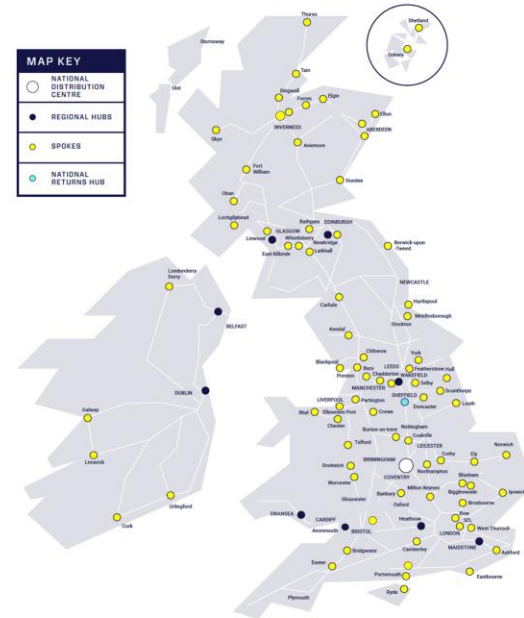
SPAR

Waitrose

ASDA

## Team

- **Experienced logistics management team** (ex-DHL, Royal Mail)



# Menzies Divisions

## Newstrade

- Newspaper & magazine delivery to c. **21,000 delivery** points in the UK and Ireland on a daily basis, **over 360 days per year**
- Key customers include **the major supermarkets and independent retailers**



## Express

- **National B2B final mile parcel deliveries to 26,000 locations** in the UK and Ireland
- Capabilities to deliver in D+1 and D+2
- Some **infrastructure and assets shared with Newstrade**, unlocking synergies



## Menzies Distribution Solutions

- **Warehousing and linehaul transport logistics solutions**
- Long-standing, **blue chip customer relationships**



Shared assets and infrastructure

# Partnership and transaction rationale

**Nationwide network coverage with high density**



**Capacity headroom allowing for growth** without immediate capex



**Operating synergies** – e.g. existing Newstrade and Express routes around InPost's APM locations and cross-utilization of assets



**Speed and market momentum** due to InPost volume increase



**Mitigates execution risk** of building in-house logistics (speed and cost, operating leverage and opex)



**Unlocking growth** in the booming parcel segment, utilising Menzies' existing capability and capacity



Professional and experienced **Management Team**



Leveraging already **secured resources** (e.g. couriers, warehouse staff)



**Profitable and cash generative business**



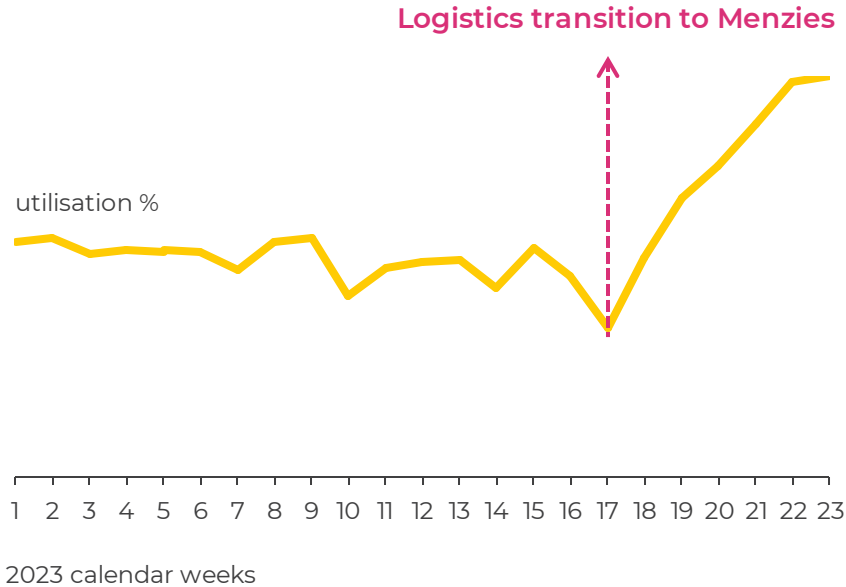
Capability to provide e-commerce parcel deliveries **over 360 days a year**



# Partnership with Menzies already unlocking the potential of our UK business

## APM utilisation ramping up rapidly

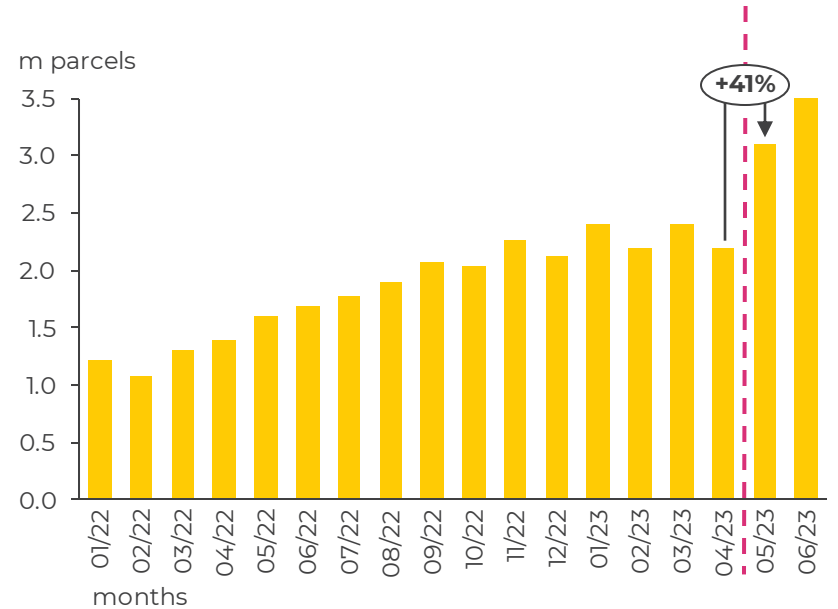
Weekly InPost's UK APM utilisation %, 2023 YTD



## Increase of InPost UK volume since the logistics transition

Monthly UK volume

Logistics transition to Menzies



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Thank you

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**InPost**

out of the box