

Company Profile

who we are

Burgo Distribuzione born in 2004 as **an independent company 100% controlled by Burgo Group** in order to be clearly recognized on the market as a paper merchant and not more as a sales force of a paper maker.

From the perspective of the Group, it was necessary to increase the market coverage and value creation, contributing to improve the domestic market profitability.

what we do

Beyond exclusively for all Burgo and Mosaico brands, Burgo Distribuzione has signed into a series of prestigious partnership contracts with many top quality worldwide producers.

Today the company is **the leading paper distributor on the Italian market** and it is a beacon among the best printers, publishers and paper converters.

financial data

Description (mio/euro)	2017	2016
Net Sales	209,4	223,8
Ebitda	4	4,6
Ebit	3,9	4,6
Profit before tax	3,3	4
Net invested capital	16,4	15,2
Shareholder's equity	14	15,7

sales network

3

branches

Nord Ovest – Nord Est – Lazio

5

agencies

9

local warehouses

45.000 mq covered - 60.000 deliveries per year

2 daily deliveries within maximum 24 hours

60

sales agents

covering the entire territory
from North to South in Italy



our suppliers



Felix Schoeller Group

Best Performing Papers. Worldwide.

HOLMEN



sappi

focus on partnership

Burgo Distribuzione build important and lasting relationships

by means:

our **ability** and **speed to respond** to customer requests

the **interaction** between company units

the **cooperation** with external parties, suppliers, associations and institutions

the **simplification** and **transparency** of business

focus on partnership *“always by customer side”*

daily relations and interaction with customers to **understand** their needs and optimise the supply process

operating **decisions** (capillary sales network, stock availability of all the range in every local warehouse on the national territory, integrated IT system to provide fast information on order progress)

technicians specialised in type of printing and product to provide **pre** and **post-sales service**

a wide range of papers

**fine papers
publication and catalogue papers
book papers
office papers**

**digital papers
poster papers
shopping bag papers
food packaging papers**

**label & self-adhesive papers
carbonless papers
creative papers
card boards**

our committment to the environment

Promote the development of printed communication through **renewable** and **environmentally papers**, favoring suppliers that adhere to these standards:

mill certifications



forest certifications



product labels



edited by:
Marketing Department