

# *Company Profile*

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# *who we are*

Burgo Distribuzione was 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.

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# *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)	2019	2018
Net Sales	199	211,8
Ebitda	3,6	3,9
Ebit	3,3	3,8
Profit before tax	2,7	3,2
Net invested capital	32,9	34,2
Shareholder's equity	13,6	13,9

# sales network

3

branches

Nord Ovest - Nord Est e Toscana - Lazio, Abruzzo and islands

3

agencies

8

local warehouses

35.000 mq covered - 60.000 deliveries per year

2 daily deliveries within maximum 36 hours

60

sales agents

covering the entire territory  
from North to South in Italy

Warehouses



# our suppliers



FAVINI



HOLMEN



leipa



MOSAICO  
SPECIALTY PAPERS



sappi



# *focus on partnership*

Burgo Distribuzione build important and lasting relationships

**by means:**

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

the **interaction** between company units

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

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

the **pre** and **post-sales service** for every type of printing and product

# *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



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