

## Press Release

### Logista Pharma: Agreement with Copag SpA to Strengthen Pharmaceutical Distribution in the Hospital Sector

***The partnership consolidates the management of all transportation, distribution, and delivery services for medicines, medical devices, and operating room equipment to hospitals across Italy***

Rome, 3 April 2025

Logista, one of the leading logistics operators in Europe, strengthens its position in hospital pharmaceutical distribution through the partnership between Copag and Logista Pharma Italia.

Logista's entry into the Italian market for pharmaceutical and healthcare product distribution began in 2023 with the acquisition of Gramma Farmaceutici, a company with 20 years of industry experience and over one hundred direct and indirect employees and collaborators. Now, thanks to the agreement with Copag, Logista Pharma continues its growth, integrating its business with the distribution of medicines and devices for the hospital sector in Italy.

For over 40 years, Copag has been a key player in the Italian market for the distribution of healthcare materials, medical devices, pharmaceuticals, and operating room equipment. These supplies are provided not only to its shareholder network—consisting of around 200 private healthcare companies—but also to a client portfolio of 1,200 hospitals, covering all private clinics affiliated with AIOP (Italian Private Hospitality Association), ARIS (Religious Association of Socio-Health Institutes), and ACOP (Coordination Association of Private Hospitals). The hospitals affiliated with these industry associations provide healthcare services for 25,000 hospital beds, representing over 25% of the total services within the Italian National Health System.

The agreement allows Logista Pharma and Copag to further expand their services, leveraging a large dedicated storage facility and utilizing Logista's existing network across other business lines to cover additional areas of interest for Copag. The warehouse is capable of handling over 3,000 healthcare product references, with a performance of more than 30,000 orders per year for clients in both Italy and abroad. To support the growth of pharmaceutical distribution in Italy, Logista has launched an ambitious program involving significant investments and an industrial plan to develop new dedicated logistics platforms.

*“The agreement with Copag allows Logista Pharma to fully manage all distribution and delivery services for medicines, medical devices, and operating room equipment to hospitals in Italy. This important commercial partnership enables us to expand our reach beyond pharmacies, wholesalers, and online pharmaceutical operators to include hospitals as well”* said **María Pilar Colás Castellote**, CEO of Logista Pharma Italia. She added: *“We have brought to Italy the expertise that Logista Pharma has developed in pharmaceutical distribution in Spain and Portugal, where the company manages*

*relationships with over 200 pharmaceutical firms, operates 11 drug storage sites across various temperature ranges, and offers a wide portfolio of value-added services for manufacturers, wholesalers, hospitals, pharmacies, and patients. Furthermore, in the Iberian Peninsula, Logista Pharma is a leader in the distribution of vaccines for both human and veterinary use.”*

**Marco Miraglia**, Chairman and CEO of Copag SpA, emphasized: *“For our core business, logistics is a strategic asset, as it ensures timely treatment for hospitalized patients while also contributing to the operational efficiency of healthcare facilities. This apparently simple yet fundamentally important aspect also serves to highlight the social responsibility of a company like ours. Unlike intermediary distributors, we represent a unique entity in the national landscape, acting as a global provider in the hospital sector. Our partnership with Logista Pharma is aimed at a long-term vision focused on operational efficiency and tailored responses to the needs of our clients.”*

## About Copag SpA

Copag is a joint-stock company founded in 1976, originally established as a consortium composed of approximately 200 private hospitals. It is a leading company in the distribution of healthcare supplies (pharmaceuticals, medical devices, and surgical equipment) across the national territory. The company has a client portfolio of 1,200 healthcare facilities in Italy and abroad. ([www.copag.it](http://www.copag.it))

## About Logista

Logista is the leading distributor to proximity retailers in Europe. In Italy, it has built one of the largest proximity logistics and trade networks and is recognized as an efficient and neutral partner. With more than 90 depots, it supplies 60,000 points of sale throughout the country, guaranteeing the State a revenue of around 15 billion euros per year. Logista is committed to numerous sustainability initiatives designed to minimize the impact of business by considering environment, community and business in a vision of mutual development. Follow Logista Italia on [LinkedIn](#) and learn more on [logista.it](http://logista.it)

## About Logista Pharma

Logista Pharma is a company specialized in logistics and commercial services for businesses in the Pharma and Healthcare sectors, serving hospitals, pharmacies, wholesalers, e-commerce platforms, and other players in the healthcare supply chain. It handles a wide range of product categories, including pharmaceuticals, medical devices, supplements, nutraceuticals, and cosmetics. Logista Pharma relies on an extensive network and a strong partner ecosystem to provide services that meet every need, ensuring full operational integration, real-time physical and thermal traceability, the highest quality standards, and the use of cutting-edge IT systems.

## Copag SpA External Relations Office

Antonio Pangallo  
External Relations and Institutional Affairs  
+39 328 5435028  
[a.pangallo@copag.it](mailto:a.pangallo@copag.it)

## Press Office Logista

SEC and Partners  
Susanna Caruso  
06 3222712  
335 1043199  
[susanna.caruso@secnewgate.it](mailto:susanna.caruso@secnewgate.it)

Logista Italia  
Riccardo Schiavon  
Communication & External Relations Manager  
349 224 4375  
[riccardo.schiavon@logista.com](mailto:riccardo.schiavon@logista.com)