



European Marketing Distribution

Press Release

29 January 2010

**EMD HAS NEW MEMBERS IN SWITZERLAND
AND PORTUGAL**

- **Europe's leading associated group of independent trading companies consolidates coverage and shareholding structure**
- **With Markant Syntrade, for the first time a member in Switzerland**
- **Euromadiport Portugal becomes an independent shareholder**

From 1.1.2010 EMD has extended its area of activity to Switzerland and Portugal. The backdrop for this is the affiliation of two new member companies, who simultaneously become shareholders of EMD. This increases EMD's presence of strong independent trading companies in 20 European countries.

Markant Syntrade: Inaugural EMD member in Switzerland

Up to now EMD had its registered office in Switzerland, since the start of the year EMD has another active member here. Markant Syntrade is an associated group of currently 19 retailers and wholesalers. In 2008 members' cumulative turnover was around 9 billion Euros. Together members in Switzerland supply more than 10,000 businesses and/or sales outlets of which 2,500 are their own branches. The company was established in 1993 and since the beginning of 2009 has been part of Markant which also stands behind EMD members in Germany and Austria. Members include strong local brands such as Manor, Volg Konsumwaren, Valora, Landi Schweiz, Jumbo-Markt, Contadis, Lekkerland (Schweiz), Loeb Holding, Alisa Alimentari, Cadar, Cruspi, Groupe Magro, Pistor, Rio Getränkemarkt, Sügro Interchoc, Tabac Distribution and the pharmaceuticals wholesalers Galexis, Amedis-UE and Voigt.

Philippe Gruyters, Managing Director of EMD commented: "EMD is gaining a strong member with Markant Syntrade, in a very important Central European market, where up to now we were not represented in this manner. This brings us considerably closer to our aim of maximum possible representation in all of Europe."

Euromadiport Portugal becomes an independent shareholder

Up to now EMD was already represented in Portugal by Euromadi Ibérica in Spain. Since the beginning of the year Euromadiport is now an independent shareholder and an EMD member, sharing all the rights and obligations that membership bestows on them.

Euromadiport was established in September 2006 and currently comprises 20 members with a combined turnover of approx. 1.2 billion Euros, which corresponds to a 10% share of the overall market. This includes important traders in Portugal such as Grupo GCT, Unimarketing, Antonio Teixeira Lopes & Filhos LDA and Grupo Marques.

Philippe Gruyters had this to say about the development: "The expansion of our shareholder base to include Euromadi Port is in line with our goal of strategic growth. At the same time we are reinforcing our position in the Iberian market, where in addition to Spain, Portugal is also an essential market for EMD, and with the new shareholder it will be in the future too."

About EMD AG

In the Europe-wide market, with a volume of around € 1,400bn, EMD AG today has a sales potential of just under € 131bn. (According to the IGD Retail Analysis 2008, EMD AG is the clear No. 1 in Europe). From the very beginning its focus has been on contracting with multinational and national manufacturers of branded products, on joint procurement of private label products and on developing and implementing exclusive Eurolabels.

EMD is bound by the motto "the Power of Partnership" in its planning and trading. The group's strength is the commitment of its members who contribute to joint projects their potential, their volume of goods traded or their diligence in contracting. Based on this joint strength EMD presents itself to the branded products industry and to private label producers as a professional, hard-working partner whose central coordination role is recognised in the European trading community.

Contact for Questions

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EMD - THE POWER OF PARTNERSHIP