



# /// PRESS RELEASE

## /// ID Logistics: Annual revenues 2012

### Continuing strong growth: annual revenues up 21.1%, International revenues up 34.2%

**Cavillon (France), 23 January 2013** – ID Logistics posted Group revenues of €559.6 million for 2012, up 21.1% over the previous year.

<i>(in € million)</i>	2012	2011	Change	Like-for-like change*
<b>Annual revenues</b>	<b>559.6</b>	<b>462.0</b>	<b>+21.1%</b>	<b>+21.6%</b>
France	340.8	299.0	+14.0%	+13.4%
International	218.8	163.0	+34.2%	+35.5%

\* at constant exchange rates and consolidation, excluding the pallet delivery and fruit and vegetables pooling operations discontinued in June 2012

#### SUSTAINED REVENUE GROWTH

2012 was another year of sustained growth for the Group, illustrating the strong alignment between its service offering and customer demand in France and abroad.

► **Like-for-like growth of 21.6%**

On a like-for-like basis (i.e. at constant exchange rates and consolidation excluding the pallet delivery and fruit and vegetables pooling operations discontinued in June 2012), total revenues for 2012 were up 21.6%.

► **Accurate forecasts of customer demand on the French market**

Annual revenues for France totalled €340.8 million, up 14.0% over the previous year (13.4% like-for-like). The closure of the Group's pallet delivery and fruit and vegetables pooling operations was offset by the acquisitions of Mory Logidis in October 2011 and France Paquets in December 2012.

The excellent results were achieved through tight management of existing contracts and increased market share due to accurate forecasts of customer demand in France. In 2012, this led to the development of highly mechanised solutions, particularly in connection with the takeover of the Marionnaud logistics business, and the expansion of the Group's e-commerce and multi-channel business. The December 2012 acquisition of France Paquets was in line with this strategy and strengthens the Group's presence in the booming parcel delivery market.

► **Sharp growth in international revenues**

After the late 2012 launch of a new operation in South Africa, ID Logistics now operates in 12 countries. The Group is reaping the full benefits of emerging markets' sharp growth, particularly in regions where it has reached critical mass such as Poland and Latin America, where new contracts won by local sales teams have boosted growth.

2012 International revenues amounted to €218.8 million, up 34.2% (35.5% like-for-like) on 2011.

In three years, ID Logistics has doubled its international revenues, which now account for nearly 40% of total Group revenues.

**CONFIDENCE IN THE GROUP'S OUTLOOK FOR 2013**

Despite continued uncertainty in Europe, ID Logistics expects its business to continue to grow in 2013. *"Our business model, based on innovation and performance reliability, is in line with our customers' demand in France and abroad"*, Éric Hémar, Chairman and CEO of the ID Logistics Group, explained. *"We are confident in our ability to continue to grow in 2013"*.

Next update: Annual results, 25 March 2013, after market close.

**About ID Logistics Group:**

ID Logistics ranks among the top ten French specialists in contract logistics. With 10,000 employees at some 140 sites in 12 countries (over 2.5 million square meters of warehousing facilities in Europe, Latin America, Asia and Africa), the company reported 2012 sales of €560 million. A major supplier to large distributors and the consumer goods industry, ID Logistics offers high-tech solutions and is firmly committed to sustainable development. ID Logistics is managed by Eric Hémar.

NYSE Euronext Paris – Code IDL – ISIN FR0010929125

[www.id-logistics.com](http://www.id-logistics.com)

**For further information, please contact:**

**ID Logistics**

Yann Perot  
CFO  
Tel.: +33 (0)4 32 52 97 11  
[yperot@id-logistics.com](mailto:yperot@id-logistics.com)

**INVESTORS' CONTACT – Keima**

Emmanuel Dovergne  
Tel.: +33 (0)1 56 43 44 63  
[emmanuel.dovergne@keima.fr](mailto:emmanuel.dovergne@keima.fr)

**PRESS CONTACT – Keima**

Alix Heriard Dubreuil  
Tel.: +33 (0)1 56 43 44 62  
[alix.heriard@keima.fr](mailto:alix.heriard@keima.fr)

## Appendix

<i>(in € million)</i>	2012	2011	Change	Like-for-like change*
<b>1<sup>st</sup> quarter revenues</b>	<b>132.6</b>	<b>101.9</b>	<b>+30.1%</b>	<b>+26.2%</b>
France	82.6	65.4	+26.3%	+20.7%
International	50.0	36.5	+37.0%	+35.5%
<b>2<sup>nd</sup> quarter revenues</b>	<b>135.4</b>	<b>110.0</b>	<b>+23.1%</b>	<b>+23.3%</b>
France	86.0	72.7	+18.3%	+16.2%
International	49.4	37.3	+32.4%	+36.3%
<b>3<sup>rd</sup> quarter revenues</b>	<b>142.2</b>	<b>119.1</b>	<b>+19.4%</b>	<b>+20.6%</b>
France	82.2	74.5	+10.3%	+11.2%
International	60.0	44.6	+34.5%	+35.1%
<b>4<sup>th</sup> quarter revenues</b>	<b>149.4</b>	<b>131.0</b>	<b>+14.0%</b>	<b>+17.6%</b>
France	90.0	86.4	+4.2%	+7.8%
International	59.4	44.6	+33.2%	+35.6%
<b>Annual revenues</b>	<b>559.6</b>	<b>462.0</b>	<b>+21.1%</b>	<b>+21.6%</b>
France	340.8	299.0	+14.0%	+13.4%
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