

## ID Logistics - Third quarter 2018: acceleration in growth led by international markets

- **Q3 revenues of €355.9 million, up 8.3% and up 11.5% at constant exchange rates**
  - Sustained momentum in France, with growth of 9.1%
  - Acceleration in international revenue growth to 7.6% (13.9% at constant exchange rates)
- **Nine-month revenues of €1,036.3 million, up 5.0% (up 7.9% at constant exchange rates)**

**Orgon, 23 October 2018 - 6:00pm** - ID Logistics, (ISIN: FR0010929125, Ticker: IDL) one of the French leaders in contract logistics, is announcing Q3 2018 revenues of €355.9 million, up 8.3% and up 11.5% at constant exchange rates. Over the first nine months of 2018, the Group's revenues came to €1,036.3 million, up 5.0% and up 7.9% at constant exchange rates.

**Eric Hémar, Chairman and CEO of ID Logistics**, commented: *"In the third quarter, we reaped the benefit of the revenues generated by our new sites that have started up over the past year and from supportive economic conditions in France and the rest of Europe. We continue to execute our strategy of expanding our business to new customers, especially in e-commerce, and of moving into new countries in Europe."*

Revenues (€ million)	2018	2017	% change	Change at constant exchange rates
<b>Third quarter</b>				
France	176.6	161.9	9.1%	9.1%
International	179.3	166.7	7.6%	13.9%
<b>Total</b>	<b>355.9</b>	<b>328.6</b>	<b>8.3%</b>	<b>11.5%</b>
<b>Nine-month total</b>				
France	507.2	471.5	7.6%	7.6%
International	529.1	515.4	2.7%	8.2%
<b>Total</b>	<b>1,036.3</b>	<b>986.9</b>	<b>5.0%</b>	<b>7.9%</b>

### ACCELERATION IN REVENUE GROWTH

Over the first nine months of 2018, the Group's revenues came to €1,036.3 million, up 5.0% and up 7.9% at constant exchange rates. In Q3 2018, ID Logistics' revenues recorded sustained growth to reach €355.9 million, up 8.3% and up 11.5% at constant exchange rates:

- in France, growth held up at a high pace of 9.1% or 7.6% over nine months as a result of the contribution from new contracts and a still positive price-volume effect during the quarter.

- in international markets, revenue growth was also very significant, reaching, at constant exchange rates, 13.9% in Q3 and 8.2% over the first nine months. This growth was powered by generally positive trends, especially in Europe. After factoring in unfavourable currency effects in Latin America, international revenue growth ran at 7.6% in Q3 and 2.7% over the first nine months.

## NEW BUSINESS

ID Logistics continues to tender for and to win or start up new contracts:

- In **France**, ID Logistics has started up a new partnership with Carrefour, a core customer. The new 60,000 sq. m, warehouse in Aulnay will handle brewery and grocery flows for hypermarkets, supermarkets and convenience stores in the Paris region
- In **Russia**, ID Logistics is launching a new 24/7 e-commerce business with Shop&Show, one of the leading TV shopping channels in Russia watched in over 20 million homes. The business will start up in November with operator training and ramp-up continuing into December to cope with the peak end-of-year in activity. Ultimately, ID Logistics will prepare 10,000 orders per day from right across Russia.

## OUTLOOK

ID Logistics looks set to maintain a high level of organic growth thanks to its specialisation in contract logistics, the quality of its customer portfolio and development in e-commerce, and its geographical exposure, predominantly to Europe.

## NEXT REPORT

Publication of 2018 full-year revenues on 24 January 2019 after market close.

## ABOUT ID LOGISTICS

ID Logistics is an international contract logistics group, with revenue of €1,329 million in 2017. ID Logistics has close to 300 sites across 17 countries, representing 5.5 million square meters of warehousing facilities in Europe, Latin America, Asia and Africa, and 19,000 employees. With a client portfolio balanced between retail, industry, detail picking, healthcare and e-commerce sectors, ID Logistics delivers high-tech solutions and is firmly committed to sustainable development. ID Logistics is listed on Compartment B of NYSE Euronext's regulated market in Paris (ISIN Code: FR0010929125). The Group is managed by Eric Hémar.

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