



# /// PRESS RELEASE

## Second-quarter 2013 revenues up 20.6% on a like-for-like basis to €160.6 million

- Sustained performance in France, with revenues rising by 7.5% on a like-for-like basis
- Continued growth acceleration in international business to 43.9% on a like-for-like basis

**Cavaillon, 24 July 2013** – ID Logistics, one of the French leaders in contract logistics, posted revenues of €160.6 million in the second quarter of 2013, up 20.6% like-for-like compared with the second quarter of 2012.

Commenting on these figures, Eric Hémar, Chairman and CEO of ID Logistics, said: “The performance recorded during the first part of 2013 confirms the trend we presented at the beginning of the year. In France, ID Logistics outperformed its sector and peers, recording organic growth of 7.8% during the first six months of the year. In international business, the acceleration in the second quarter brought growth close to 40% on a like-for-like basis in the first half and to over 30% including currency effects. This strong organic growth is the consequence of our strategy to enlarge our offering and to expend into new countries.”

<i>(in millions of euros)</i>	Q2 2013	Q2 2012	% chg.	Like-for-like change*
<b>Revenues</b>	<b>160.6</b>	<b>135.4</b>	<b>18.6%</b>	<b>20.6%</b>
France	92.4	86.0	7.4%	7.5%
International	68.2	49.4	38.1%	43.9%

\* at constant exchange rates and scope of consolidation and excluding the fruit and vegetable pooling and pallet distribution business, discontinued in June 2012

### ACCELERATION IN ORGANIC GROWTH

ID Logistics' consolidated revenues for the second quarter of 2013 totalled €160.6 million, up 20.6% on a like-for-like basis. On a reported basis, revenues advanced by 18.6%, reflecting a negative currency effect of 1.8% related mainly to the Brazilian real, the consolidation of France Paquets (a company acquired in December 2012) almost entirely offsetting the shutdown in June 2012 of the fruit and vegetable pooling and pallet distribution business.

**In France**, revenues came to €92.4 million, up 7.5% compared with the second quarter of 2012 on a like-for-like and on a reported basis. The Group has continued to enjoy a sustained performance in the region and outperformed its market. ID Logistics benefits from retailers and manufacturers' demand to optimise their logistics and search for innovative and flexible solutions. On the existing sites, prices and volumes are slightly positive.

**In international markets**, revenues totalled €68.2 million, up 38.1% compared with the second quarter of 2012 thanks to a clear acceleration in growth on a like-for-like basis to 43.9%. It is driven by the strong expansion in



ID Logistics  
410 Route du Moulin de Losque  
BP 70132  
84304 Cavaillon

Tel.: +33 (0)4 32 52 96 96  
[www.id-logistics.com](http://www.id-logistics.com)

emerging markets, especially Brazil, Argentina, South Africa and Poland. International businesses continued to make a growing contribution to total revenue, now accounting for over 42% of the total.

### ACQUISITION OF CEPL

On July 22<sup>nd</sup> 2013, ID Logistics announced the acquisition of CEPL, the French leader in highly automated solutions for retail order fulfilment. Through this deal, the Group has expanded its customer portfolio into new market segments (electronics, home entertainment, fragrances, textiles) and strengthened its e-commerce offering. With the addition of CEPL, ID Logistics has also extended its European coverage to Germany and the Netherlands and consolidated its longstanding positions in Spain.

This acquisition has no impact on ID Logistics' revenues for the first semester. It will be consolidated into the financial statements of ID Logistics as of July 2013.

### OUTLOOK FOR 2013 REITERATED

ID Logistics' diversified geographical positions and embedded growth strategy provide it with high visibility and allow it to be reasonably optimistic about 2013. The Group intends to maintain its organic commercial momentum, while integrating CEPL smoothly.

### NEXT REPORTS

- Publication of 2013 half year results after the market closes on 28 August 2013

### ABOUT ID LOGISTICS

ID Logistics is an international contract logistics Group, which recorded revenues of €560 million in 2012. With the acquisition of CEPL in July 2013, the combined entity will leverage on 168 sites in 14 countries, representing 3.1 million square meters of warehousing facilities in Europe, Latin America, Asia and Africa, with a workforce of 12,300 employees. A major supplier to the retail, industry and e-commerce sectors, ID Logistics delivers high-tech solutions and is firmly committed to sustainable development. ID Logistics is listed in Compartment C of NYSE Euronext's regulated market in Paris (ISIN Code: FR0010929125). The Group is managed by Eric Hémar.

### CONTACTS

ID Logistics  
Yann Perot  
Directeur Administratif et Financier  
Tél. : +33 (0)4 32 52 97 11  
[yperot@id-logistics.com](mailto:yperot@id-logistics.com)

Médias / investisseurs  
Brunswick  
Agnès Catineau / Mathilde Rodié  
Tél : + 33 (0)1 53 96 83 83  
[idlogistics@brunswickgroup.com](mailto:idlogistics@brunswickgroup.com)



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## APPENDIX

<i>(in millions of euros)</i>	<b>2013</b>	<b>2012</b>	<b>% change</b>	<b>Like-for-like change*</b>
<b>First quarter</b>				
France	87.8	82.6	6.3%	8.2%
International	62.3	50.0	24.6%	32.3%
<b>Total</b>	<b>150.1</b>	<b>132.6</b>	<b>13.2%</b>	<b>17.2%</b>
<b>Second quarter</b>				
France	92.4	86.0	7.4%	7.5%
International	68.2	49.4	38.1%	43.9%
<b>Total</b>	<b>160.6</b>	<b>135.4</b>	<b>18.6%</b>	<b>20.6%</b>
<b>Total 1<sup>st</sup> semester</b>				
France	180.2	168.6	6.9%	7.8%
International	130.5	99.4	31.3%	38.1%
<b>Total</b>	<b>310.7</b>	<b>268.0</b>	<b>15.9%</b>	<b>18.9%</b>

\* at constant exchange rates and scope of consolidation and excluding the fruit and vegetable pooling and pallet distribution business, discontinued in June 2012



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