



/// PRESS RELEASE

2013 full-year revenues: up 31.4% at €735.1 million (18.5% like-for-like)

- Robust performance in France with organic growth of 8.8% in 2013; further organic growth in Q4 2013 at 9.8%
- Strong growth in international activities at 34.8% like-for-like over the full year, with revenues up 32.8% in Q4 2013
- Growth potential of the acquisition of CEPL confirmed both in terms of existing clients and detail picking activities
- Continuing solid business momentum

Cavaillon, 23 January 2014 – ID Logistics, one of the French leaders in contract logistics, generated revenues of €735.1 million in 2013, up 31.4% compared with 2012 (18.5% like-for-like).

Commenting on these figures, Eric Hémar, Chairman and CEO of ID Logistics, said: *“ID Logistics achieved remarkable growth in 2013 in all regions. In France, the Group was once again able to maintain its growth in the fourth quarter of 2013 thanks to new contracts. In international markets, ID Logistics continued to roll out its strategy of robust growth with solid business momentum, particularly in Russia, Poland and Argentina. Lastly, the integration of CEPL confirms the Group’s potential to expand its business in the detail picking sector, both in France and abroad.”*

<i>(in millions of euros)</i>	2013	2012	Change	Like-for-like change*
Revenues	735.1	559.6	31.4%	18.5%
France	417.6	340.8	22.5%	8.8%
International	317.5	218.8	45.1%	34.8%

* at constant exchange rates and scope of consolidation excluding fruit and vegetable activities discontinued in June 2012



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FURTHER ROBUST ORGANIC GROWTH

ID Logistics' consolidated revenues for 2013 totalled €735.1 million, a sharp increase of 31.4% (18.5% like-for-like) compared with 2012. During the fourth quarter of 2013, consolidated revenues came to €218.1 million, up 46.0% (18.3% like-for-like).

On a reported basis, the change in revenues reflects two main events:

- The consolidation of CEPL into the financial statements since 1st July 2013;
- An unfavourable currency effect of around 4% relating primarily to the Brazilian real and the Argentine peso.

In France, revenues came to €417.6 million, up 8.8% compared with 2012 on a like-for-like basis. During the fourth quarter of 2013, the Group generated revenues of €123.1 million, up 9.8% compared with the fourth quarter of 2012. This strong growth is mainly due to continuing solid volumes and the start of new contracts during the fourth quarter of 2013.

In international markets, revenues stood at €317.5 million, up 34.8% on a like-for-like basis. During the fourth quarter of 2013, the Group generated revenues of €95.0 million, up 32.8% compared with the fourth quarter of 2012. International revenues remained brisk, driven chiefly by growth in emerging markets, in particular Russia, Argentina, South Africa and Poland. Overall in 2013, international activities accounted for 43% of the Group's total revenues, including the consolidation of CEPL.

CONTINUING SOLID BUSINESS MOMENTUM

ID Logistics is continuing to enjoy solid business momentum with a high success rate for responses to tenders both in France and abroad. For example:

In France, in the fourth quarter of 2013:

- Carrefour selected ID Logistics for its future site in Les Arcs (83), to serve all of its stores in the south-east of France
- The Suntory Group (Orangina-Schweppes, Européenne d'embouteillage) selected ID Logistics to operate its platform in Chessy (45)
- Lastly, Point P, via its specialist retailers CEDEO and BROSSETTE, selected ID Logistics to operate two platforms in Derval (35) and Satolas (69)

In international markets, ID Logistics achieved a number of business developments, in particular:

- The extension in Brazil of its partnership with Privalia, already client in Spain
- Qualification for a new platform in Russia for the MVideo Group
- The opening of a platform for Auchan in Poland



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OUTLOOK FOR 2014

The Group has entered 2014 with a positive outlook:

- A portfolio of request for proposals similar to that seen in previous years in the various countries in which it operates;
- The end of the operational integration of sites owned by CEPL, acquired in July 2013. This integration should allow the Group to seize opportunities to develop its activities in the detail picking sector both in France and abroad;
- The renewal of current contracts. In this regard, the renewal on 1st January 2014 of its contractual commitment with a number of leading perfumery and cosmetics brands owned by the LVMH Group (Guerlain, Parfums Givenchy, Kenzo Parfums and Fendi) for a period of five years illustrates ID Logistics' expansion strategy of making the luxury goods, perfumery and cosmetics sector a key element in its growth.

NEXT PUBLICATION

- 2013 full-year results on 25 March 2014, after market close

ABOUT ID LOGISTICS

ID Logistics is an international contract logistics group, with revenue of €735 million in 2013. After the acquisition of CEPL in July 2013, the group has 170 sites across 14 countries, representing 3.1 million m² of warehousing facilities in Europe, Latin America, Asia and Africa, along with 13,000 staff. A major supplier to the retail, industry, detail picking 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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APPENDIX

<i>(in millions of euros)</i>	2013	2012	Change	Like-for-like change*
1st quarter				
France	87.8	82.6	6.3%	8.2%
International	62.3	50.0	24.6%	32.3%
Total	150.1	132.6	13.2%	17.2%
2nd quarter				
France	92.4	86.0	7.4%	7.5%
International	68.2	49.4	38.1%	43.9%
Total	160.6	135.4	18.6%	20.6%
3rd quarter				
France	114.3	82.2	39.1%	9.5%
International	92.0	60.0	53.3%	30.9%
Total	206.3	142.2	45.1%	17.9%
4th quarter				
France	123.1	90.0	36.8%	9.8%
International	95.0	59.4	59.9%	32.8%
Total	218.1	149.4	46.0%	18.3%
Total				
France	417.6	340.8	22.5%	8.8%
International	317.5	218.8	45.1%	34.8%
Total	735.1	559.6	31.4%	18.5%

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