

## Third-quarter 2013 revenues: up 45.1% at €206.3 million (17.9% like-for-like)

- Acceleration in organic growth in France to 9.5% in the third quarter
- Further robust growth in international activities of 30.9% like-for-like
- Consolidation of CEPL as of 1 July 2013 and operating and commercial integration on target
- Continuing solid commercial activity
- Outlook for 2013 reiterated

**Cavaillon, 29 October 2013** – ID Logistics, one of the French leaders in contract logistics, generated revenues of €206.3 million in the third quarter of 2013, up 45.1% compared with the third quarter of 2012 (17.9% like-for-like).

Commenting on these figures, Eric Hémar, Chairman and CEO of ID Logistics, said: *“ID Logistics delivered a strong performance in the third quarter of 2013 in all regions and continued to gain market share. In France, the Group further stepped up its rate of growth thanks to the start of new contracts and satisfactory volumes over the quarter. In international markets, the Group again achieved very robust growth driven by solid business momentum, particularly in Brazil, South Africa and Russia. Furthermore, the integration of CEPL is progressing on target and allows us to confirm the strong potential of this acquisition.”*

<i>(in millions of euros)</i>	Q3 2013	Q3 2012	% chg.	Like-for-like change*
<b>Revenues</b>	<b>206.3</b>	<b>142.2</b>	<b>45.1%</b>	<b>17.9%</b>
France	114.3	82.2	39.1%	9.5%
International	92.0	60.0	53.3%	30.9%

\* at constant exchange rates and scope of consolidation

### FURTHER ROBUST ORGANIC GROWTH

ID Logistics' consolidated revenues for the third quarter of 2013 totalled €206.3 million, a sharp increase of 45.1% (17.9% like-for-like) compared with the third quarter of 2012. The change and perimeter impact consists in two main events:

- the consolidation of CEPL as of 1 July 2013;
- an unfavourable currency effect of -7% in the third quarter, compared with -2.2% over the first half of the year, relating primarily to the Brazilian real and the Argentine peso.

**In France**, revenues came to €114.3 million, up 9.5% compared with the third quarter of 2012 on a like-for-like basis. This acceleration relative to the first half of the year is mainly as a result of solid volumes and the start of new contracts.

**In international markets**, revenues came to €92.0 million, up 30.9% on a like-for-like basis. Despite an unfavourable base effect relating to the start of a number of contracts in the third quarter of 2012, international revenues remained very brisk, driven chiefly by strong growth in emerging markets, in particular Brazil, Argentina, South Africa and Poland. In the third quarter of 2013, international activities accounted for 45% 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 July, ID Logistics won two contracts with **BricoDépôt**, the third-largest DIY equipment retailer in France. The first concerns the creation of a cross-docking platform in the Paris region which will become operational in 2013. The second site in the Le Havre region is intended for the management of some of BricoDépôt's national stock. The warehouse is due to open in 2014.
- The Group also reported the winning of a new client in France, food manufacturing group **Panzani**, for which it will launch the operation of a site of close to 40,000 m<sup>2</sup> near Marseille, serving the entire south of France and its export operations.
- Following on from its collaboration with **Privalia** in Spain that began at the start of the year, ID Logistics will also work with this major e-commerce player on its expansion in Brazil, with a planned launch in 2014.
- Lastly, in Russia, ID Logistics started a new contract in September for retail chain **Atak** - part of the Auchan group - demonstrating the ramp-up of the subsidiary opened two years ago. This growth has enabled ID Logistics to be identified as a key player in the country and to be approached within the context of new tender offers.

### INTEGRATION OF CEPL

The integration of CEPL, initiated when the deal was signed on 22 July, is progressing on target. The new organisational structure has already been defined and will be fully operational by the end of the year. The strategic fit of this acquisition and its potential for development have been confirmed. The Group has already been invited to take part in tender offers in CEPL's areas of expertise (electronics, cultural goods, selective, perfumes, textiles) and is looking into opportunities to work with some of CEPL's clients outside France.



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**OUTLOOK FOR 2013 REITERATED**

Thanks to its strategy as a “pure player” contract logistics company, its increasingly diversified positioning and its locked-in growth model, ID Logistics benefits from strong visibility on revenues for 2013 and beyond. Tight control of start-up costs associated with this rapid growth should enable it to continue to increase its profits.

**FORTHCOMING PUBLICATION**

– Fourth-quarter 2013 revenues on 23 January 2014, after market close.

**ABOUT ID LOGISTICS**

ID Logistics is an international contract logistics group, with revenue of €560 million in 2012. After the acquisition of CEPL in July 2013, the group has 168 sites across 14 countries, representing 3.1 million m<sup>2</sup> of warehousing facilities in Europe, Latin America, Asia and Africa, along with 12,300 staff. A major supplier to the retail, industry, fragrances, cosmetics and e-commerce sectors, ID Logistics delivers high-tech solutions and is firmly committed to sustainable development. ID Logistics is listed on Compartment C 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>	<b>2013</b>	<b>2012</b>	<b>% change</b>	<b>Like-for-like change*</b>
<b>First half</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>
<b>Third quarter</b>				
France	114.3	82.2	39.1%	9.5%
International	92.0	60.0	53.3%	30.9%
<b>Total</b>	<b>206.3</b>	<b>142.2</b>	<b>45.1%</b>	<b>17.9%</b>
<b>Total 9 months</b>				
France	294.5	250.8	17.4%	8.4%
International	222.5	159.4	39.6%	35.5%
<b>Total</b>	<b>517.0</b>	<b>410.2</b>	<b>26.0%</b>	<b>18.6%</b>

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