



Consolidated sales for Q3 2018

The Q3 2018 highlights were a growth rate comparable with the first half of the year, and the impact of external growth operations that took place before summer 2018.

Turnover increased by 6.3% like-for-like, with acquisitions providing a 3.3% additional growth over the period.

Turnover breakdown

(In millions of euros)

Q3	2017	2018	Change %	Like-for-like %
Group activities	664.3	735.9	10.8%	7.1%
Sales carried out for third parties	94.6	95.7	1.1%	1.1%
TOTAL	758.9	831.6	9.6%	6.3%

Turnover per activity

(In millions of euros)

Q3	2017	2018	Change %	Like-for-like %
Transport France	314.7	352.1	11.9%	8.4%
Logistics France	132.0	143.9	9.1%	9.1%
International operations	181.0	205.2	13.4%	5.8%
Transport and Logistics sub-total	627.7	701.3	11.7%	7.8%
Maritime	31.3	28.6	-8.5%	-8.5%
Other	100.0	101.7	1.8%	1.8%
TOTAL	758.9	831.6	9.6%	6.3%

Scope changes relate to:

- Transport France: the acquisition of Express Marée on July 2nd 2018, a company specialising in seafood transportation, generating sales of €10.9M;
- International operations: the acquisition of the frozen and fresh logistics activities of the Marconi group in Italy, starting on May 2018, which represents €13.7M over the period.

Transport France

The transport network in France saw its activity grow strongly during the quarter thanks to the contribution of Express Marée (+3.5%), the impact of fuel prices (+5%) and growth in volumes transported, in a food consumption environment that remains extremely positive.

Logistics France

The turnover of the logistics activities in France increased by 9.1% over the period, of which 3.6% is linked to the ramp-up of the sites at Aulnay-sous-Bois and Darvault in the Paris region (Ile-de-France). The fill rate of the frozen warehouses is 1.8 percentage points higher than the same period in 2017.

International operations

The overall trends in the group's international operations are favourable.

The turnover increase on the Iberian peninsula came out at 5.5% during the quarter. Spain is stepping up its commercial efforts with agrifood industry players, and Portugal is strengthening its distribution network through partnership agreements with local transporters.

In Italy, activity increased by 25.8% during the quarter, and by 7.6% like-for-like, thanks to the expansion of the network and an offering that matches customers' needs.

Maritime

The Maritime activity had a good summer season. Excluding the planned readjustment of financial compensation, turnover rose by 4.5% over the period, thanks in particular to better optimisation of crossings, both for freight and passengers.

Group turnover at 30 September 2018 amounted to €2,389M, compared with €2,192M at 30 September 2017, representing an increase of 9% and 7.2% like-for-like.