



## 2018 Q4 consolidated turnover

2018 saw strong growth in transport and logistics activities

Group turnover increased by +9.4% at the end of 2018

The Group ended the year with strong business growth in the fourth quarter (+10.5% overall and +7.6% on a like-for-like basis).

Excluding sales transactions for third parties (OOH Catering clients operating in France, Spain and Belgium), turnover grew by 11.8% (8.5% on a like-for-like basis).

### Turnover breakdown

(in €M)

<i>Fourth quarter</i>	<i>2017</i>	<i>2018</i>	<i>Change %</i>	<i>Like-for-like %</i>
<b>Group activities</b>	<b>684.5</b>	<b>765.6</b>	<b>11.8%</b>	<b>8.5%</b>
Sales transactions for third parties	99.3	100.4	1.2%	1.2%
<b>TOTAL</b>	<b>783.7</b>	<b>866.0</b>	<b>10.5%</b>	<b>7.6%</b>

### Turnover breakdown by sector

(in €M)

<i>Fourth quarter</i>	<i>2017</i>	<i>2018</i>	<i>Change %</i>	<i>Like-for-like %</i>
Transport France	337.2	377.4	11.9%	8.6%
Logistics France	135.5	148.0	9.2%	9.2%
International activities	179.9	206.3	14.7%	8.3%
<b>Sub-total Transport and Logistics</b>	<b>652.6</b>	<b>731.7</b>	<b>12.1%</b>	<b>8.7%</b>
Maritime	26.2	27.1	3.3%	3.3%
Other	104.9	107.3	2.2%	2.2%
<b>TOTAL</b>	<b>783.7</b>	<b>866.0</b>	<b>10.5%</b>	<b>7.6%</b>

Variations in scope relate to:

- Transport France: a contribution of +€11.1 M from Express Marée, acquired on 2 July 2018,
- International activities: +€11.5 M from Marconi's business in Italy, taken over at the beginning of May 2018.

## **Transport France**

The transport network in France achieved strong growth of +11.9% over the quarter. The increase was +8.6% on a like-for-like basis, split equally between the impact of the fuel-price rise and the increase in volumes.

## **Logistics France**

Turnover rose by 9.2% over the period, driven mainly by growth in the OOH Catering sector and the ramp up of new warehouses brought on-stream during the year.

## **International activities**

International activities increased by 14.7% and remain on track:

- Italy increased its turnover by +24% (+9.1% on a like-for-like basis), with strong business growth in the distribution sector;
- Business in Spain and Portugal increased by 8.1%, thanks to steady sales growth and a sharp increase in food consumption in Portugal.

## **Maritime**

Maritime activities grew slightly, by +3.3%, during a traditionally fairly quiet period.

The Group's cumulative turnover at 31 December 2018 was €3,255.1 M compared with €2,975.7 M at 31 December 2017, an increase of 9.4% overall and 7.4% on a like-for-like basis.