



GEODIS

PRESS RELEASE - *Clichy, March 23rd, 2010*

## **GEODIS ANNOUNCES THE START OF EXCLUSIVE NEGOTIATIONS TO ACQUIRE THE NORTHERN AND SOUTHERN EUROPE DIVISIONS OF GIRAUD**

**Following the acquisition of Giraud's Steel division and Central and Eastern Europe division in July 2009, the acquisition of its two remaining divisions, Northern Europe and Southern Europe (full and partial truckload road transport), will now allow Geodis BM to expand its European coverage, particularly in Spain.**

Giraud is the third-largest road freight carrier in Spain, and a major player in France. It is also present in Italy and the UK. The acquisition is therefore an opportunity for Geodis to expand the geographic coverage of Geodis BM in Europe and also to increase revenue through a portfolio of loyal key accounts (automotive, retail and distribution, industry, etc.). The transaction will be concluded very quickly, after employees have been duly informed and after approval by the competition authorities, who are expected to rule on the acquisition by the end of the first half of 2010.

"Giraud's corporate culture is close to ours," said Olivier Melot, director of the Geodis Road division. "It has a centralized organization, strong culture of operational excellence and management tools that are similar to ours. These factors, along with our successful experience with the Steel division and Central and Eastern Europe division, augur well for a successful integration."

"For Geodis BM, this acquisition is an opportunity to build a true European network and to play a full role in the Group's global end-to-end offering. With this new network, the revenue of Geodis BM will exceed one billion Euros, based on the expertise of its 5,000 employees," concluded Jean-Louis Demeulenaere, CEO of Geodis.

### **Key figures:**

#### **Giraud, Northern Europe**

454 employees whose primary business is the shipment of full or partial truckloads using the company's own resources (260 tractors and trucks) and chartered resources.

Revenue in 2009: €76 million.

#### **Giraud, Southern Europe**

244 employees.

353 tractors and trucks

Revenue in 2009: €105 million.

Third-largest freight carrier in Spain.



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**About Geodis**

A global logistics provider and wholly-owned subsidiary of SNCF Group, Geodis is a European group with a worldwide scope, ranking number four in its field in Europe. The Group's ability to coordinate all or part of the logistics chain (air and sea freight forwarding, groupage, express, contract logistics, transport of part and full truck loads, reverse logistics, supply chain optimisation) enables it to support its customers in their strategic, geographical and technological developments, providing them with solutions tailored to optimising their physical and information flows. Geodis offers a range of logistics services that meet the specific needs of each sector of the economy. Across a network covering 120 countries, the Group's 27,000 employees offer a wealth of multicultural experience, a genuine local service to their customers and outstanding flexibility. Geodis reported revenues of €5 billion in 2009.

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