

## Annual turnover in 2012 increased by +8.5% to €3.9 billion

- Annual turnover: €3,880 million against €3,576 million in 2011 (+8.5% growth and stable, at constant perimeter and exchange rates)
- Transport activities proved resilient with €2,038 million in turnover
- Logistics activities saw solid growth with €1,783 million in turnover
- Strong development of the Freight Forwarding business with €143 million in turnover against €86 million in 2011
- Effective integration of the freight forwarding activities of the John Keells Group (Sri Lanka and India) and logistics/freight forwarding activities of Nova Natie (Antwerp)
- Further growth expected in terms of operating profit (EBITA) for 2012

**According to Hervé Montjotin, CEO:** “Norbert Dentressangle maintained its growth dynamic throughout the 2012 financial year, despite a worsening and more volatile economic environment. The targeted acquisitions that we achieved this year have consolidated our international positions in terms of freight forwarding and logistics. The flexibility of our organisation and our rigorous management enable us to look forward to further operating profit growth (EBITA).”

Total turnover on 31/12 (million €)	2012	2011	Variation	Variation at constant perimeter and exchange rates
Transport	2,038	1,966	+3.7%	-1.7%
Logistics	1,783	1,589	+12.2%	+3.1%
Freight Forwarding	143	86	+67.1%	NS
Inter-divisions*	(84)	(65)	NS	NS
<b>Consolidated total</b>	<b>3,880</b>	<b>3,576</b>	<b>+8.5%</b>	<b>0.0%</b>

\* Including turnover from the Dagenham site in the UK (sold early October 2012)

4 <sup>th</sup> Quarter turnover (million €)	Q4 2012	Q4 2011	Variation	Variation at constant perimeter and exchange rates
Transport	493	496	-0.5%	-2.0%
Logistics	470	434	+8.2%	+5%
Freight forwarding	41	31	+33%	NS
Inter-divisions	(25)	(25)	NS	NS
<b>Consolidated total</b>	<b>979</b>	<b>937</b>	<b>+4.6%</b>	<b>+1.0%</b>

Norbert Dentressangle's consolidated annual turnover for the 2012 financial year amounted to €3,880 million, which is equivalent to +8.5% growth compared to the turnover figures reported in 2011. For 2012 as a whole, organic growth remained stable.

The last quarter saw a satisfactory level of business with +4.6% turnover growth compared to the 4<sup>th</sup> quarter of 2011.

Norbert Dentressangle now conducts 59% of its business outside France, compared to 55% in 2011. The UK, which is the group's second most important country in terms of turnover, now accounts for almost 32% of its total sales.

Per division:

- Transport held up well with a turnover of €2,038 million (+3.7% based on published figures and -1.7% at constant perimeter and exchange rates). During the 2012 financial year, its commercial momentum and market share gains enabled it to limit the impact of reduced volumes from some of our customers.
- Logistics, which achieved a turnover of €1,783 million, reported marked business growth in 2012, with +12.2% based on published figures and +3.1% at constant perimeter and exchange rates. Its growth dynamic gained pace in the last quarter, due mainly to strong performance in the UK, Italy and the Netherlands. Norbert Dentressangle reinforced the Logistics Division's positions in Belgium, by acquiring the assets of the Nova Natie company, which is based in the port of Antwerp, and signed an agreement for the creation of a JV in Brazil.
- Freight forwarding continued to develop in 2012 and achieved a turnover of €143 million and +67.1% growth compared to 2011. The freight forwarding activities acquired from the John Keells Group in India and Sri Lanka are currently being integrated.

Due to be announced on 27 February, Norbert Dentressangle's consolidated operating profit (EBITA) in 2012 will show growth compared to 2011.

**Next publication:** Annual results for 2012 to be published before market opening on 27 February 2013.

About Norbert Dentressangle:

Norbert Dentressangle is an international transport, logistics and freight forwarding company, with annual turnover of €3.9 billion in 2012. Norbert Dentressangle develops high added value solutions in its three sectors, across Europe, America and Asia, and places sustainable development at the heart of all its activities. It is established in 26 countries, employs 33,000 people and generates 59% of its turnover outside France. Norbert Dentressangle, which is listed on the CAC Small et CAC All Tradable, is headed by Hervé Montjotin.

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