

## Norbert Dentressangle's acquisition of Daher's freight forwarding activities is completed

Following Norbert Dentressangle's announcement on 16th July 2013 of the agreement to take over Daher's freight forwarding activities, French competition authorities approved the operation on 26<sup>th</sup> September. The deal is now completed.

The Daher operations include a network of eight offices in France and three in Russia, a total of 287 employees and achieved a turnover of €80m in 2012.

### Reaching a critical size in the freight forwarding market with strengthened presence in France

This operation is in line with the Group's Freight Forwarding growth strategy, launched from scratch in 2010. In acquiring Daher's freight forwarding activities, Norbert Dentressangle is further adding to its global freight forwarding offering and reaches an initial level of consolidation with annual turnover close to €20m which will immediately improve profitability of its freight forwarding business. Norbert Dentressangle's sizeable freight forwarding activity now consists of 800 people in 56 offices with a presence in 14 countries and 3 continents. Norbert Dentressangle achieves a significant presence in France with a network of eight offices (Roissy, Le Havre, Strasbourg, Marseille, Lyon, Lille, Nantes and Toulouse) and reaches a critical size in this market.

### An impressive client portfolio, mainly blue chip industrial and luxury goods customers.

By taking over Daher's freight forwarding activities, Norbert Dentressangle strengthens its links with major clients in the aviation, automotive, chemical and luxury goods sectors, all of whom recognise and expect the experience and expertise offered by Daher's skilled workforce.

### Solid experience in Russia

In acquiring a leading freight forwarding and customs clearance specialist, with 103 employees spread across Moscow, Ekaterinburg and Saint Petersburg, over 20 years experience and with a turnover of over €15m, Norbert Dentressangle is acquiring an excellent and well established position in Russia.

#### About Norbert Dentressangle:

Norbert Dentressangle is an international transport, logistics and freight forwarding company, with in 2012, €3.9 billion turnover of which 59% outside France, 32,500 people and a presence in 26 countries. 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. Norbert Dentressangle, which is listed on the CAC Small & CAC All Tradable, is headed by Hervé Montjotin.

NYSE Euronext Paris (Category B) / NYSE Euronext London, GND, Code: ISIN FR0000052870

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