



GEODIS

COMMUNIQUE DE PRESSE / PRESS RELEASE

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GEODIS WILSON WINS LARGE 2 YEAR CONTRACT WITH DELSEY

Geodis Wilson will manage Delsey's global logistics operations

Geodis Wilson, Geodis' freight management division, today announces signing of a two year contract to manage the global logistics operations for international luggage manufacturer, Delsey. Geodis Wilson's advanced solutions and global offering will reduce Delsey's logistics costs by a significant percentage.

Geodis Wilson will implement a fully integrated logistics service with management of intra-Asia freight services through Vietnam and Southern China, contractual logistics with a permanent storage volume above 15,000 CBM and Full Container Load (FCL) deliveries worldwide to France, US, Latin America, Middle East and Asia Pacific.

The Geodis Wilson logistics centre is located in Shanghai's Yangshan Free Trade Port Area. This is where 36,000 cubic meters (CBM) of Delsey products for import and export will be handled yearly, as well as round-trip FCL trucking from Yangshan port to the distribution centre and Less Than Truckload (LTL) domestic distribution with a yearly volume of 4,000 CBM to Delsey customers in 37 cities in China.

Commenting on the contract success, Marie-Christine Lombard, CEO of Geodis, said: "This contract highlights Geodis Wilson's strong presence in China's competitive transport and logistics market. Our innovative approach will allow Delsey to increase productivity, reduce business complexity and optimise their supply chains with a single, best in class logistics provider."

Delsey requires a cost effective logistics provider to support its global logistics needs for distribution across over 100 countries. Lucien Soldano, Global Supply Chain Director of Delsey said: "Geodis Wilson's advanced IT and technical support through real-time, automatic status updates and optimised flow at modern logistics centers, highlights that the company is the best choice to meet Delsey's demands."

Geodis Wilson has been operating in Asia Pacific for over 30 years. It has a team of more than 2,100 employees in the region, striving to deliver 'best in class' customer service and performance. Geodis Wilson recently announced the expansion of its cross-border trucking operations into China, to meet rising demand among Southeast Asian customers, especially those in the high-tech sector. It is also committed to the growth of its Asia Pacific operations after announcing the opening of three new large logistics centres in China in 2012.

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A supply chain operator and fully owned subsidiary of the SNCF Group, Geodis is a European group with global reach, ranking among the top four companies in its field in Europe. The Group's ability to coordinate all or part of the supply chain (air and sea freight forwarding, groupage/express, contract logistics, transport of part and full truck loads, reverse logistics, supply chain anagement and optimisation) enables it to support its customers in their strategic, geographical and technological developments, providing them with solutions to optimise their physical and information flows. Geodis offers a range of logistics services that meet the specific needs of each sector of the economy. With offices in 60 countries, the Group's 32,000 employees provide a wealth of multicultural experience, delivering a local service to their customers as part of a flexible, proactive approach. Geodis reported revenues of €7.1 billion in 2012.

About Delsey

An iconic brand, Delsey is a French company and a creator of baggage since 1946. For more than 65 years Delsey has offered consumers cases which bring together quality and audacious design. Delsey creates ingenious baggage designed to accompany travelers wherever they go and to adapt to all types of journey, both professional and personal. Its strength grounded in its expertise, the brand is behind numerous innovations recognized by important awards in the design world. Delsey brings together style and functionality to create products that reflects the personality of each consumer. Today Delsey is present in all 5 continents and in more than 130 countries. A Delsey bag is sold every 10 seconds.

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