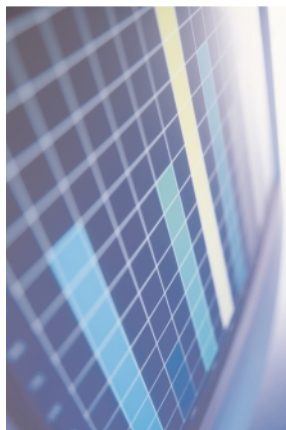




Business Information for the Logistics Industry

Logistics in France: *Opportunities in a Challenging Market*

- For logistics companies - Invaluable insight into the structure of the logistics industry in France
- For supply chain professionals – Understand the leading 3pl players in France and their market positioning



Logistics in France: Opportunities in a Challenging Market

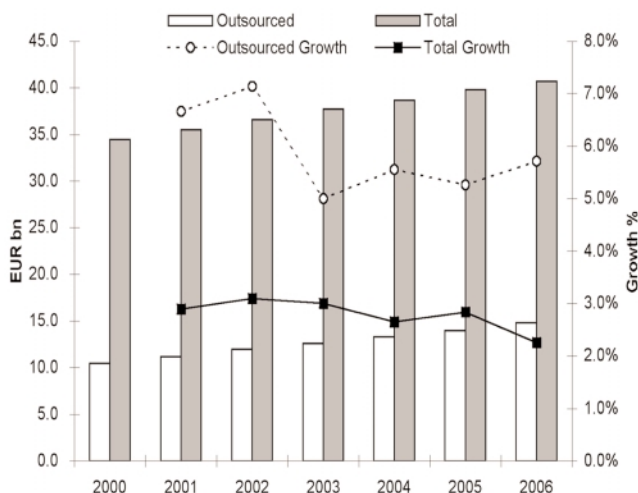
The logistics industry in Europe is not pan-European. Each country has its own particular characteristics, culture, language, traditions, business practices and laws. Following Eastern European Logistics and Logistics in Spain, Logistics in France is the third in a series of country reviews of the European logistics industry.

France is the second most developed market for logistics outsourcing in Europe, behind the UK. Whilst logistics outsourcing is a growth sector in France, declining industrial volumes in particular have impacted on the profitability of outsourced logistics operations and economic uncertainty has put off outsourcing decisions until more stability is evident. Furthermore, industrial strike action and rising fuel costs have further impacted on the profitability of contract logistics operations.

The influx of foreign logistics providers into France over the last decade includes Hays Logistics, Christian Salvesen, Exel, DHL Danzas, Wincanton (through P&O Trans European acquisition), UPS Supply Chain Solutions, TDG, TNT (TPG), Schenker and Tibbett & Britten. These non-French operators have progressed with varying degrees of success, with some notable failures. Meanwhile, domestic companies such as Geodis, Norbert Dentressangle, FM Logistic, Gefco, Giraud and Heppner have developed logistics services from a traditionally road transport-focused base. Both groups of companies have had to develop in different ways, with varying strategies employed.

The Brief will provide a background to the French logistics market, a review of industry sector growth and opportunities, an analysis of market value and outsourcing rates, competitive analysis, concise profiles, a logistics contract review and a news round-up, covering the key events over the course of the last 12 months.

Chart: Comparison of outsourced vs total logistics growth rate in France, 2000-2006



Source: Analytiqa

Logistics in France: Opportunities in a Challenging Market will enable you to:

- Understand the growth opportunities in this strategic country;
- Review the competitive landscape;
- Track the development of key industry sectors;
- Study the key issues and trends in the market;
- Analyse future trends and forecasts.

Logistics in France: Opportunities in a Challenging Market will provide you with:

- Detailed profiles of leading players in the French logistics industry;
- Logistics industry market values and forecasts to 2006;
- Current logistics outsourcing rates and forecasts to 2006;
- An analysis of the key trends facing logistics providers in this key European market;
- A review of contract awards and a round-up of recent news.

Report Contents

1.0 EXECUTIVE SUMMARY	8	Table 20: Gefco group revenue by geography, 2002	39
2.0 INTRODUCTION	9	Table 21: Gefco warehousing space – France and other, 2003	39
3.0 MARKET OVERVIEW	10	Table 22: Gefco key client list by sector, 2003	40
3.1 France in a European Context	11	6.2.8 Geodis	40
3.2 Contract Logistics and Outsourcing	13	Table 23: Geodis group turnover, profit and margin, 1998-2002	40
3.3 Economic Conditions and Profitability	14	Table 24: Geodis group turnover by division, 1999-2001	41
3.4 Mergers, Acquisitions and Alliances	15	Table 25: Geodis group turnover by geography, 1999-2002	41
3.5 European Distribution Centres	16	Table 26: Geodis warehousing space by country, 2003	42
4.0 MARKET VALUES	17	6.2.9 Gravelleau	42
4.1 The Value of the French Logistics Industry	17	6.2.10 Groupe CAT	42
Chart 1: Market value of the French logistics industry, total and outsourced, 2000-2003	17	6.2.11 Groupe Giraud	42
Table 1: Market value of the French logistics industry, total and outsourced, 2000-2003	17	Table 27: Giraud group turnover by division, 2000-2002	42
4.2 Growth in Outsourcing	18	Table 28: Giraud Logistics turnover by geography, 2001-2002	43
Chart 2: Market value and growth of logistics outsourcing in France, 2000-2003	18	Table 29: Giraud warehousing space by country, 2003	44
Table 2: Market value and growth of logistics outsourcing in France, 2000-2003	18	6.2.12 Groupe Heppner	44
4.3 Logistics Market Forecasts	19	6.2.13 Hays Logistics	45
Chart 3: Forecast market value of the French logistics industry, total and outsourced, 2003-2006	19	Table 30: Hays Logistics turnover, profit and margin, 1999-2002	45
Table 3: Forecast market value of the French logistics industry, total and outsourced, 2003-2006	19	Table 31: Hays Logistics warehousing space and sites in France, 2003	45
Chart 4: Comparison of outsourced vs total logistics growth rate in France, 2000-2006	20	6.2.14 ID Logistics	46
5.0 INDUSTRY SECTOR OVERVIEW	21	6.2.15 La Fleche Cavallonnaise	46
6.0 LOGISTICS PROVIDER COMPETITIVE ANALYSIS	27	6.2.16 Mory	47
6.1 Competitive Rankings	27	6.2.17 Norbert Dentressangle	47
6.1.1 Leading Logistics Providers in France by Group Revenue	27	Table 32: Norbert Dentressangle group financial performance, 1998-2002	47
6.1.2 Leading Logistics Providers in France by Contract Logistics Revenue	27	Table 33: Norbert Dentressangle group turnover by division, 2001-2002	48
6.1.3 Leading Logistics Providers in France by Warehousing Space	28	Table 34: Norbert Dentressangle group turnover – France vs International, 2000-2002	48
6.2 Logistics Provider Profiles	30	Table 35: Norbert Dentressangle key operational statistics, 2002	48
6.2.1 ABX Logistics	30	Table 36: Norbert Dentressangle key client list by sector, 2003	48
6.2.2 Bils-Deroo	30	6.2.18 Schenker	49
6.2.3 Christian Salvesen	31	Table 37: Schenker Group Revenue, Profit and Margin, 1999-2002	49
Table 4: Christian Salvesen Group revenue, profit and margin, 1998-2002	31	6.2.19 STEF-TFE	52
Table 5: Christian Salvesen Group revenue by geography, 2000-2002	31	Table 38: STEF-TFE group turnover, profit and margin, 1998-2002	52
Table 6: Darfeuille turnover by industry sector in France, 2002	32	Table 39: STEF-TFE group revenue by division, 2000-2002	52
Table 7: Darfeuille warehouse/site locations in France, 2003	33	Table 40: STEF-TFE group revenue – France vs Other, 2000-2002	52
6.2.4 DHL Danzas	33	Table 41: STEF-TFE warehousing space and sites, 2003	53
Table 8: Deutsche Post World Net Group revenue, profit and margin, 1998-2002	33	6.2.20 Tibbett & Britten	53
Table 9: Deutsche Post World Net Group revenue by division, 1998-2002	33	Table 42: Tibbett & Britten Group revenue, profit and margin, 1998-2002	53
Table 10: Deutsche Post World Net Logistics revenue by division, 2001-2002	34	Table 43: Tibbett & Britten France clients by sector in France, 2003	54
6.2.5 Exel	35	Table 44: Tibbett & Britten warehousing locations in France, 2003	55
Table 11: Exel Group revenue, profit and margin, 1999-2002	35	6.2.21 TNT Logistics	56
Table 12: Exel contract logistics revenue by geography, 2000-2002	35	Table 45: TPG Group Revenue by division, 1998-2002	56
6.2.6 FM Logistic	36	Table 46: TNT Logistics revenue, profit and margin, 1998-2002	56
Table 13: FM Logistic group revenue and growth, 1998-2002	36	Table 47: TNT Logistics revenue by industry sector, 2000-2002	57
Table 14: FM Logistic group revenue by division, 2002	36	Table 48: TNT Logistics recent acquisitions in France	57
Table 15: FM Logistic group revenue by geography, 2002	36	Table 49: TNT Logistics warehousing space in France, 2003	58
Table 16: FM Logistics warehousing sites in France and Europe, 2003	37	6.2.22 UPS Supply Chain Solutions	59
Table 17: FM Logistic group revenue by industry sector, 2002	37	Table 50: UPS Group revenue by division, 2000-2002	59
6.2.7 Gefco	38	6.2.23 Wincanton	59
Table 18: Gefco group revenue, profit and margin, 1998-2002	38	Table 51: Wincanton Group revenue, profit and margin, 1999-2002	59
Table 19: Gefco group revenue by division, 2002	38	Table 52: Wincanton Group revenue by geography, 1999-2002	60
		7.0 LOGISTICS CONTRACTS ROUND-UP	61
		7.1 A Review of Contract Awards	61
		8.0 CONTACT LIST	64
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