

2009 RESULTS

LPR: turnover continues to grow

In spite of a context of economic crisis, the turnover of LPR Group, the European pallet-pooling specialist, increased by 3% in 2009, attaining 101.7 million Euros.

LPR continues its sustained development. The group even recorded an increase of 3% in its consolidated turnover, achieving €101.7 million at the current exchange rate between the British pound and the Euro (€103.2 million at a constant exchange rate as against €100.5 million in 2008). The number of pallet movements increased by 4% and exceeded 39 million.

The reason for these good results is LPR's sound customer portfolio. The group managed to compensate organic volume decline of some of its customers who were directly affected by the crisis, by extended agreements with others and net new customer wins. These include: Sodial Candia in France, Heineken and Garcia Carrion in Spain, Kellogg's and Weetabix in the UK and Ontex in Germany.

Europe: the right choice

LPR's pan-European coverage is a great advantage for the Group. LPR earns about 45% of its turnover in France; 35% in Spain and Portugal; 15% in the United Kingdom and more than 5% in Benelux and Germany. *"In 2009, the UK again significantly contributed to the Group's good results, with two digit growth,"* explains Torsten Wolf, LPR President. *"The same is true for our German subsidiary, which really boosted our development."* LPR intends to do better still in 2010 by paying even closer attention to its customers' needs.

Innovation and proximity

The Group develops its activity in partnership with its customers. Four integrated pallet depots were opened at its customers' premises. *"This enables significant savings in transport costs,"* says Torsten Wolf. Another way of leveraging savings is by sharing resources. LPR has a transport optimisation unit which works closely with its customers to identify opportunities for pooling transport. One transporter may thus deliver pallets from an LPR depot to a customer's factory, and then collect finished products there, before delivering them to a retailer distribution centre on his way back to the depot. *"The aim is to avoid trucks coming back empty, for us and our customers,"* explains Torsten Wolf. *"Our customers want to reduce their logistics costs and we have solutions to offer them."*

More European projects in 2010

In 2010, LPR Group will continue its European expansion, with new operations being set up in Scandinavia and Italy. LPR has already started investing in these markets and its ambition is to achieve a network which is as reliable and extensive as in the other European countries.

"We are number two in the European pallet-pooling market. We intend to be the first choice of our customers in all countries where we do business," concludes Torsten Wolf.

For further information: www.lpr.eu

LPR specialises in pallet pooling for suppliers and retailers in the fast-moving consumer goods sector. LPR Group operates across Europe, providing a full service between its customers and their European retail partners and drop points. LPR handles more than 40 million pallet movements across Europe. LPR Group turnover exceeds 100 million Euros. www.lpr.eu

Press liaison:

BG Presse - Julien Eloy

T. 33 (0)1 49 48 63 72 - julien@bgpresse.fr