

Results for 2008

LPR continues to expand !

Consolidated turnover for the Number 2 European pallet-pooling specialist rose by 7% in 2008, bursting through the 100-million-Euro ceiling! The number of pallets handled in Europe increased by 10%, up from 35 to almost 38 million.

LPR's results are particularly encouraging considering the current economic climate. The Group finished 2008 with a consolidated turnover of 100.5 million Euros. The turnover was nonetheless diminished by the fall of sterling against the Euro, and greater fluctuations in demand as of the second half of 2008. In constant currency terms with respect to the previous year, LPR would have returned sales of 102.4 million Euros (as against 95.7 million Euros in 2007).

Almost all LPR's subsidiaries showed two-figure increases in turnover. Up 30% in the UK: turnover reached almost 10 million pounds sterling. Up 30% in Benelux, as well: the subsidiary achieved turnover of 5 million Euros and handles two million pallets a year. Up 10% in Spain and Portugal, with 35 million Euros of turnover in 2008. The rest of the turnover comes from France and, to a lesser extent, from the new German subsidiary which opened in 2008. This new subsidiary broadens LPR's services to its European customers and German retailers.

The subsidiaries benefited from the arrival of new customers and from more far-reaching contracts with some key accounts: Kellogg's and Nestlé in the UK, Lactalis in Spain, McBride and Spadel in Benelux, as well as Sodiaal Candia in France. Service and pallet quality were the keys that helped LPR ride out the storm last year. According to a survey of 100 European distributors in October 2008, LPR pallets come top in terms of quality compared to other pallets on the market. *"This is particularly important because more and more manufacturers, as well as distributors, are adopting automated production and warehousing systems,"* as Torsten Wolf, President of LPR, points out.

Quality will also be a major factor for winning new markets in Austria and Switzerland. LPR has plans to establish operations in these countries in the course of 2009. For the coming year, LPR will be mobilising all its resources to maintain its market position, as Torsten Wolf explains: *"In the current context, the market is far more unstable than usual. Many of our customers are finding it difficult to plan ahead and are trying to reduce their stocks. We need to be able to react even more swiftly to fluctuations in demand while maintaining the high quality of our services. We are confident that we can meet this challenge!"*

LPR. LPR specialises in pallet-pooling for suppliers and retailers in the fast moving consumer goods sector. The LPR Group operates throughout Europe, providing a full service between its customers and their European retail partners and drop points. In 2008, LPR handled over 38 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 - F. (0)1 49 48 63 77
julien@bgpresse.fr