

Paris, 17 January 2017

GeoPost strengthens its positions in Italy, Brazil and Russia

GeoPost, the second-biggest player on the European Courier, Express & Parcel (CEP) market via its DPDgroup network, announces new external growth operations. In Italy, GeoPost and BRT strengthens their partnership. In Russia, GeoPost has requested authorisation from the Russian competition authority in view of merging its subsidiary DPD Russia with SPSR Express. Finally, in Brazil, GeoPost acquires JadLog.

A consolidated partnership in Italy: acquisition of 37.5% of BRT

GeoPost and BRT, the Italian leader of the express market and Italian partner of DPD for nearly 20 years, have decided to strengthen their strategic partnership for the year to come. As a consequence, the two companies have renewed their cooperation agreement between BRT and DPD for the next five years and GeoPost acquires a 37.5% stake in the share capital of BRT on 16 January 2017.

BRT is a major operator on the express courier business in Italy. BRT satisfies integrated logistics and distribution needs of companies wishing to use a single supplier for storing, handling, transporting and delivering their goods. Through its extended network (180 branches uniformly covering the whole country) BRT delivers more than 650.000 parcels door-to-door every day. BRT generated 1.27 billion in revenue in 2016.

Thanks to a satisfactory twenty-year alliance, BRT has been delivering its parcel in Europe through the extended DPDgroup network. Besides being Italy's leading operator in B2B express courier market, BRT has recently substantially increased its technical and organizational resources in order to adequately meet the challenges coming from the high growth of e-commerce B2C express courier market in Italy.

Strengthened position in Russia: merger of DPD Russia and SPSR Express

GeoPost, already present in Russia through its wholly-owned subsidiary DPD Russia, has requested authorisation from the Russian competition authority to merge DPD Russia with SPSR Express, a key player on the Russian CEP market. The request is being processed by the Russian competition authority and should be finalised in the first quarter of 2017.

The ambition of the merger is to create a global B2B/B2C player which will offer a comprehensive and enhanced range of courier and express services on the Russian market. The resulting synergies aim at accelerating the development of the new entity and more specifically at supporting the strong growth of e-commerce in Russia.

With around 7.5 billion roubles sales (More than 120 million euros), DPD Russia is currently the third-biggest player on this market followed by SPSR Express. Thanks to its domestic network with 125 depots, DPD Russia delivers more than 17,000 locations and handled more than 18 million parcels in 2016.

SPSR Express has a domestic network of 15 distribution centres, 200 offices and representatives. This extensive network covers the whole Russian territory delivering 6,000 cities and towns. SPSR Express has 4,000 employees.

GeoPost present in South America for the first time: 60% acquisition of JadLog

GeoPost has expanded to South America for the first time acquiring a 60% stake in JadLog, currently the second-biggest player on the Brazilian CEP market.

Operating for more than 11 years in the market, JadLog stands out for the quality of its services. The company has one of the largest door-to-door distribution system, capable of serving all Brazilian municipalities, through more than 500 franchises installed in all regions and its extensive road and air linehaul network.

In 2016, JadLog had a revenue of 406 million Brazilian reais (more than 110 million euros), a 12.2% growth over the previous year, representing more than seven million parcels delivered.

About GeoPost

GeoPost, via its international brand, DPDgroup is the second largest international parcel delivery network in Europe. DPDgroup combines innovative technologies and local expertise to provide simple, flexible services for both senders and recipients. Through its Predict service, DPDgroup has established new service standards by placing customers' at the centre of the delivery process. With 30,000 employees and a network of 22,000 pick-up points, DPDgroup delivers 3.6 million parcels in 230 countries every day, through its four brands: DPD, Chronopost, SEUR and Interlink Express. GeoPost, the express holding company 100% owned by Le Groupe La Poste, reported revenues of €5.7 billion in 2015.

About Le Groupe La Poste

A wholly state-owned public limited company, Le Groupe La Poste is structured around five core branches: Services-Mail-Parcels, La Banque Postale, Network La Poste, GeoPost, and Digital Services. The Group operates out of 40 countries in 4 continents. La Poste's 17,000 postal retail outlets make it France's leading local business network, serving 1.6 million customers every day. Every year, La Poste delivers 22.9 million items worldwide (letters, printed advertising media and parcels), 6 days a week. In 2015, the Group generated €23.045 billion in revenues (20.8% from outside France) and had a headcount of almost 260,000.

Closer and more connected, La Poste is stepping up its digital transformation by offering a range of services hinging on its role as universal operator for exchanges. In its strategic plan "La Poste 2020: taking on the future", Le Groupe La Poste has set itself the ambitious objective of speeding up development in its five core businesses and expanding into new regions. Accessible to everyone, everywhere, every day, La Poste puts human considerations and trust at the centre of customer relations to become the leading company for services on a human scale...

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