With an integrated network of over 60 offices and 800 employees worldwide (2018), we are the only French medium-sized multinational in the Freight Forwarding and Overseas Logistics sector. This unique positioning enables us to offer global end-to-end solutions that rival industry giants, with the service quality of an SME (client focus, customised offering, creativity, responsiveness, etc.).

We therefore offer a comprehensive platform of high added value services in the global management of the overseas supply chain: the design and management of customised transport and logistics solutions as well as the selection and coordination of a network of the very best partners.

Driven by a passion for our business and for customer service, the expertise and enthusiasm of our teams, and thanks to our international development strategy (initially Asia, then extended to the Americas and Europe), the trust placed in us by our clients, our winning mindset and our performance culture, we have posted double-digit growth for over thirty-five years.
INTERVIEW WITH THE CHAIRMAN

YVES REVOL
CHAIRMAN & CEO

“2017 robust business and earnings growth”

How do you view 2017 business volumes and results?

Overall, it’s been a rather good year. Thanks to the market upswing (the sea freight/container market is up 4% in terms of volumes and air freight is up 9%), the Group has once again managed to outperform the market thanks to the quality of its offering and its capacity to acquire new clients, as shown by the following indicators:

- Number of shipments: 246,657 (+11.1%);
- Sales: €290.6m (+23.6);
- Gross profit: €62.9m (+9.4%);
- Sea freight: 168,832 TEU (Twenty-foot Equivalent Unit) (+17.1%);
- Air freight: 63,446 tons (+18.8%).

Growth rates are similar to those seen before the 2008 financial crisis. All of our businesses are growing (sea, air, RollOn/RollOff (RORO); overseas logistics), with two thirds of this growth resulting from the acquisition of new clients. In addition to this growth, we continue to proactively expand our offering:

- expansion of our geographical footprint via the creation of an Africa division targeting French-speaking sub-Saharan Africa;
- successful launch of our Supply-Chain Management offering;
- excellent market response to our Overseas Logistics offering;
- development of our niche markets (Fine Arts, etc.);
- strong growth in the Wine&Spirits business.

Current operating income increased 13.2%, resulting from strong growth in GP (gross profit). However, this growth was curbed by an increase in expenses (+10.2%) mainly resulting from significant HR and IT investments, which naturally impacted earnings. For information purposes:

- change in consolidation scope and forex impact: up 1.6%;
- new transport management software and IT architecture: up 1.4%;
- non-recurring expenses: up 1.0%.

Furthermore, this year CLASQUIN Germany once again incurred significant losses.

What were the highlights of 2017?

After 2016, when we replaced half the members of our Executive Committee, we continued our transition phase in 2017 with the appointment of a new CIO, the overhaul of our IST team and the deployment of our new CargoWise One transport management software (published by market leading Australian firm Wisetech). Following deployment in Milan (April), Hong Kong (May), China (August) and Australia (December), 40% of the Group is now using this software with uninterrupted continuity of service. Deployment in France is currently underway in the first quarter of 2018. The new TMS will enable us to standardise and streamline Group transport management, improve productivity, open new locations or make acquisitions, and optimise relations with clients and our entire ecosystem.

The deployment of CargoWise One across the entire Group is scheduled for completion by early 2019. Other 2017 highlights include a number of new hires aimed at strengthening the Group’s development capacity:

- Matt INGRAM, our new CEO for the USA;
- Fulvio MOLETTI, our new CEO for South-East Asia.

And what about the Group’s long-term strategy?

CLASQUIN has been applying the same business model for over 25 years, and has demonstrated its capacity for growth in the management of goods flows on East-West routes. Our growth was underpinned by regular opening of new offices in our three core regions, Europe, Asia and North America.

Over the years, we have succeeded in leveraging a high-growth market while continuing to grow our market share in all of our operating regions, resulting in annual double-digit growth up until 2008. The 2008 financial crisis forced us to look for new growth drivers:

- we extended our geographical offering to North Africa and the Middle East;
- we ramped up our market presence in India and South-East Asia, where we already operate; these are expected to be the fastest-growing countries in terms of external trade over the next ten years;
- we intend to step up the development of our Supply Chain Management and Overseas Logistics offering (storage, order preparation, distribution, etc.) allowing exporters to optimise the management of their inventories and overseas distribution;
- we recently launched an offering in French-speaking sub-Saharan Africa;
- lastly, we will of course continue to consider acquisition opportunities.

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What are your expectations for 2018?

Regarding business volumes, as I mentioned earlier, the growth outlook for global trade remains strong, with sea and air freight volumes expected to grow 5% and 4% respectively. We have everything it takes to significantly outperform market growth. In this buoyant environment, we are continuing to roll out our development strategy while stepping up growth on our niche markets and expanding our offering:

- creation of a “Fairs&Events” subsidiary on 1 January 2018 with a staff of four in partnership with a recognised sector expert. Profits expected as of 2018;
- late 2017 launch of CLASQUIN Africa with the hiring of a four-person team specialising in this market;
- continued development of our “Wine&Spirits” offering, which accounts for 4% of the Group’s 2017 gross profit;
- continued development of our Art Shipping subsidiary;
- step-up of our “Overseas Logistics” offering (storage, order preparation and delivery to final recipient) dedicated to SMES;
- continued development of our Supply Chain Management division.

Finally, as I mentioned above, we’re continuing the deployment of our CargoWise One transport management software while preparing the next generation of our accounting, reporting and other software scheduled for deployment in 2019.

I would like to thank all of our clients for their trust and loyalty, all of our marvellous teams for their commitment and professionalism, and all of our shareholders for their active support of our development.”

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(1) Roll On/Roll Off by LCI CLASQUIN - International sea freight (RORO) to and from Tunisia, Morocco, Algeria and Turkey.

(2) Transport Management System.