



LE GROUPE LA POSTE

PRESS RELEASE

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DEVELOPMENTS AND DIVERSIFICATIONS WITHIN LE GROUPE LA POSTE

The Le Groupe La Poste Board of Directors has today authorised GeoPost, the Group's international express delivery subsidiary, to acquire a majority stake in *Resto In*, a virtual market place for restaurants offering quick home delivery solutions. The Board of Directors also authorised the acquisition of a further 50% of Armadillo Holding GmbH which holds 100% of DPD Russia.

GeoPost, international express delivery subsidiary of Le Groupe La Poste ranked number 2 in Europe, today presented its plans to the Group's Board of Directors for strategic investments in the food industry and new delivery services. These two rapidly developing markets respond to new habits created by the digital revolution.

Resto In, a strategic investment in the food industry

The food e-commerce market, which is currently booming in France and Europe, is a real opportunity for GeoPost to diversify. All sector stakeholders, from non-specialised groups to start ups focusing on city centre delivery and mass retail companies, are all fighting to establish a foothold in this market.

It is against this backdrop that GeoPost has bought an 80% share in *Resto In*, a virtual market place for restaurants offering quick home delivery solutions. Created in 2006 and well known in its sector (restaurant market place with delivery service), *Resto In* has created services offering added value to customers, with a young and dynamic team.

This investment in *Resto In* constitutes the second stage of GeoPost's development in the food industry. Chronopost, France's leading specialist for express delivery of parcels weighing up to 30kg to businesses and individual customers, has in fact been offering next-day before 1pm express delivery solutions for dried, fresh and frozen food products anywhere in France for several months now.



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Stuart, a strategic investment in new urgent urban delivery services.

As well as investing in *Resto In*, GeoPost is also supporting the development of *Stuart*, a French business specialised in urgent urban delivery services. Created at the end of 2014 by the managers of *Resto In*, *Stuart* developed a mobile application for stores and businesses who need to deliver parcels to specific locations.

Thanks to the *Stuart* application, clients can have their order delivered by a professional courier in less than an hour.

This minority stake, alongside the founders of *Resto In*, will allow La Poste to test the urgent urban delivery market, in addition to the Group's delivery rounds.

By investing in *Resto In* and *Stuart*, Le Groupe La Poste has chosen a partner who is committed to developing innovative urgent delivery services with the desire, together with La Poste, to contribute to creating a responsible model for the sector.

In the future, this social model will have to bring together technological progress and customer services, economic growth for businesses and social progress benefiting the couriers involved in this activity.

Thus, La Poste will also be able to contribute to the wider picture of creating a social model for these sectors.

100% Acquisition of DPD Russia

Lastly, the Le Groupe La Poste Board of Directors also authorised the Group to enter into discussions with the Turkish partners of GeoPost with a view to buying an additional 50% share in Armadillo Holding GmbH, in which GeoPost already had a 50% share. This acquisition will allow GeoPost to consolidate its position in Russia, Kazakhstan and Belarus.

Since Chronopost was founded in 1985, Le Groupe La Poste has grown substantially through GeoPost, becoming the 2nd largest express delivery operator in Europe with a revenue of 4.9 billion euros in 2014.

Following the first two paradigm shifts in the express delivery sector - the move from express document delivery to express B2B parcel delivery, and then the move from B2B to B2C following the advent of the internet and the boom in e-commerce - La Poste and GeoPost are preparing for a new, wide-scale transformation of their business sector: offering a range of services directly to individual customers.



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About GeoPost

GeoPost is the leading French and second largest European provider of parcel transport and delivery services for businesses and consumers. GeoPost is the holding company for Le Groupe La Poste's Express Parcel subsidiaries. The company reported revenue of €4.9 billion in 2014, delivering 864 million parcels around the world, in particular in the field of e-commerce. Under the DPDgroup brand, GeoPost brings together several subsidiaries that are well-known in their domestic markets such as DPD, Chronopost, Pickup Services, SEUR, Interlink. GeoPost combines the best European road-transport network with its air-transport network to serve over 230 countries and regions in the world.

About Chronopost

Chronopost France is part of DPDgroup, the international parcel delivery network ranked 2nd in Europe. As the leading French specialist for express delivery of parcels weighing up to 30kg to businesses and individual customers, Chronopost relies on a team of 3,500 employees and delivered 114.5 million parcels in 2014. Chronopost delivers to 230 countries around the world and has privileged access to DPDgroup's European network of Pickup points.

DPDgroup is the parcel delivery network of GeoPost, a Le Groupe La Poste holding company with revenue of 4.9 billion euros in 2014.

Through innovative technology, local knowledge, dedicated customer service and a network of 17,500 pickup points (Chronopost depots, post offices and Pickup points), Chronopost offers the best possible customer experience both for senders and recipients. Since 1 July 2012, Chronopost is the first express delivery company to offset all of its CO2 emissions. chronopost.fr

About Le Groupe La Poste

La Poste is a limited company in 100% public ownership since March 2010 with a unique corporate model structured around five business units: Services-Mail-Parcels, La Banque Postale, The Network La Poste, GeoPost, and Digital Services. The Group operates out of 40 countries on 4 continents. La Poste's 17,000 retail outlets make it France's leading local distribution network, serving 1.7 million customers each day. Every year, La Poste delivers 25 million items worldwide (letters, printed ad media and parcels), 6 days a week. In 2014, Le Groupe La Poste generated €22.2 billion in revenues (17.9% outside France) and had a headcount of over 260,000. Le Groupe La Poste's strategic plan, "La Poste 2020: Conquering the Future" outlines its ambitious objective of speeding up development in its five business units and expanding into new territories. La Poste puts human considerations and trust at the centre of customer relations. Greater synergies between its networks, accessible to everyone, everywhere, every day, are helping to make life easier for La Poste's customers.

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