



**FM Logistic confirms its strong entrepreneurial culture by setting up operations in India – the fourth BRICS country in the group’s geographical scope. The French group acquired a majority stake in Spear Logistics, one of the TOP 5 contract logistics players in India.**

Confirming its established strategy of long-term investment in emerging countries, FM Logistic adds India to its geographical scope. The country continues to grow strongly and this transformation will continue for some years. Thanks to its ever-expanding middle class, India will be the largest consumer market by 2030 and the implementation of the national Goods and Services Tax (GST) will significantly impact supply chain organizations.

In order to ensure a long-term success in this market, FM Logistic’s strategy was to choose a knowledgeable and established local partner – Spear Logistics appeared as the right choice. Its deep market knowledge, its experienced team, its national footprint as well as its portfolio of renowned customers were the assets that lead to this cooperation.

The current management team of Spear will continue to lead the company and to offer current customers a global and reliable service while FM Logistic will bring its experiencing in managing “class A” multi -customers warehouses and innovative solutions to prepare the groundwork for future logistics reorganization.

FM Logistic has acquired a majority stake in Spear Logistics. FM Logistic has acquired the stake that was held by a private equity fund in Spear Logistics since 2009. The two companies are proud to announce that they are joining forces in order to better serve their respective customers for the Indian market.

FM Logistic and Spear Logistics will serve major sectors such as e-commerce, telecoms, engineering, retail, consumer goods and automotive. As key players in contract logistics in their geographical areas, both companies share two major common objectives: customer proximity and operational excellence.

While both FM Logistic and Spear Logistics will complement each other, Spear would gain considerably from FM’s retail and consumer goods expertise in contract warehouse management and distribution.

#### **A RECOGNISED NATIONAL BRAND**

Founded in 2001, Spear Logistics is one of the leading third-party logistics players in India achieving a turnover of 18 million euros by the end of fiscal year March 2016. Spear provides a wide range of services, from warehousing to distribution and transportation management including added-value services such as co-packing.

Spear’s 1,600 logistics and supply chain professionals manage a wide network: 76 warehouses, across 23 cities, covering 12 regions. In Mumbai, Pune, Hyderabad, Ahmedabad, Bangalore, Chennai, Coimbatore, Kochi, Nasik, New Delhi, Kolkata... the company operates 2.9 million square feet (270,000 square meters) of warehouse space and manages transport and distribution through partnerships with 100+ transporters.

Its strong and committed management and operations teams have made it an award-winning and recognized company in the country - in 2015, three different entities named Spear “Logistics company of the year”, “Best 3PL Company of the year” and “Best contract logistics company”.

#### **LEVERAGING FUTURE GROWTH**

Historical player in Europe, FM Logistic is one of the leading providers in warehousing, transportation and co-packing businesses. Independent and family-owned, the group is recognised as an expert in the consumer goods, retailing, perfume/cosmetics, industrial and health markets.

With a workforce of 19,500 based in 12 different countries, FM Logistic has exceeded 1 billion euros turnover during its fiscal year 2015/2016.

Supporting its customers' growth by increasing its geographic scope is one of the priorities for the group - as announced in its 10-year strategic plan "Ambition 2022". As the fastest-growing major economy in 2015, India would become the third largest economy in the world by 2030 and this represents an amazing growth lever for FM Logistic & Spear in the future.

FM Logistic & Spear will be fully prepared to meet India's future economic transformation.

### **THE ALLIANCE OF SKILLS**

While Spear Logistics will bring its deep knowledge of the huge Indian market, its experienced team, its national footprint as well as its portfolio of customers including large national and international companies, FM Logistic will bring to the cooperation its international capability, recognition, advanced working tools and latest technologies.

The current management team of Spear Logistics will continue to lead the company, and one of its founders, Gautam Dembla, will act as Managing Director. The company will continue to provide high-quality services and focus on its current industry targets: e-commerce, telecom, engineering, retail and automotive.

In addition, Spear and FM Logistic will work towards the future tax standardisation (GST) by creating "class A" multi-customer distribution centres close to the biggest Indian cities. They will prepare the groundwork for future logistics reorganization of their customers, especially in the FMCG sector.

"This alliance of skills enables us to offer our customers a global and reliable service - from warehousing to distribution and transport, covering all distribution channels, including e-commerce, for industrials and retailers, and for all sectors", says Gautam Dembla, Managing Director of Spear Logistics, now part of the FM Logistic group.

### **ABOUT FM LOGISTIC**

#### **FM Logistic: international organizer of logistics solution since 1967**

FM Logistic is one of the leading players in warehousing, transportation and co-packing businesses. Independent and family-owned, the group is recognized as being expert in the consumer goods, retailing, perfume/cosmetics, industrial and health markets.

With a workforce of 19,500 based in 12 different countries, FM Logistic has increased its revenue by 2,3 % this financial year, reaching 1,066 billion euros by 31 March 2015.

In addition to its international expansion, the development of FM Logistic is focused on a strong innovation policy, pursued while also respecting the environment. Under this framework, the group is the pioneer in "pooling" (the sharing of transport and logistics resources), a concept for which it has received numerous awards over the past few years.

Ecologically responsible by design, in 2014 the company joined the Green Freight Europe program, an independent initiative aimed at improving the ecological performance of freight transport in Europe. In 2015, FM Logistic develops its CityLogin offer - an urban logistics solution meeting the requirement of major European cities for sustainable last mile deliveries.

### **About Spear Logistics**

Spear Logistics was created in 2001 by private investment funds. It now boasts a surface area of 270 000 square metres and manages 75 warehouses in 23 Indian cities. As a specialist in contract logistics, the company is ranked among the top 5 providers in the Indian market with a wide range of services: warehousing, distribution, transport management and high value-added services for e-commerce, the automotive sector, industry and telecommunications.

Its customer portfolio includes Major Indian and international market leaders: Atlas Copco, Siemens, Cummins, Snapdeal, Honeywell, Indus Towers, Crompton Greaves, Federal Mogul, Castrol, Dr. Reddy Laboratories, Owens Corning, among others. With several awards under its belt, Spear Logistics is recognised for providing high quality services and for creating added-value for its customers. The company's vision is to be the most reliable and reactive logistics service provider.