



GEFCO - Kaluga Business: a multimodal challenge

**WBSA,
6.10.2010**

Bucharest

GEFCO key figures

One of the leading logistics players in Europe (Top 10)

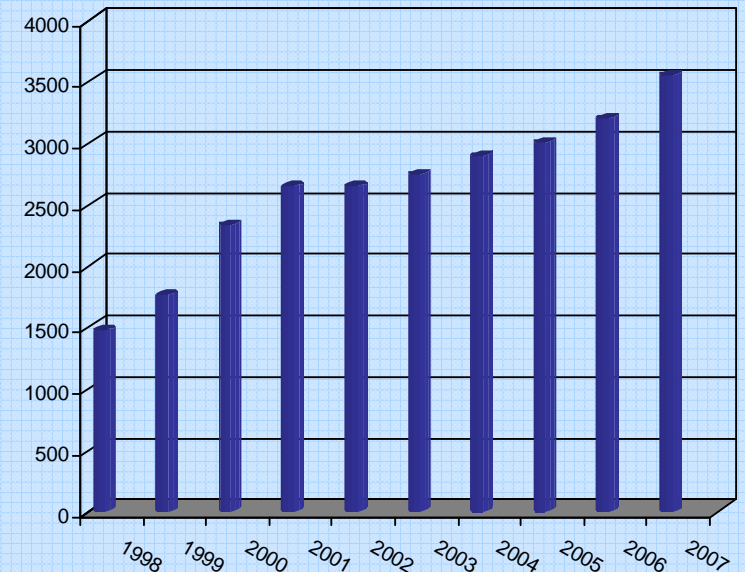
Continuous and profitable growth (+ 15% per annum)

Worldwide coverage

Key figures (2009)

Revenues	3.55 Bn €
Number of employees	10,000 people
Geographical coverage	80 countries (4 continents)

Revenues (K €)



GEFCO - logistics service provider since 1950

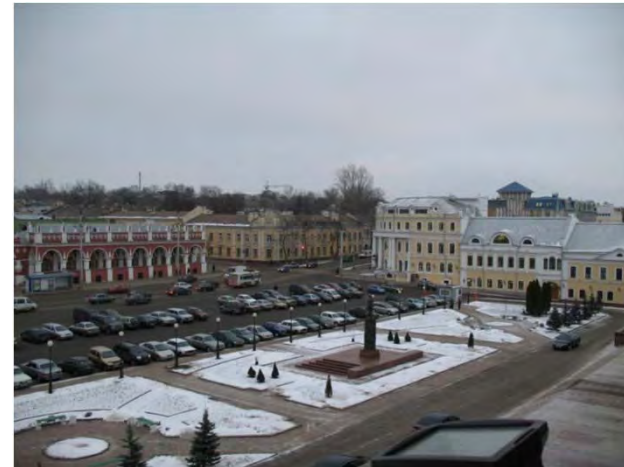
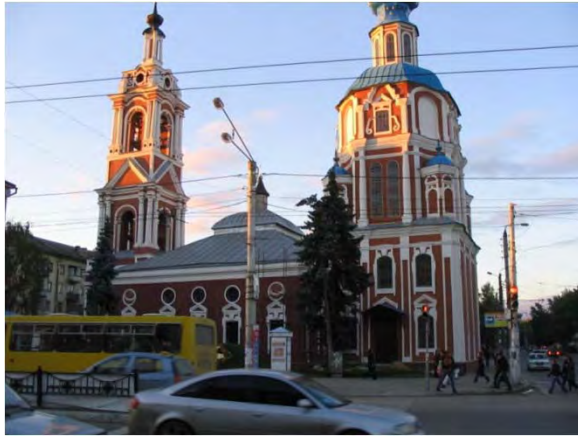
Internationally-driven network

Development based on organic growth

Geographical extension towards strong potential areas

1950	GEFCO foundation GEFCO (Groupages Express de Franche-COmté)
1955 – 1977	Development in France and in the Benelux
1978 – 1988	Subsidiaries created in the UK, Switzerland, Portugal, Spain and Italy
1988 – 1999	Extension on the Mercosur area: Argentina, Brazil
1988 – 2007	Central and Eastern Europe development: Germany, Poland, Czech Rep., Russia, Austria, Slovakia, Hungary, Romania, Turkey, Slovenia Subsidiaries opened in Maghreb: Morocco, Tunisia Presence in Asia: China, Hong-Kong
2008	Worldwide coverage extension: India, Chili, Ukraine, Latvia, Ireland, Denmark

GEFCO Kaluga: a competitive logistics service



- Kaluga - 120 km South-East from Moscow
- Oblast in Kaluga : 1M inhabitants
- City of Kaluga : 341 700 inhabitants
- Economic growth with VW, PSA & MMC, Volvo, GE, Samsung, Nestlé, John Deere, Faurecia, Visteon

Peugeot Citroën Mitsubishi Automobiles - Russia



«PCMA RUS» LLC

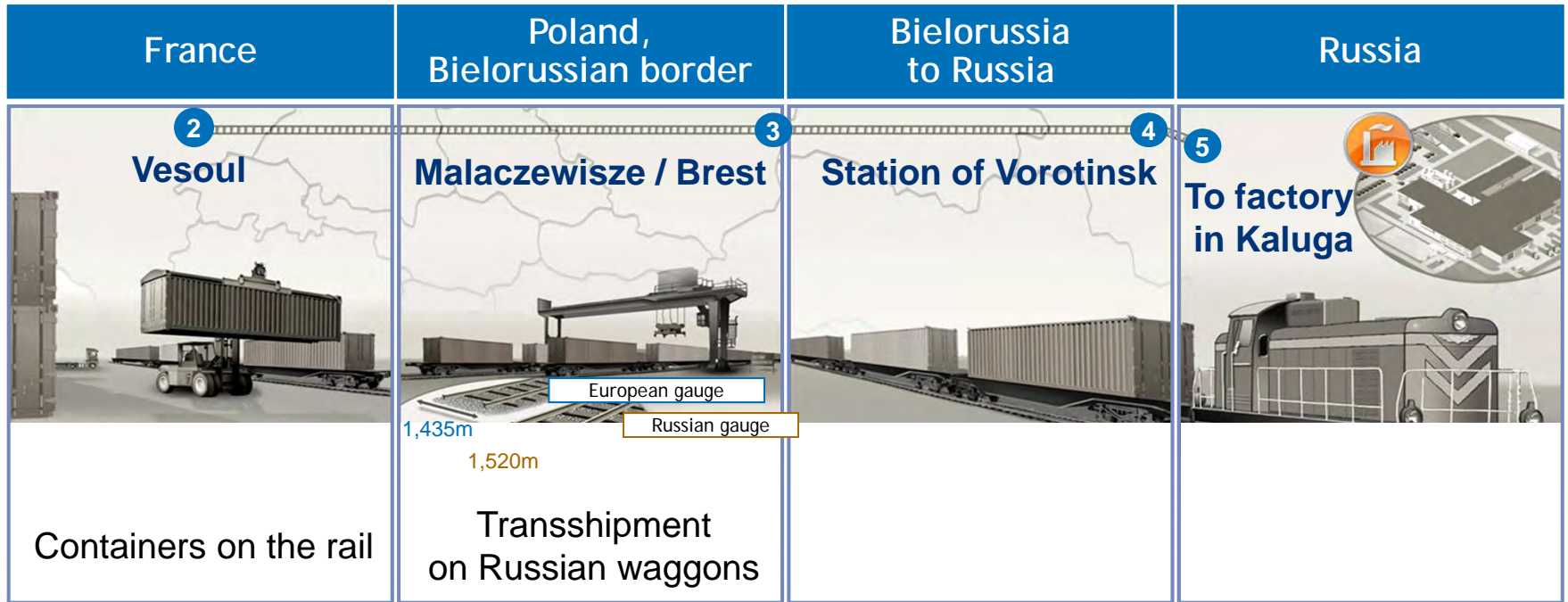
- JV 70% PSA / 30% MMC
- Area of 145 ha in the industrial zone of Rosva
- Investment 300 M€
- 2600 employees
- Peugeot 308 & 4007
Citroën C4 & C-Crosser
Mitsubishi Outlander
- 204 new cars per day
(144 C-segment, 60 SUV)
- SKD from March 2010 until June 2012
- CKD from 2012

The Kaluga program – SKD business

Mission : Transportation from eastern France to Russia
 SKD (Semi Knocked Down) parts to be assembled in Kaluga

Steps: : Transport of 144 cars per day 308 & C4 from Sochaux and
 ① Mulhouse and 60 from Zeebrugge to Vesoul for disassembling

*Extraordinary project:
 6000 km roundtrip
 >400 dedicated waggons
 >1200 dedicated TC for roundtrip
 >80 trucks on the road*



⑥ Transport of finished cars from Kaluga to the GEFCO car compound Bykovo (Moscow).

The Kaluga – Program: A new kind of cooperation between customer, GEFCO and the railway undertakings

Construction of the tracks

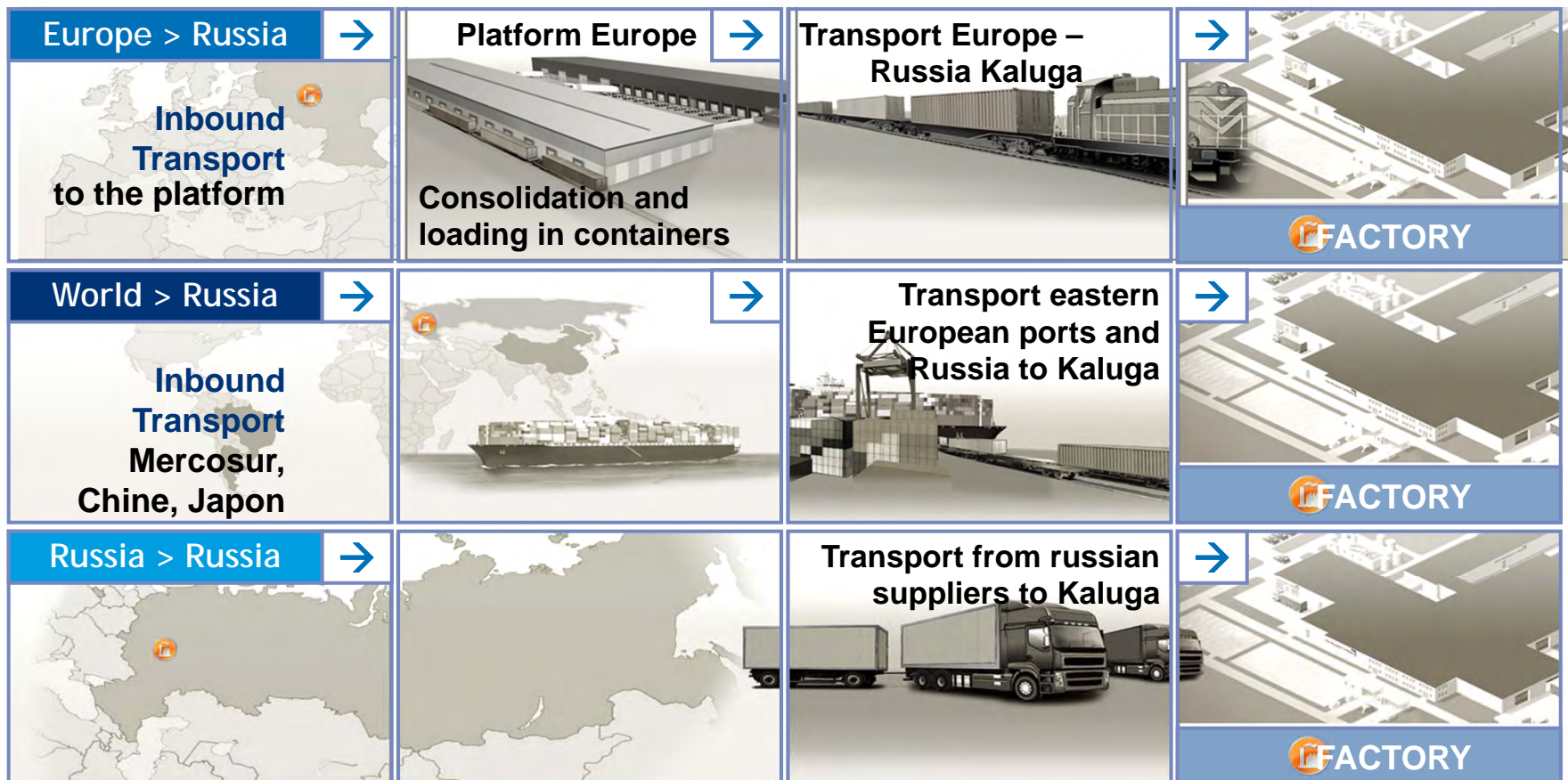


Construction of the factory PCMA-R



The Kaluga program – CKD project

Mission : supply the factory of Kaluga with CKD (completely knocked down) parts from the other factories of the PSA group and from the other suppliers in Europe, Russia, China, Japan, Southern America, searching the best solution...



GEFCO - Kaluga Project: a multimodal challenge

Thank you for your attention!

