

2018 Report



2 EVENTS

1 DATE - 1 PLACE

20 -23 MARCH 2018

PARIS NORD VILLEPINTE - HALL 6



EUROPE
SITL
International Week
of Transport and Logistics

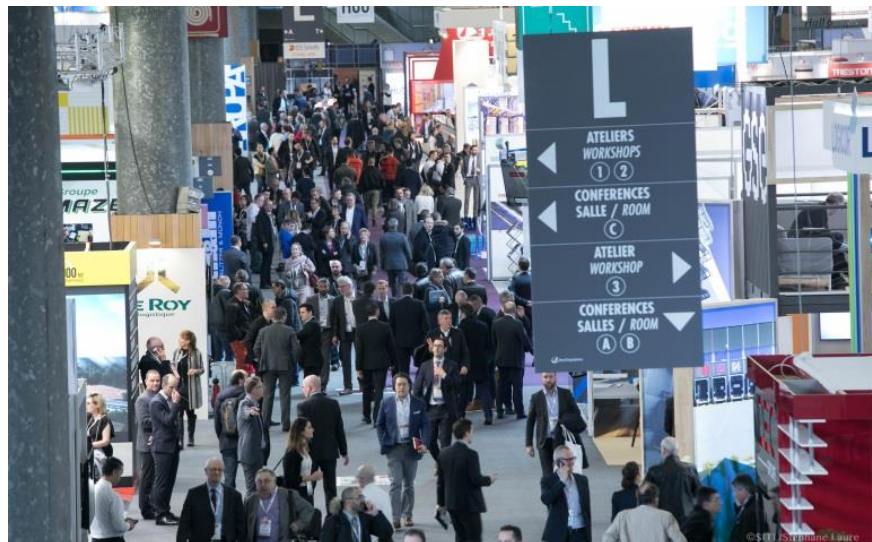
intra
LOGISTICS
EUROPE
LES EQUIPEMENTS DE MAINTIEN POUR L'INDUSTRIE ET LA DISTRIBUTION

SITL EUROPE

INTRALOGISTICS EUROPE



SITL Europe 2018 and Intralogistics Europe 2018 took place from 20 to 23 March at Paris Nord Villepinte, Hall 6. These two trade shows welcomed **800 exhibitors**, representing a **10% increase in exhibitors** compared to 2016. **37,793 professionals** attended, and despite SNCF train strikes on Thursday 23 March, visitor numbers **increased by 3%**. The event saw a **25% increase in the number of international visitors**, which grew from 8 to 10% of total visitors.

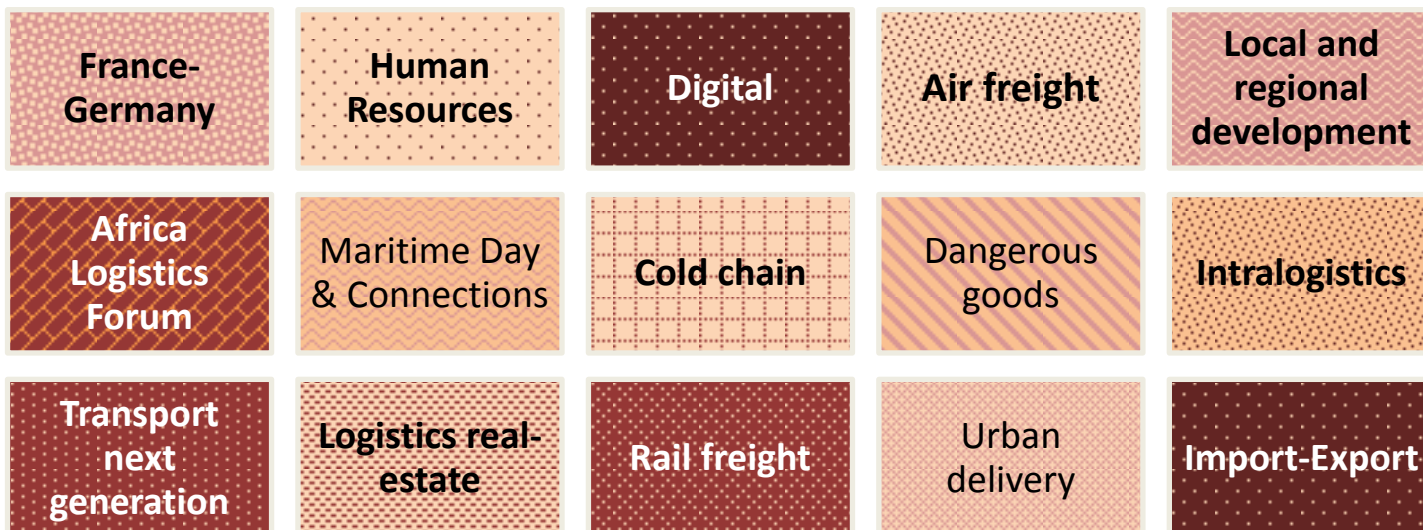




Over 100 sessions on multiple topics

104 conference sessions and workshops were organised during the 4-day event.

The 2018 conference programme focused on 15 topics, including 4 new highlights - digital transformation, human resources, local and regional development and Franco-German trade.



Urban delivery has been a separate theme at SITL since 2017, with 4 sessions and a total of **511 participants** this year. The last mile is very dynamic, quickly changing and a real problem for businesses, which explains the significant interest of participants in this topic.

Maritime Day continued to grow with **740 participants** this year, compared with 584 in 2016.

Import-export worked very well this year, with a total of **415 participants**, compared to 191 in 2016. It focused especially on the customs strategy as a lever for economic performance and Brexit in order to better understand future changes and impacts.

Digital transformation drew in a very high number of visitors, who were eager to hear experts talk about the sector's switch to digital and new business models. The 2 conference sessions organised for this topic brought together 416 participants. The subject presenting an overview of logistics innovation in Europe and beyond was one of the best attended, with a total of 274 professionals.

The most cited purpose in visiting the event was to meet exhibitors, followed by "Update your knowledge of the sector". A total of **7,681 professionals attended one or more conference sessions**, up 4.5% compared with 2016.



As expected, the conference on **logistics organisation at Amazon** was a success with **452 participants**. It was an honour to have the President of Amazon France, Ronan Bolé, take part in an interview with Franck Journo, moderator and CEO of Néo 26, in a rare and memorable public appearance. Unsurprisingly, this event was the most attended conference session.

Here are the top 10 conference sessions by number of participants:

Top 10 conference sessions		
Rank	Theme	Topic
1	Intralogistics	Logistics organisation at Amazon
2	Digital	Looking at logistics innovation around the world: digital revolution, disruption or transition?
3	Daimler	Digitisation in the transport industry
4	Innovations	Logistics of the future: what are the impacts of technological innovations and changes to retail?
5	Maritime Day & Connections	Overview of the shipping market today
6	Urban Delivery	Data challenges for last-mile delivery
7	JLL	Supply Chain 4.0: myths or realities?
8	Import-export	Customs strategy - a lever for economic performance
9	Africa Logistics Forum	Challenges of further integration of supply chains in Africa: from import gateways to the end-users
10	Maritime Day & Connections	Ports, inland waterland cooperations

2 innovation and start-up contests

The **Innovation Awards and Start-up Contest** received **48 applications**. **6 awards** were bestowed at the Innovation Awards, after deliberation by a panel formed of **18 major industry decision-makers**, listed below:

- Marc BERNARD, Client & Transport Services Manager, **HERTA, NESTLE GROUP**
- Erik DAM, Global Supply Strategies Director, **BAYER CROP SCIENCE**
- Yann de FERAUDY, Deputy CEO Operations and IT, **GROUPE ROCHER OPERATIONS**
- Grégory DEBUCHY, Supply Chain Director, **BIOMERIEUX GROUP**
- Xavier DERYCKE, Supply Chain DIRECTOR, **REXEL GROUP**
- Anne GROSSET, Logistics Director, **HAPPY CHIC**
- Jean-Michel GUARNERI, Chairman of **ASLOG**
- Aude LE VERRE, Global Supply Chain Manager, **DIANA PET FOOD**
- Aurelie MATTMANN, Logistics Director, France and Spain, **KRAMP**
- Jean MAZERAN, Global Logistics Manager, **SAINT GOBAIN Gypsum Activity**
- Yves MOINE, Supply Chain Director, **PICARD SURGELES**
- Eric BALLOT, Professor, **MINES PARIS TECH**
- Alexandre BERGER, Logistics Projects Director, Business Development team, **LA POSTE GROUP**
- Jean-François MOULIN, Global Supply Chain Director, **L'OREAL PROFESSIONAL PRODUCTS & ACTIVE COSMETICS DIVISIONS**
- François PEIGNES, Vice-President, Supply Chain Operations, **AREVA**
- Christophe POUTIERS, Supply Chain Director, **BAZAR CHIC**
- Peter REINSHAGEN, Managing Director, **ERMEWA SA**
- Gabriel SCHUMACHER, Logistics Director, **BSH ELECTROMENAGER**



WINNERS OF THE 18 TH INNOVATION AWARDS		
BEST INNOVATION - TRANSPORT EQUIPMENT		
Winner	BLYYD	ATM by Gaussin is the first fully electric French-made automotive trailer mover.
Nominated	CARRIER TRANSICOLD EUROPE	Le Supra® is a multi-temperature refrigeration unit, fitted with a compressed, natural gas air conditioning system.
Nominated	STAR'S SERVICE	DeliverGreen has a fleet of over 200 of its own vehicles, with 50 charging points over a 260 m ² area.
Nominated	BOPLAN	The LED bollard improves the safety and comfort of staff for loading and unloading operations.
BEST INNOVATION - TRANSPORT AND LOGISTICS SERVICE		
Winner	FRET SNCF	Trans Fret Digital is the first freight train in the world with innovative IoT systems for all rail freight players.
Nominated	CONTAINER EQUIPEMENT ET ARRIMAGE	The ethylene absorber is a plastic tube that is attached to the air compressor vents of reefer containers, extending fruit and vegetable conservation by several weeks.
Nominated	TDI	An application-based extranet to centralise all information associated with shipping logistics.
BEST INNOVATION - TECHNOLOGY AND INFORMATION SYSTEMS		
Winner	MICHELIN	MyBestRoute: a web application for heavy haulers to calculate itineraries and the associated costs.
Nominated	OWNEST	A Blockchain liability transfer solution to show in real time who is liable for physical goods across an entire logistics network.
Nominated	EASYPROG SARL	SGA, an interactive multi-lingual identification terminal for truck drivers, to manage arrival at a logistics site and relieve security staff.
BEST INNOVATION - INTRALOGISTICS		
Winner	EXOTEC SOLUTIONS	The Skypod system is the first and only Goods-to-Person picking system that enables storage at 10 m height with the help of 3D autonomous robots.
Nominated	BA SYSTEMES	GF2, a mobile autonomous handling robot used to move heavy loads safely in plants or warehouses.
Nominated	THE GREEN FLUX	ROLL TGF: the first smart folding one-piece roll trolley for more frequent deliveries without increasing the transport budget.
BEST INNOVATION - INFRASTRUCTURE OR LOGISTICS SITE		
Winner	SOGARIS	The Sogaris logistics hotel is developing a 45,000 m2 area with an urban rail terminal, urban logistics centre and data centre. The roof has sports fields and there is an offices wing with a restaurant, school and business activities.
Nominated	BARJANE	The BARJANE warehouse has a high-tech sorting chain and manages 50,000 packages each day, with next-day delivery in France.
JUDGES' CHOICE		
Winner	OWNEST	A Blockchain liability transfer solution to show in real time who is liable for physical goods across an entire logistics network.



20 **start-ups** in the **Start-up Lab** took part in the 3rd **Start-up Contest**, presenting their products and new concepts before a panel of major decision-makers.

COME-IN-VR was awarded first prize after a pitch lasting a few minutes to the members of the panel of judges and other professionals. The technological solution presented was a VR simulator to train operators to drive forklift trucks.



Professionals come to SITL and Intralogistics Europe to find innovative solutions that meet their needs and project requirements. These two events give them the opportunity to meet cutting-edge players and discover the products and solutions of the future. Innovation is one of their main reasons for visiting.





Breakdown of SITL and INTRALOGISTICS exhibitors

The following is a breakdown of exhibitors by major industry sector at SITL Europe:

Sector	Number of exhibitors in 2018
Logistics real-estate	35
Infrastructure	97
RFID	11
Associated services	55
Transport and logistics services	236
Logistics information systems and technologies	178
Transport Next Generation	41
TOTAL	653

The Intralogistics Europe trade show had **150 exhibitors**, broken down into the following main sectors:

Sector	Number of exhibitors in 2018
Automation	38
Construction Logistics	13
Forklifts	12
Packing	34
Lifting	
Handling and other equipment	18
Robotics	14
Storage	21
TOTAL	150

7

Business Meetings area

This year, the Business Meetings area covered 7 topics (import-export, e-retail, dangerous goods, urban delivery, rail freight, road transport and cold chain). The area had multiple specialities, with 3 more topics than in 2016. There were **38 exhibitors**, 2 workshop rooms where **22 workshops** were organised, and a Business Lounge for visitors.



Smart Hub: effective demonstrations

SMART HUB was a new demonstration area of 400 m² at SITL and INTRALOGISTICS, exclusively for innovative or performance-boosting equipment and solutions.

The area was broken down into **6 separate topics**: Smart Intralogistics, Smart Port, Smart Truck, Smart Real Estate, Smart Region, Smart Urban Logistics & E-retail.

Companies in the SMART HUB welcomed visitor groups with representatives from all company departments involved in the procurement, implementation and use of transport, logistics and intralogistics products and services. Their tour was planned and made-to-measure in order to meet their needs.

Over **3,000 visitors explored the SMART HUB** and **53 visitor groups** (Décathlon, EDF, Vente Privée, Pepsico, Airbus, Carrefour, Thales, etc.) participated in demonstrations. This immersive tour had **32 exhibitors and demonstrations, with the number of companies up 121% compared to 2017 and 39% more visitor groups than in 2017.**

The following 32 companies demonstrated in the Smart Hub in 2018:

ALIS INTERNATIONAL
AXEM TECHNOLOGY

GEOCONCEPT
GREENSHEEP

PALACO
PICKEOS
PICK'N PAL

BALEA
BLYYD

HARDIS GROUP
HUB ONE

RITE HITE

CONNECTWAVE

INEO SENS
IP3 CONCEPT
ISITEC INTERNATIONAL

SATO
SCALLOG
SHIPTIFY
SICK FRANCE
STACKR
STAR SERVICE

DASHDCO
DDS LOGISTICS
DEVISUBOX

JOCELYN CONSULTANT

FFLY4U
FTUCKFLY

LOGISTICS OPERATION

OBERA

TRANSCHAIN
TRANSPOREON



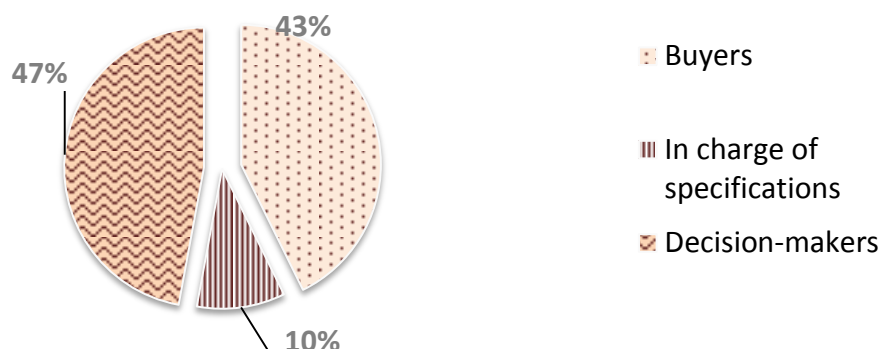
New to 2018: the electric track

For the first time, exhibitors from the Transport Next Generation sector presented their electric and/or gas vehicles on a track, a real testing ground for green vehicles. **8 companies used the track to develop their electric or NGV vehicles:** FCA – GRUAU - LIBNER - RENAULT PRO+ - UNIVERS VE HELEM/COLIBUS - HIAB – KALMAR - ADDAX MOTORS.

The aim of this track was to promote innovation for clean, good-value, reliable and quiet delivery vehicles. It gave visitors the chance to meet the manufacturers and test the vehicles if they wished.

Visitor profile

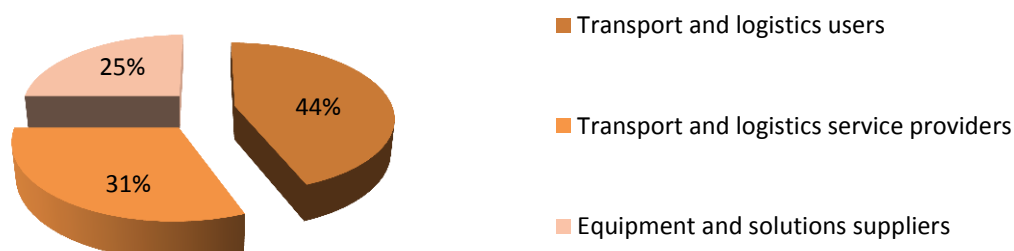
Visitors - final decision-makers in corporate strategy



Most visitors involved in corporate strategy had a **final decision-making role** with 47% compared with 36% in 2016. 43% of visitors were buyers with a role which includes issuing recommendations and requirements.

A majority of transport and logistics users

44% of SITL and INTRALOGISTICS visitors were transport and logistics users, compared with 43% in 2016.





Results of Match & Meet

Results of Match & Meet for exhibitors:

880 leads
generated

87 exhibitors
registered

418 requests
accepted

462 meetings
planned or
pending

Match & Meet is a networking platform for visitors and exhibitors, designed to generate leads by exchanging contact details and organising business meetings before, during and after the event. **87 companies** signed up to Match & Meet **compared to 68 in 2016**, representing a 28% increase in exhibitors.



Upcoming trade shows by Reed Exhibitions Transport & Logistics

Brazil



Salão Internacional da Logística Integrada

MOVIMAT

14-18 October 2019

São Paulo



FENATRAN

14-18 October 2019

São Paulo

Inde



INDIA WAREHOUSING SHOW

21-23 June 2018

New Delhi



INDIA WAREHOUSING & LOGISTICS SHOW

21-23 June 2018

New Delhi



INDIA COLD CHAIN SHOW

12-14 December 2018

Mumbai

Indonesia



INTRALOGISTICS INDONESIA

12-14 September 2018

Jakarta



INDONESIA TRANSPORT, SUPPLY CHAIN & LOGISTICS

12-14 September 2018

Jakarta

Mexico



CWA – EXPO

26-28 June 2018

Mexico



INTRALOGISTICS LATIN AMERICA

26-28 June 2018

Mexico



TOP FLOTILLAS

4-6 September 2018

Mexico

Thailand



TILOG-LOGISTIX

28-31 August 2018

Bangkok



SEE YOU IN 2019!

Alain Bagnaud, Managing Director of SITL and Intralogistics, and his entire team, would like to thank everyone who continues to make these events an ongoing success - the exhibitors and visitors, all event partners, the media and trade organisations that help organise the trade shows and their content throughout the year.

See you again from 26 - 28 March 2019 for the 36th SITL and 7th INTRALOGISTICS, at Hall 1, Paris Porte de Versailles.