2018 Report

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:

<table>
<thead>
<tr>
<th>Rank</th>
<th>Theme</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Intralogistics</td>
<td>Logistics organisation at Amazon</td>
</tr>
<tr>
<td>2</td>
<td>Digital</td>
<td>Looking at logistics innovation around the world: digital revolution, disruption or transition?</td>
</tr>
<tr>
<td>3</td>
<td>Daimler</td>
<td>Digitisation in the transport industry</td>
</tr>
<tr>
<td>4</td>
<td>Innovations</td>
<td>Logistics of the future: what are the impacts of technological innovations and changes to retail?</td>
</tr>
<tr>
<td>5</td>
<td>Maritime Day &amp; Connections</td>
<td>Overview of the shipping market today</td>
</tr>
<tr>
<td>6</td>
<td>Urban Delivery</td>
<td>Data challenges for last-mile delivery</td>
</tr>
<tr>
<td>7</td>
<td>JLL</td>
<td>Supply Chain 4.0: myths or realities?</td>
</tr>
<tr>
<td>8</td>
<td>Import-export</td>
<td>Customs strategy - a lever for economic performance</td>
</tr>
<tr>
<td>9</td>
<td>Africa Logistics Forum</td>
<td>Challenges of further integration of supply chains in Africa: from import gateways to the end-users</td>
</tr>
<tr>
<td>10</td>
<td>Maritime Day &amp; Connections</td>
<td>Ports, inland waterland cooperations</td>
</tr>
</tbody>
</table>
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 18th INNOVATION AWARDS

### BEST INNOVATION - TRANSPORT EQUIPMENT

<table>
<thead>
<tr>
<th>Winner</th>
<th>Nominated</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLYYD</td>
<td>CARRIER TRANSICOLD EUROPE</td>
<td>ATM by Gaussin is the first fully electric French-made automotive trailer mover. Le Supra® is a multi-temperature refrigeration unit, fitted with a compressed, natural gas air conditioning system.</td>
</tr>
<tr>
<td></td>
<td>STAR’S SERVICE</td>
<td>DeliverGreen has a fleet of over 200 of its own vehicles, with 50 charging points over a 260 m² area.</td>
</tr>
<tr>
<td></td>
<td>BOPLAN</td>
<td>The LED bollard improves the safety and comfort of staff for loading and unloading operations.</td>
</tr>
</tbody>
</table>

### BEST INNOVATION - TRANSPORT AND LOGISTICS SERVICE

<table>
<thead>
<tr>
<th>Winner</th>
<th>Nominated</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRET SNCF</td>
<td>CONTAINER EQUIPEMENT ET ARRIMAGE</td>
<td>Trans Fret Digital is the first freight train in the world with innovative IoT systems for all rail freight players. 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.</td>
</tr>
<tr>
<td></td>
<td>TDI</td>
<td>An application-based extranet to centralise all information associated with shipping logistics.</td>
</tr>
</tbody>
</table>

### BEST INNOVATION - TECHNOLOGY AND INFORMATION SYSTEMS

<table>
<thead>
<tr>
<th>Winner</th>
<th>Nominated</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>MICHELIN</td>
<td>OWNEST</td>
<td>MyBestRoute: a web application for heavy haulers to calculate itineraries and the associated costs. A Blockchain liability transfer solution to show in real time who is liable for physical goods across an entire logistics network.</td>
</tr>
<tr>
<td></td>
<td>EASYPROG SARL</td>
<td>SGA, an interactive multi-lingual identification terminal for truck drivers, to manage arrival at a logistics site and relieve security staff.</td>
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</tbody>
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### BEST INNOVATION - INTRALOGISTICS

<table>
<thead>
<tr>
<th>Winner</th>
<th>Nominated</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXOTEC SOLUTIONS</td>
<td>BA SYSTEMES</td>
<td>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. GF2, a mobile autonomous handling robot used to move heavy loads safely in plants or warehouses.</td>
</tr>
<tr>
<td></td>
<td>THE GREEN FLUX</td>
<td>ROLL TGF: the first smart folding one-piece roll trolley for more frequent deliveries without increasing the transport budget.</td>
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</tbody>
</table>

### BEST INNOVATION - INFRASTRUCTURE OR LOGISTICS SITE

<table>
<thead>
<tr>
<th>Winner</th>
<th>Nominated</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOGARIS</td>
<td>BARJANE</td>
<td>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. The BARJANE warehouse has a high-tech sorting chain and manages 50,000 packages each day, with next-day delivery in France.</td>
</tr>
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</table>

### JUDGES’ CHOICE

<table>
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<th>Description</th>
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<tr>
<td>OWNEST</td>
<td>A Blockchain liability transfer solution to show in real time who is liable for physical goods across an entire logistics network.</td>
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</tbody>
</table>
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.
The following is a breakdown of exhibitors by major industry sector at SITL Europe:

<table>
<thead>
<tr>
<th>Sector</th>
<th>Number of exhibitors in 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logistics real-estate</td>
<td>35</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>97</td>
</tr>
<tr>
<td>RFID</td>
<td>11</td>
</tr>
<tr>
<td>Associated services</td>
<td>55</td>
</tr>
<tr>
<td>Transport and logistics services</td>
<td>236</td>
</tr>
<tr>
<td>Logistics information systems and technologies</td>
<td>178</td>
</tr>
<tr>
<td>Transport Next Generation</td>
<td>41</td>
</tr>
<tr>
<td>TOTAL</td>
<td>653</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Sector</th>
<th>Number of exhibitors in 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automation</td>
<td>38</td>
</tr>
<tr>
<td>Construction Logistics</td>
<td>13</td>
</tr>
<tr>
<td>Forklifts</td>
<td>12</td>
</tr>
<tr>
<td>Packing</td>
<td>34</td>
</tr>
<tr>
<td>Lifting</td>
<td></td>
</tr>
<tr>
<td>Handling and other equipment</td>
<td>18</td>
</tr>
<tr>
<td>Robotics</td>
<td>14</td>
</tr>
<tr>
<td>Storage</td>
<td>21</td>
</tr>
<tr>
<td>TOTAL</td>
<td>150</td>
</tr>
</tbody>
</table>

**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 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**
- **BALEA**
- **BLYYD**
- **CONNECTWAVE**
- **DASHDCO**
- **DDS LOGISTICS**
- **DEVISUBOX**
- **FFLY4U**
- **FTUCKFLY**
- **GEOCONCEPT**
- **GREENSHEEP**
- **INEO SENS**
- **IP3 CONCEPT**
- **ISITEC INTERNATIONAL**
- **JOCELYN CONSULTANT**
- **LOGISTICS OPERATION**
- **OBERA**
- **PALACO**
- **PICKEOS**
- **PICK’N PAL**
- **HARDIS GROUP**
- **HUB ONE**
- **RITE HITE**
- **SATO**
- **SCALLOG**
- **SHIPTIFY**
- **SICK FRANCE**
- **STACKR**
- **STAR SERVICE**
- **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

- **Buyers**
- In charge of specifications
- Decision-makers

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.
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**

MOVIMAT
14-18 October 2019
São Paulo

FENATRAN
14-18 October 2019
São Paulo

**Indonesia**

INTRALOGISTICS INDONESIA
12-14 September 2018
Jakarta

**Thailand**

TILOG-LOGISTIX
28-31 August 2018
Bangkok

**India**

INDIA WAREHOUSING SHOW
21-23 June 2018
New Delhi

INDIA WAREHOUSING & LOGISTICS SHOW
21-23 June 2018
New Delhi

**Mexico**

CWA – EXPO
26-28 June 2018
Mexico

**Thailand**

TILOG-LOGISTIX
28-31 August 2018
Bangkok

**Brazil**

INDIA COLD CHAIN SHOW
12-14 December 2018
Mumbai

**India**

INDIA TRANSPORT, SUPPLY CHAIN & LOGISTICS
12-14 September 2018
Jakarta

**Mexico**

INTRALOGISTICS LATIN AMERICA
26-28 June 2018
Mexico

**Thailand**

TOP FLOTILLAS
4-6 September 2018
Mexico

www.sitl.eu
www.intralogistics-europe.com
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.