



GEODIS

A better way to deliver

Press release

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GEODIS presents new growth strategy in Italy

Strengthening market leadership, a "One Face" approach integrating the three business lines, and pursuing vertical growth aiming for a turnover of 500 million euros by 2030. GEODIS announces its development strategy in Italy for the coming decade, following the relaunch under the leadership of the new Country Manager Maurizio Bortolan. The industrial plan is based on a solid employment foundation, aiming to exceed 2,000 employees, both direct and indirect, and focuses on targeted expansion in sectors of high complexity and strategic relevance for the national system, such as Chemical & Gas, High Tech, and Defence & Aerospace.

GEODIS announces the launch in Italy of a new strategic direction aimed at sustainable growth – both economic and environmental – operational efficiency, and service excellence. Under the guidance of the new Country Manager Maurizio Bortolan, the company intends to strengthen its leadership in the Italian market, targeting a phase of profound renewal and sustainable growth, steering its operations towards a strategic and client-oriented vision.

The Relaunch and the "One Face" Strategy"

Today, the company presents the market with the "One Face" policy, an integrated approach that brings together the three business lines operating in Italy – *Freight Forwarding, Road Transport, and Contract Logistics* – offering the customer a single point of contact and a holistic view of the supply chain. This synergy enables process simplification, ensuring service uniformity throughout the supply chain and in every country worldwide.

Targets for 2030: GEODIS' New Objectives in Italy

GEODIS' strategic vision in Italy sets clear and defined growth targets for 2030. The company aims to reach a turnover of 500 million euros and expand its network, surpassing 700,000 square meters of warehouse space. Operationally, the plan foresees an increase in the fleet with over 200 vehicles managed directly and a staff expansion that will bring the company to employ more than 2,000 people, both direct and indirect collaborators. *"GEODIS's new Italy strategy stems from the desire to transform logistical complexity into a competitive advantage for companies that drive the country. With the 'One Face' plan, we aim to overcome operational fragmentation to offer a unique and integrated interface capable of orchestrating Freight Forwarding, Road Transport, and Contract Logistics. We aim not only for vertical growth but also for qualitative expansion that integrates Artificial Intelligence and automation with the*

expertise of our people. We are ready to lead the transition towards more sustainable, secure, and responsive logistics.” – states Maurizio Bortolan, Country Manager of GEODIS in Italy.

Strategic Markets: Specialization and Excellence

The development trajectory outlined in the Industrial Plan is based on a strong verticalization of expertise in high value-added industrial segments. This strategy aims to consolidate and expand long-term partnerships with the main global leaders, GEODIS clients in Italy, integrating the offering with solutions dedicated to highly complex sectors.

Within the **Chemical & Gas** sector, the company ensures complete supply chain management, coordinating the entire logistics flow from raw materials to final delivery. This operation is supported by solid expertise in the handling of hazardous materials and the complex management of tanks, liquids, and gases, operating according to the strictest safety protocols. Similarly, leadership in the **High Tech** sector is demonstrated by the management of Italy's most significant logistics hub dedicated to *Consumer Electronics*: a state-of-the-art infrastructure supported by an extensive distribution network, enabling highly agile responses to rapid changes in technological demand.

Strict adherence to safety standards finds its highest expression in the **Defence & Aerospace** sector, where GEODIS offers decades of experience in handling sensitive and classified materials, ensuring total process integrity. Finally, for sectors characterized by high dynamism and stringent regulatory frameworks such as **Pharma and Luxury**, the Group designs solutions that support our partners worldwide with a high and uniform qualitative level. These flows, whether air or land, are constantly aligned with specific sector certifications, guaranteeing excellent service that combines regulatory compliance and operational flexibility.

Innovation and Sustainability as Competitive Levers

GEODIS' growth will be closely linked to technological innovation and sustainability. The Group allocates 3.5% of its global turnover annually to digitization projects, Artificial Intelligence, and automation. This includes, for example, the use of Autonomous Mobile Robots (AMR) in over 80 warehouses worldwide.

On the sustainability front, GEODIS follows a scientifically certified decarbonization path, aiming to reduce 42% of direct emissions and 25% of indirect emissions by 2030, aligning with the global "Ambition 2027" plan of the parent group SNCF. At the same time, the company continues to promote a safe and inclusive work environment, enhancing its people with 40% female presence and registering a company engagement rate of 79%.

For more information, visit www.geodis.com.

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GEODIS is a leading global logistics provider acknowledged for its expertise across all aspects of the supply chain. As a growth partner to its clients, GEODIS specializes in four lines of business: Global Freight Forwarding, Global Contract Logistics, Distribution & Express Transport, and European Road Network. The

Group operates a global network spanning nearly 170 countries and 50,000 employees. In 2024, GEODIS generated €11.3 billion in revenue. GEODIS is a company owned by SNCF group.

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