

# SAN JOSÉ & LÓPEZ

<i>Countries</i>	→ Morocco, Tunisia and Europe
<i>Sector</i>	→ Transport and logistics
<i>Business focus</i>	→ National and international road freight transport, logistics and warehousing services
<i>Key figures 2015</i>	→ € 108 million in revenues; 650 employees
<i>Investment date</i>	→ June 2013

## THE COMPANY

Grupo San José & López (SJL), a family-owned business, was created in 2002 as a result of the merger between the two largest international freight transport companies in Spain, Transportes Internacionales San José S.A (founded in 1948) and Transportes López S.A. (founded in 1949).

Headquartered in Tangier (Morocco) and Oiartzun (Spain), the main activity of SJL is international road freight transport between Europe and the North African countries. The group also offers logistics, storage, and national transport services.

With more than 60 years of experience, today SJL is a global partner for large corporations, managing 10 logistics platforms in Europe, Morocco and Tunisia and delivering over 20,000 journeys between Europe and Morocco per year.

The company's entire fleet is composed of over 1,200 trucks and trailers equipped with GPRS and GPS-based communication and tracking systems. The group uses a customised computer application that allows real-time control and management of its fleet.

## THE ROLE OF MEDITERRANIA CAPITAL PARTNERS

In June 2013, Mediterrania Capital Partners together with a co-investor acquired a minority stake in Grupo San José & López. The two investors later acquired the rest of SJL, a process completed in August 2014.

During the company's tenancy, Mediterrania Capital Partners helped SJL to strengthen its presence in the Maghreb region through: 1) its expansion of international and domestic road freight transport and logistics services mainly for the automotive, agribusiness and textile industries in Morocco, and 2) its entry into new markets with the launch of SJL Tunisia.

Mediterrania Capital Partners, with its wide network of contacts, has played a very active role in the setting-up of SJL's new site in Tunisia. As a result, the administrative procedures were accelerated and the new unit became operational in August 2014.

Lastly, with the aim of improving SJL's efficiency and fostering the group's development plan, Mediterrania Capital Partners has helped SJL reinforce the governance of the company at all levels, set a clear and ambitious strategy plan, and assisted the Board of Directors.

## THE FUTURE

SJL's strategic plans are intended to consolidate its presence in North Africa through national freight transport while maintaining the group's positive performance driven by the increased volume of its Morocco-Europe routes and the diversification of its market segment and geographical reach.

Moreover, SJL is also planning to expand its logistics services in Morocco and Tunisia with just-in-time programmes, intelligent warehousing and further services.



“Mediterrania Capital Partners provided our company with clear business guidelines to support our growth both in Morocco and Tunisia, and actively contributed to the creation of our expansion plans. Today SJJ is no longer a family-run business but a fully professional, transparent one.”

Mohamed Didouch, CEO of SJJ

Revenues 2015

**€108** million

Journeys between Europe and Morocco

**20,000**