



Autorité de la Concurrence
de la Nouvelle-Calédonie

**Decision n°2024-DCC-02 of 25 March 2024
on the acquisition of sole control of Hesnault SAS and Réunion Transit SAS by
SIFA SAS**

**Only the French version is authentic and it prevails in the event of its
differing from the translated version**

Summary¹

Through this decision, the *Autorité de la concurrence de la Nouvelle-Calédonie* (hereinafter "the *Autorité*") approves the acquisition of sole control over Hesnault SAS and Réunion Transit SAS by SIFA SAS.

The SIFA group operates in the market for the organisation of freight transport in mainland France, overseas territories, and internationally.

Hesnault SAS and Réunion Transit SAS are the target companies. Both are solely owned by Mr. Philippe Hesnault. Hesnault SAS specializes in freight transport and logistics in overseas departments and territories and internationally, serving both professional and private clients. Réunion Transit SAS operates in the sector for the organisation of freight transport in Réunion and does not conduct any activities in New-Caledonia.

The notified operation consists of the acquisition, by SIFA SAS, of 100% of the share capital of Hesnault SAS and Réunion Transit SAS.

Specifically, the transaction leads to an overlap in activities in the market for the organisation of freight transport, where both parties to the transaction are active. As for the geographical dimension of the market, the *Autorité* analysed the competitive impact of the transaction within the territory of New-Caledonia.

Regarding the horizontal effects of the operation, the *Autorité* demonstrated that post-transaction, the SIFA group would hold [20-30]% market share, compared to [10-20]% prior to the transaction. Furthermore, it will continue to face strong competition from numerous significant operators in the market, such as DHL, Geodis, and Bolloré Logistics.

Therefore, this transaction does not affect the competitive structure in downstream markets for the organisation of freight transport.

The outcomes of the competitive analysis remain unchanged when examining potential sub-segments of the markets for the organisation of air and maritime freight transport.

Consequently, the notified transaction is authorised without conditions.

¹ This summary is strictly for information purposes. Only the numbered reasons of the opinion are authentic.