

Investor Presentation

- 1Q 2018 Results -

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Aramex is a global provider of logistics and transportation solutions

17,195 employees

604 offices in 71 Countries

AED 4.7 billion revenues

AED 6.4 billion market cap

Business Units

**Domestic
Express**



**International
Express**



Freight



**Logistics &
Other**



eCommerce



At a glance

Aramex Domestic Express offers reliable door to door solutions for time-critical packages to be delivered within a country or city.

International Express offers global solutions for moving time-sensitive documents and parcels door-to-door around the world and within a variety of transit time options.

We provide a global and cost-effective solution to land, sea and air freight needs through a worldwide network.

Aramex covers all stages of the logistics supply chain from the moment inventory leaves suppliers until the moment it reaches its destination. We provide customized solutions for various industries and records management services via InfoFort.

eCommerce is the key driver of Aramex's growth, innovation and M&A strategy.

Shareholder Returns

Aramex shareholders were rewarded by good TSR

Closing Price 1Q 2018

AED 4.40

Total Return Metrics:

+2.33%

1Q 2018 share price increase and Total Shareholder Return (Dividend reinvested)

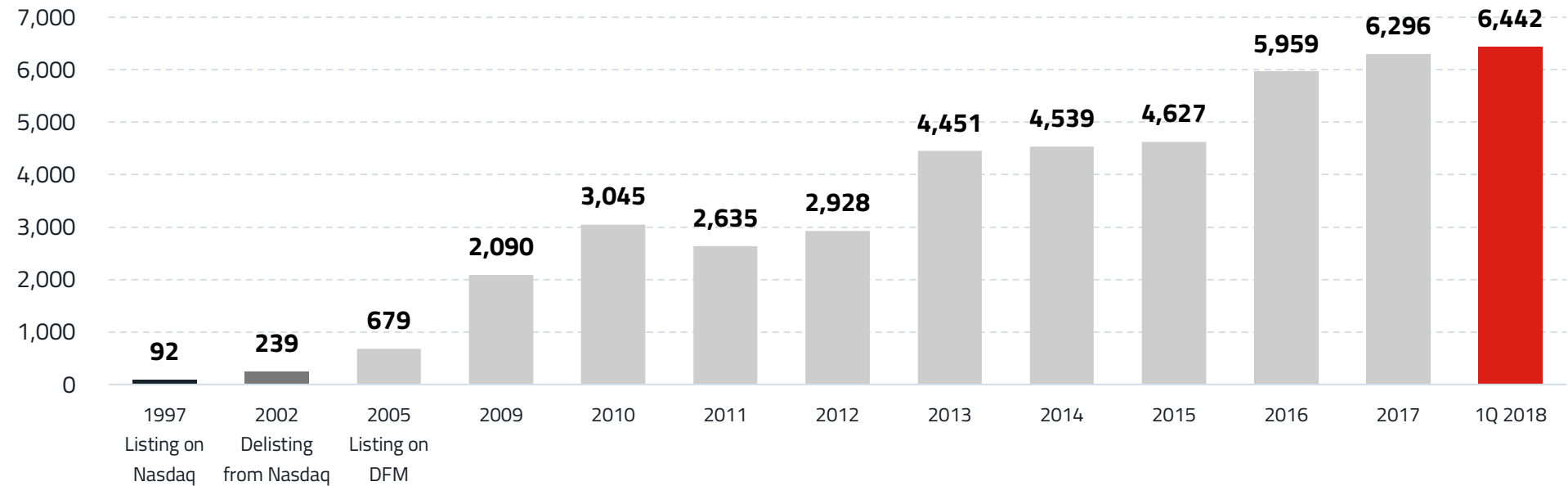
+5.65%

2017 share price increase

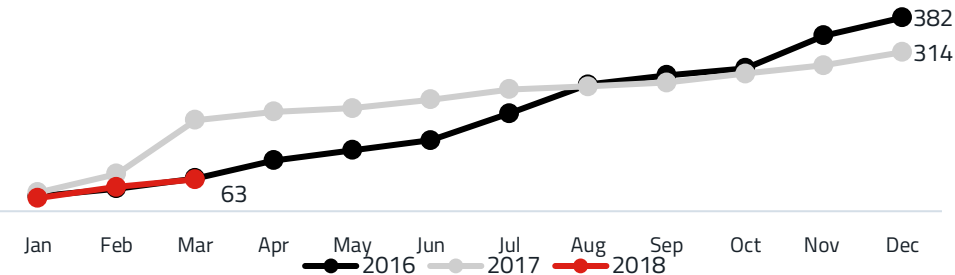
+8.85%

2017 Total Shareholder Return (Dividend reinvested)

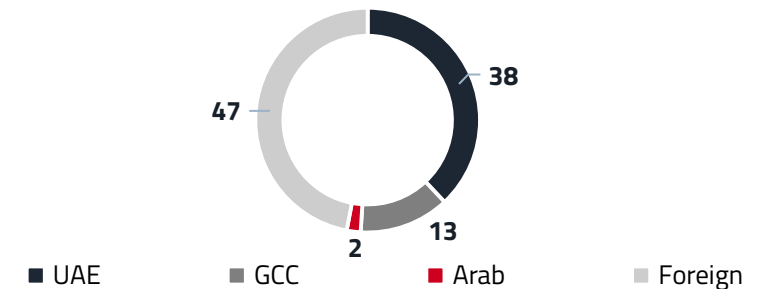
Market Capitalization (AEDm)



Aramex cumulated traded volume (million shares)



Geographic Ownership (%)



Management expects to deliver on 2018 revenue targets

		2017 Actual		2018 Target		1Q 2018 Actual	
Express	✓	↑ 19%	AED 2,007 m	Double-digit growth	↑ 10%	AED 500 m	
Freight Forwarding	✓	↑ 2%	AED 1,157 m	Single-digit growth	↑ 3%	AED 284 m	
Domestic	✓	↑ 4%	AED 1,022 m	Single-digit growth	↑ 9%	AED 265 m	
Logistics	✓	↓ 2%	AED 260 m	Single-digit growth	↑ 10%	AED 69 m	
Other	✓	↓ 1%	AED 275 m	Single-digit growth	↑ 5%	AED 71 m	
Total	✓	↑ 9%	AED 4,721 m	Double-digit growth	↑ 8%	AED 1,190 m	

Management focused on four key areas to drive 2018 results

Focus Areas

Management remains focused on long-term growth drivers

eCommerce



Continues to be the main growth driver of Aramex express and logistics businesses

Asset-light model



Proves our business model can be successful through market cycles

Innovation and technology



Enhances our customer experience and enables us to expand our business operations

Operational efficiency



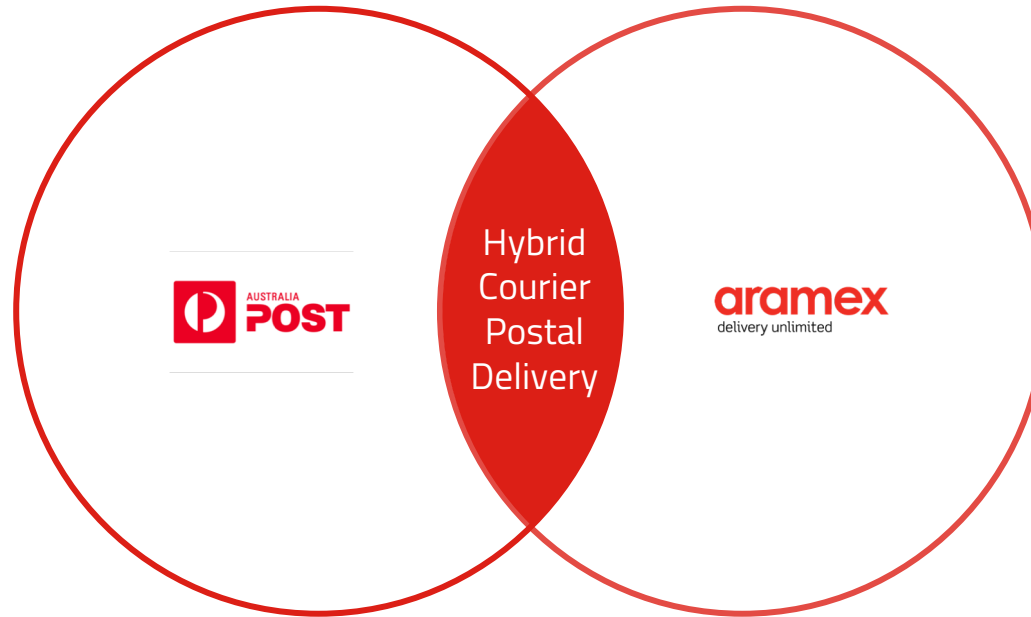
Implementation of ERP platform fosters enterprise-wide collaboration

Key Messages

Delivering the best of both worlds to offer customers maximum flexibility

Postal Strengths

- Delivers to every address in the world
- Most respected network by all nations
- Largest number of pick-up-drop-off locations
- Competitive prices



Courier Strengths

- Tracking and notification technology
- Ability to pay duties and taxes at checkout
- Full control over line haul speed and visibility
- No weight restrictions

Result

Residential coverage in 192 countries
Cheaper than courier
Faster than mail

Management remains focused on three key priorities

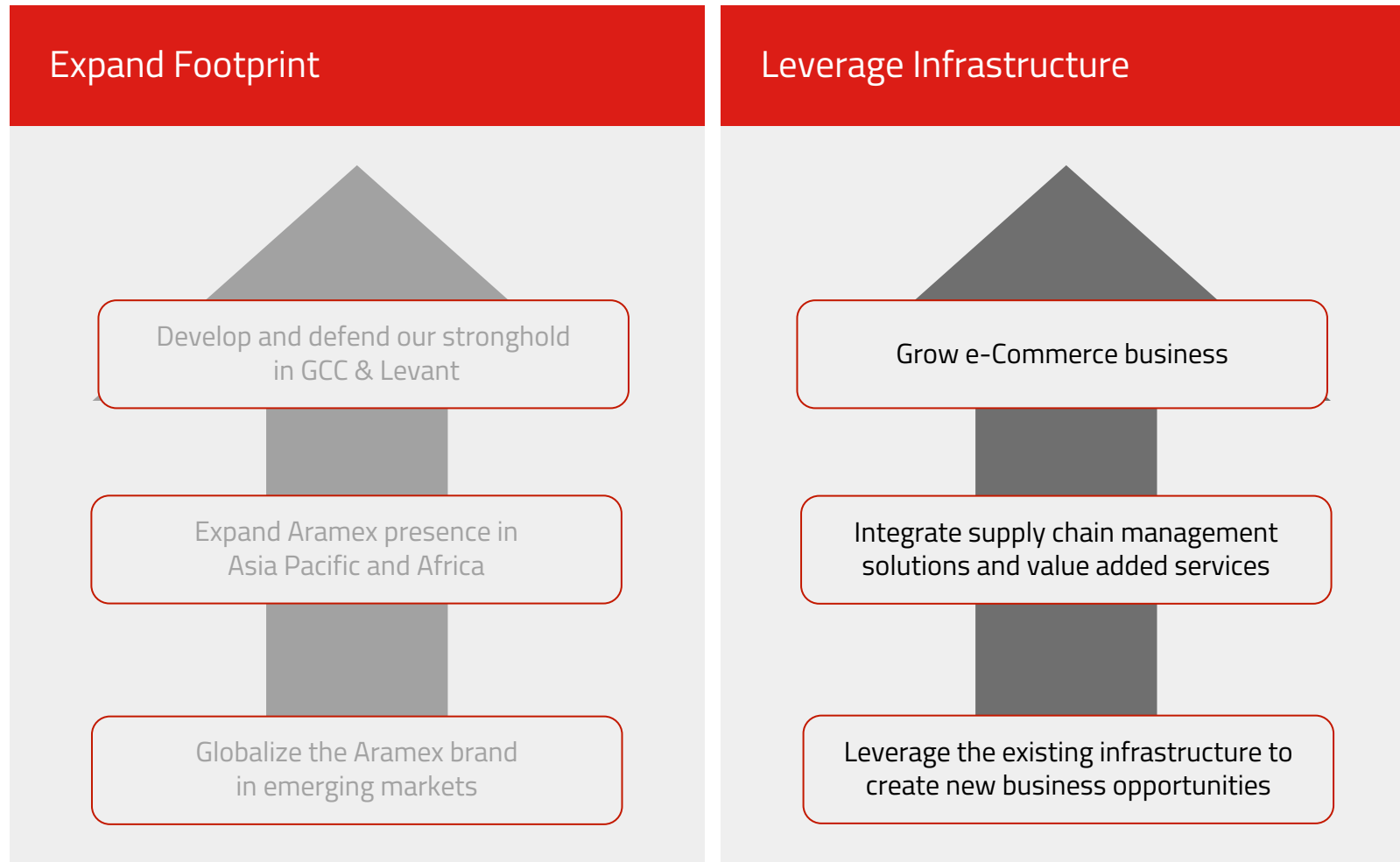
Expand Footprint

Develop and defend our stronghold
in GCC & Levant

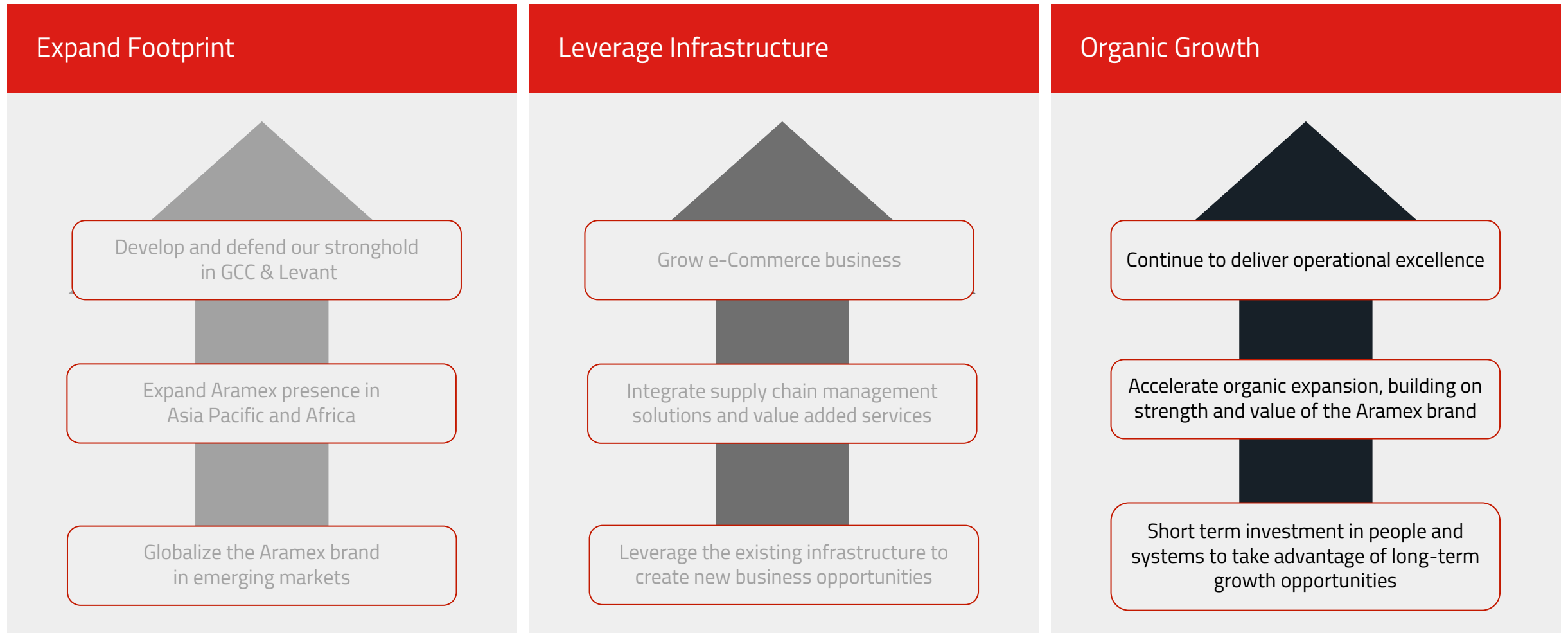
Expand Aramex presence in
Asia Pacific and Africa

Globalize the Aramex brand
in emerging markets

Management remains focused on three key priorities



Management remains focused on three key priorities



We believe in transforming our business to succeed in a digital world

Business Model Disruption →

We believe that the current logistics model will not last

Shipping is changing →

All the way from bulk to containers to pallets to boxes to pieces – new industry dynamics apply to all players in the industry

Ecosystem →

We believe in winning with an ecosystem that connects “sharing” platforms

Technology →

We believe that technology has already accelerated the pace of industry change

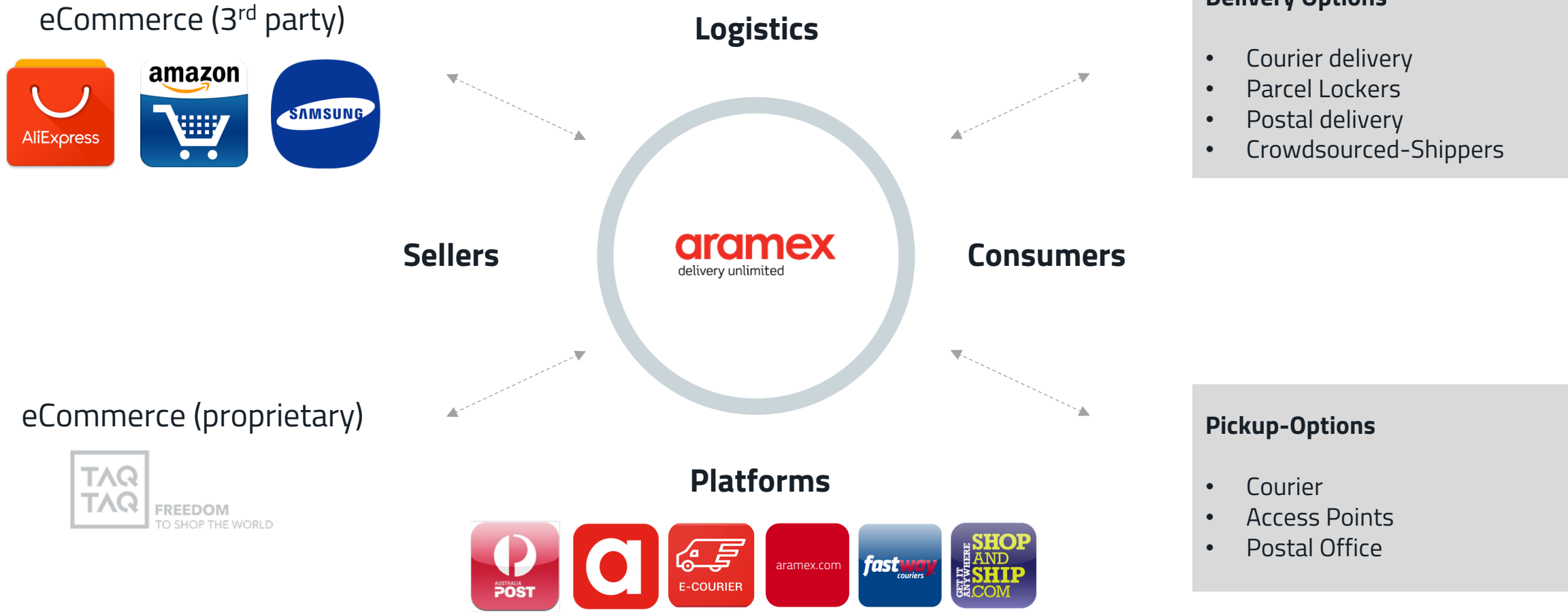
Devices →

We believe that devices are becoming smarter and are connecting the unconnected

Talent →

Better technology will enable employees to become more efficient

We are continuing to build out the Aramex ecosystem



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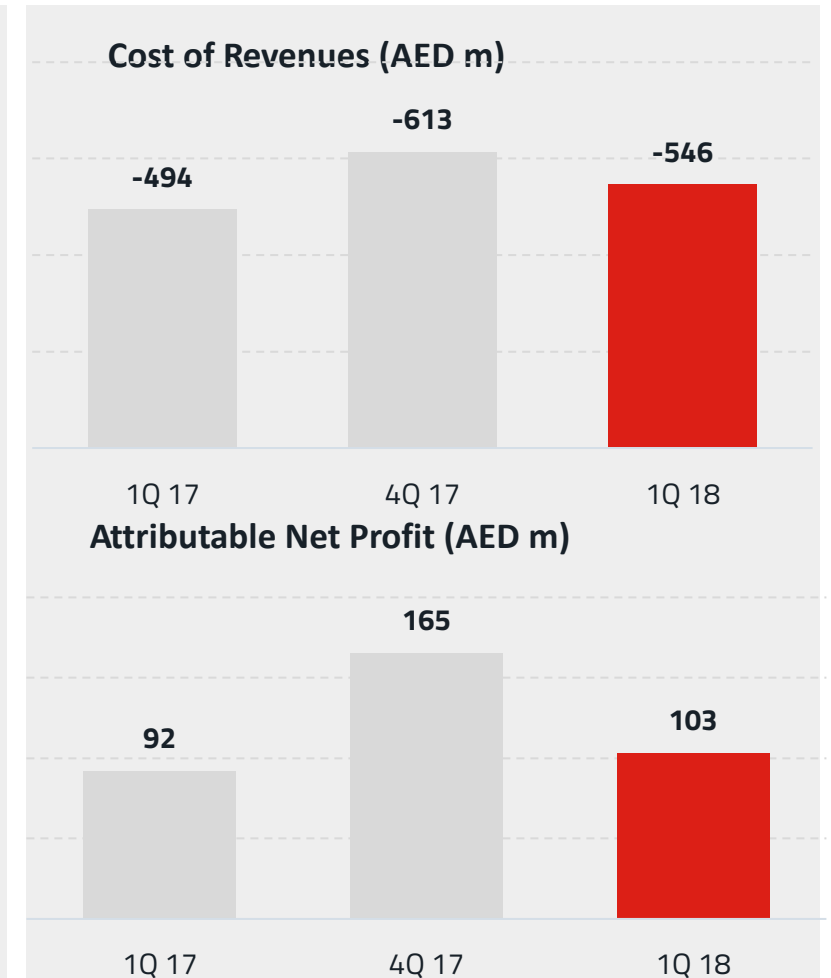
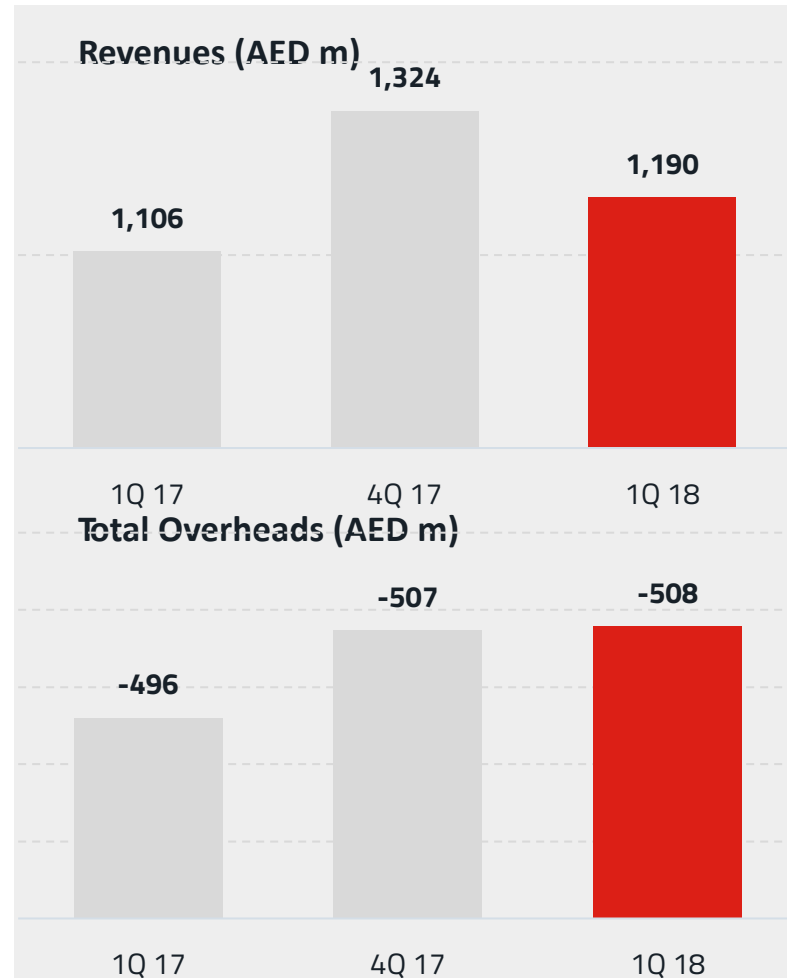
Strong top and bottom line performance



1Q 2018 Group Highlights

Management Comments →

- Revenue growth in 1Q 2018 was driven by most geographies, with Middle East & Africa being major contributor. Compared to 4Q 2017, the lower revenue in 1Q 2018 was principally a reflection of a traditionally strong 4th quarter.
- Cost of Revenues increased year-on-year in line with overall growth of the business.
- Attributable Net Profit rose in 1Q 2018 as a results of revenue growth and improved cost efficiency.

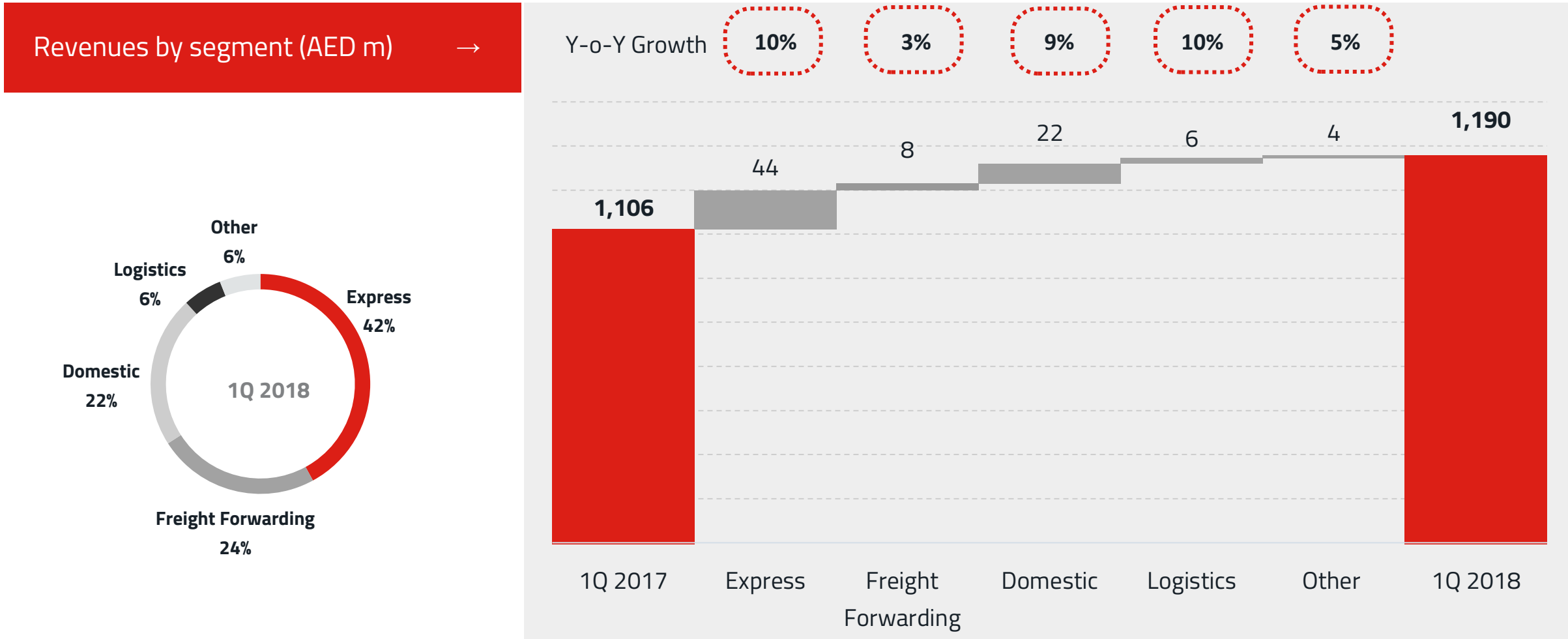


1Q 2018 Financial Highlights

Income Statement (AEDm) →

	Quarter			Movement (%)	
	1Q 18	4Q 17	1Q 17	q-o-q	y-o-y
Revenue	1,190	1,324	1,106	-10%	8%
Cost of Revenues	(546)	(613)	(494)	11%	-10%
Gross profit	644	711	612	-9%	5%
Overheads	(508)	(507)	(496)	0%	-2%
Profit for the period	111	176	95	-37%	17%
EBITDA	165	237	142	-31%	16%

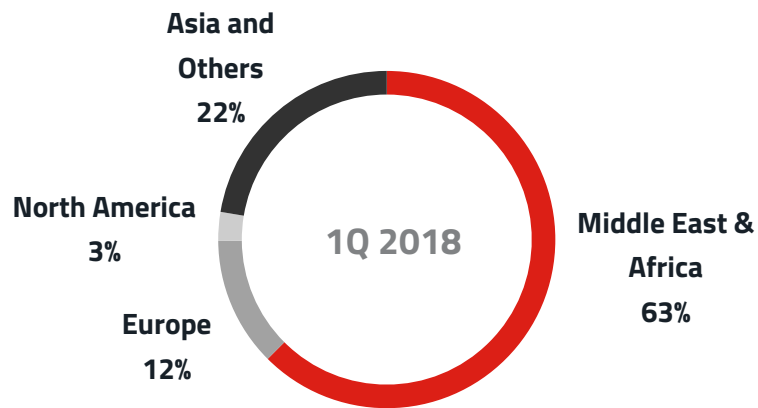
International Express and Domestic delivered 64% of revenues



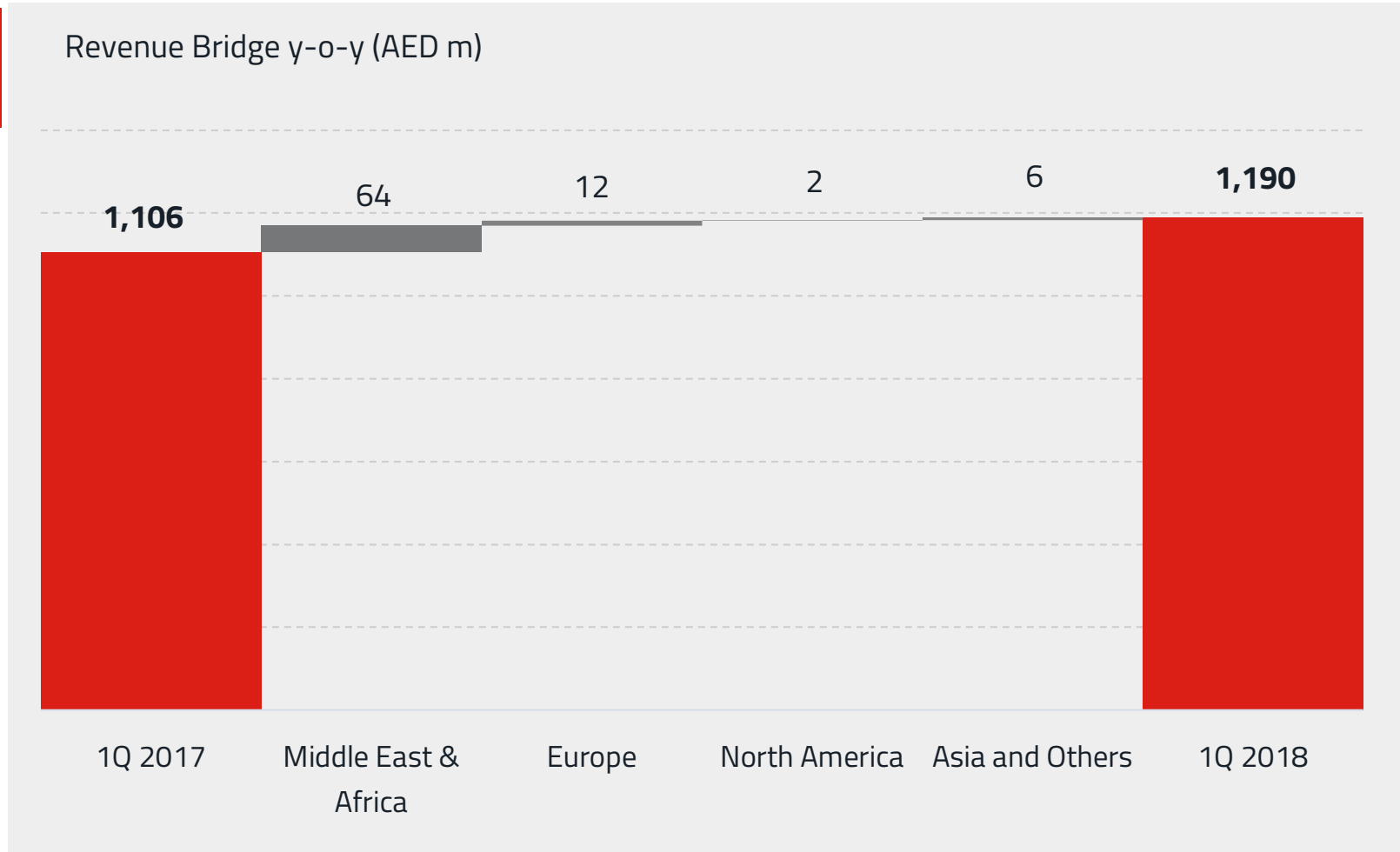
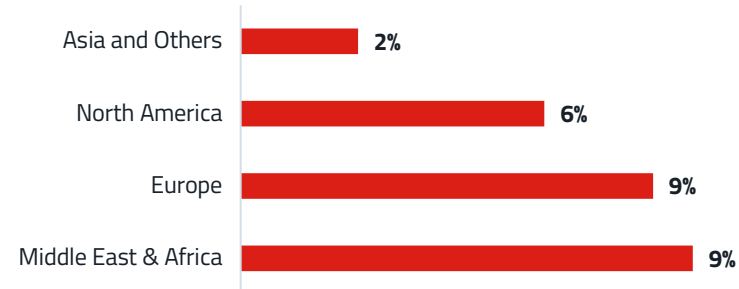
Geographic performance – strongest growth recorded in Middle East & Africa

Revenues by Geography →

Geographic Contribution (%)



Geographic Performance y-o-y (%)



1Q 2018 Financial Highlights

Financial Ratios (AEDm) →

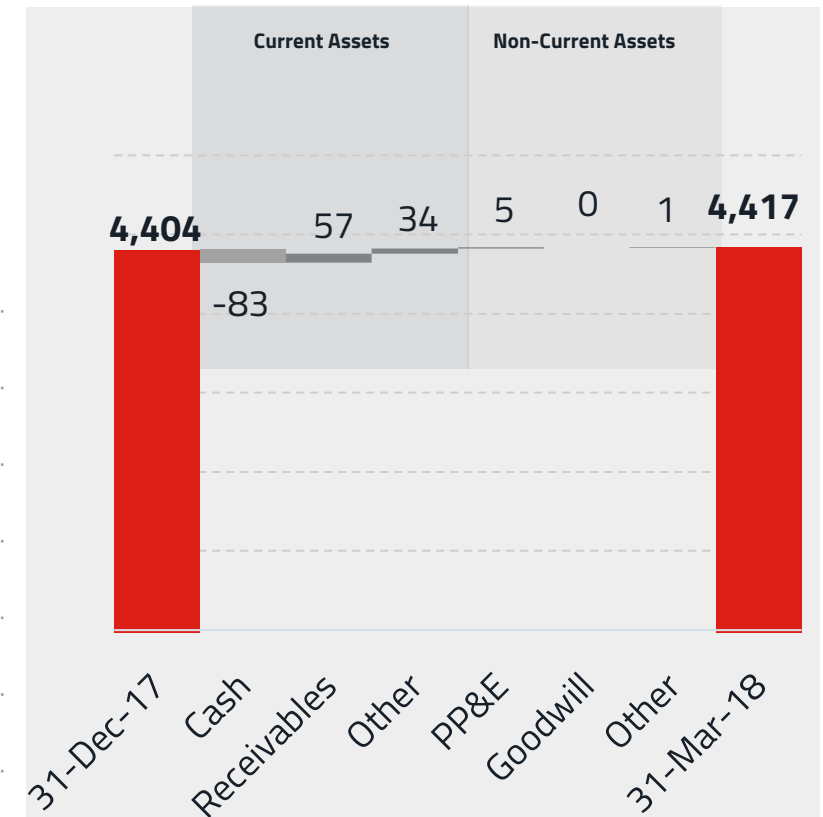
	Quarter			Movement	
	1Q 18	4Q 17	1Q 17	q-o-q	y-o-y
EPS (AED)	0.071	0.113	0.063	-37%	13%
Gross profit margin (%)	54.1%	53.7%	55.3%	0.5%	-1.2%
Net profit margin (%)	8.7%	12.5%	8.3%	-3.8%	0.4%
EBITDA margin (%)	13.8%	17.9%	12.9%	-4.1%	1.0%
Debt/Equity %	22.9%	24.3%	32.0%	1.3%	9.1%

Balance sheet remains strong and liquid

Balance Sheet Highlights →

Asset Movement Y-o-Y (AED m) →

	31 Mar 2018	31 Dec 2017	Movement	
			Actual	Change %
Current assets	1,920	1,911	8	0.4%
Non-current assets	2,506	2,493	13	0.5%
Total assets	4,425	4,404	21	0.5%
Current liabilities	1,282	1,368	-86	-6.3%
Non-current liabilities	503	517	-14	-2.8%
Total liabilities	1,785	1,885	-100	-5.3%
Non-controlling interest	22	19	3	15.8%
Shareholders' equity	2,619	2,500	119	4.7%



Composition of assets

Financial Ratios (AEDm) →

	31 Mar 2018	31 Dec 2017	Actual	Movement in %
Cash and cash equivalents	645	728	-83	-11%
Receivables (net)	991	934	57	6%
Other current assets	283	249	34	14%
Total current assets	1,920	1,911	8	0.4%
Property, Plant and equipment (net)	917	912	5	1%
Goodwill (net)	1,164	1,164	0	0%
Other non current assets	425	417	8	2%
Total non-current assets	2,506	2,493	13	0.5%
Total assets	4,425	4,404	21	0.5%

Long-term Performance



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Evolution of Express business – outgrowing freight forwarding

Segmental Revenues (%) →

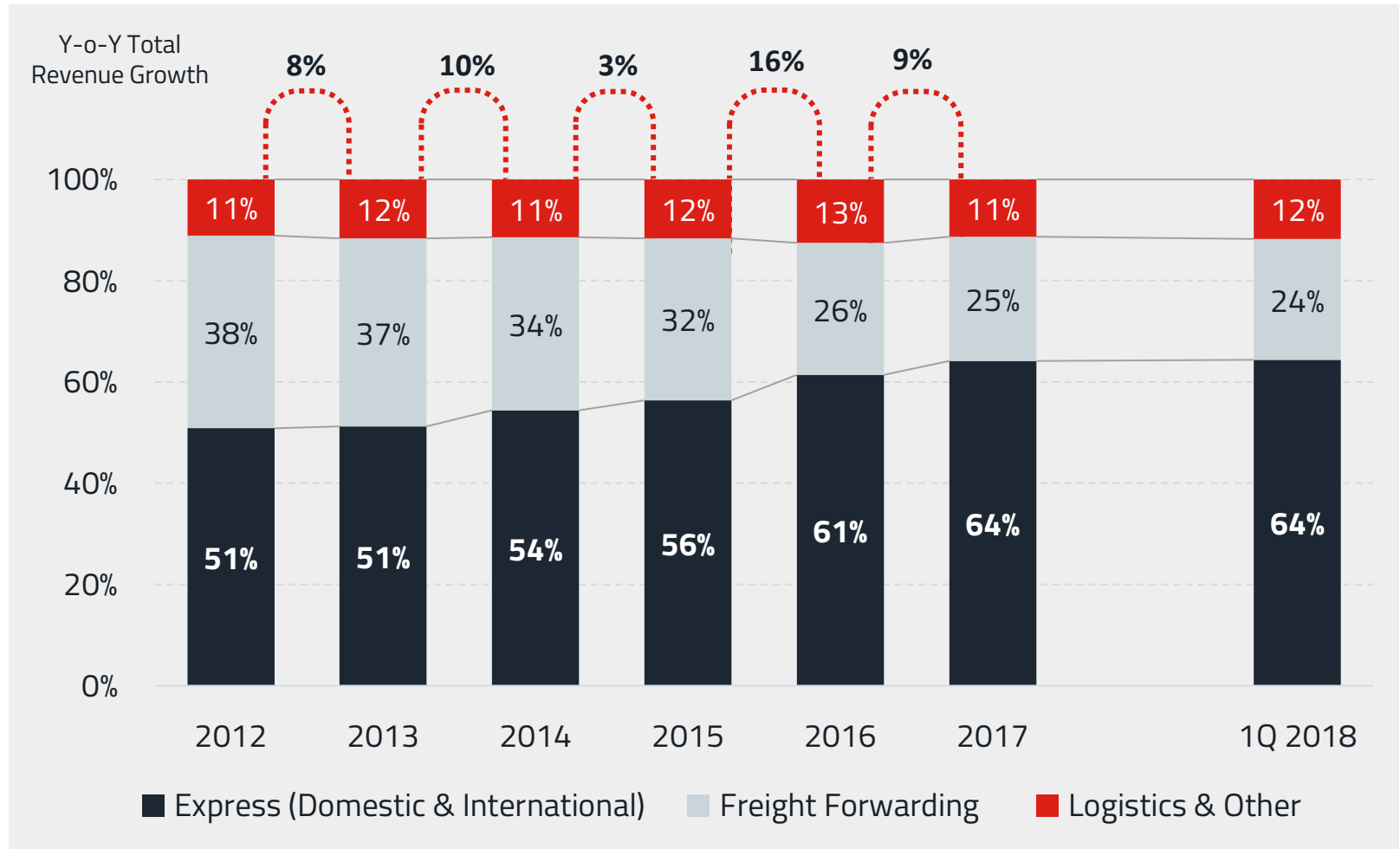
Express contribution to total revenues continues to grow, outgrowing all other businesses

The key driver of this development is the fast-growing eCommerce business

Express revenue contribution has grown from 51% to 64% as at 1Q 2018

Freight forwarding continues to decline from 38% revenue contribution to 24%.

Management expects this trend to continue throughout 2018 and beyond.



Aramex maintains a track record of delivering operational excellence

Aramex 2012 - 2017 (Indexed) →

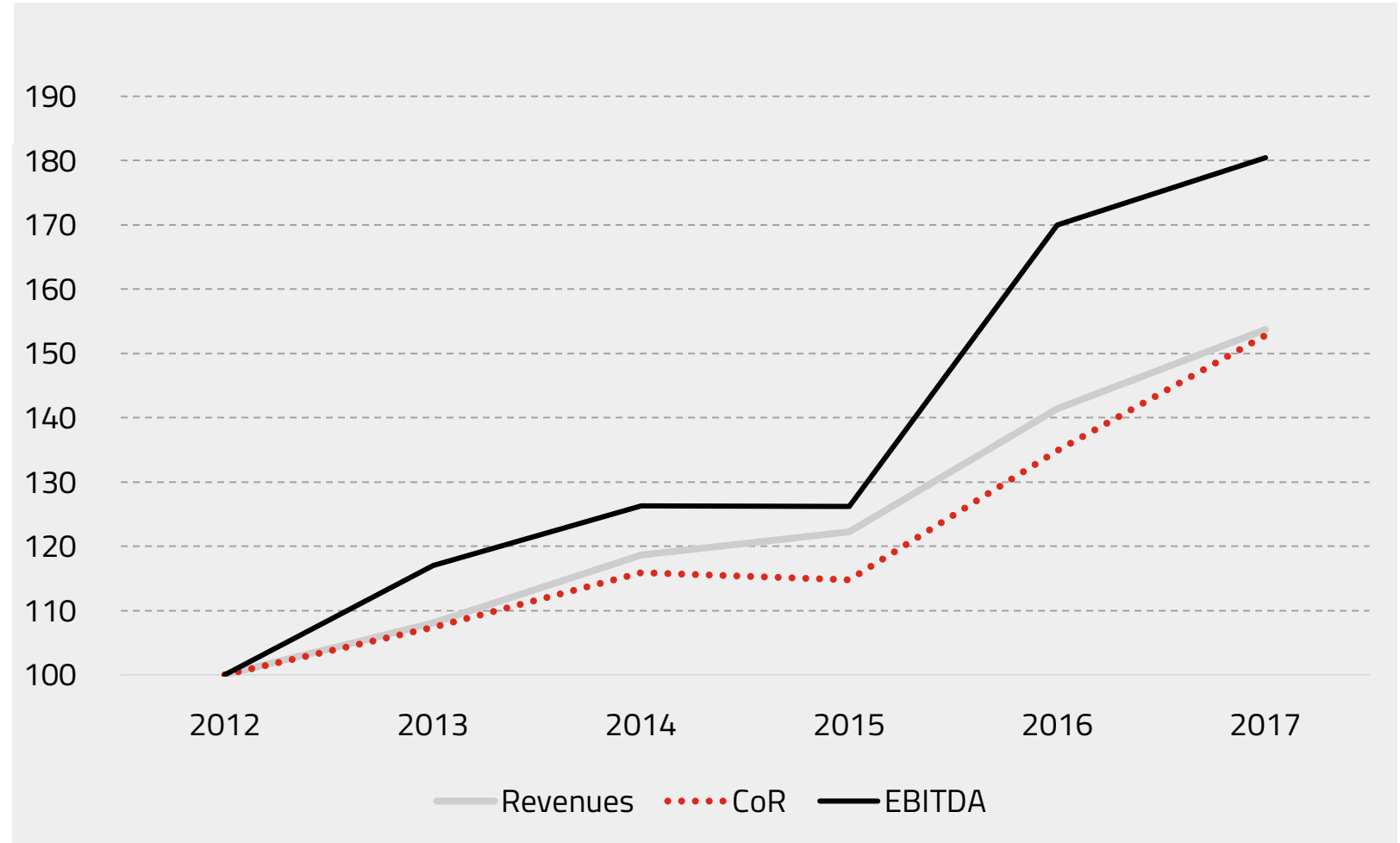
We delivered a consistently strong performance since 2012

2012-2017 CAGR

Revenues 9.0%

Cost of Revenues 8.9%

EBITDA: 12.5%

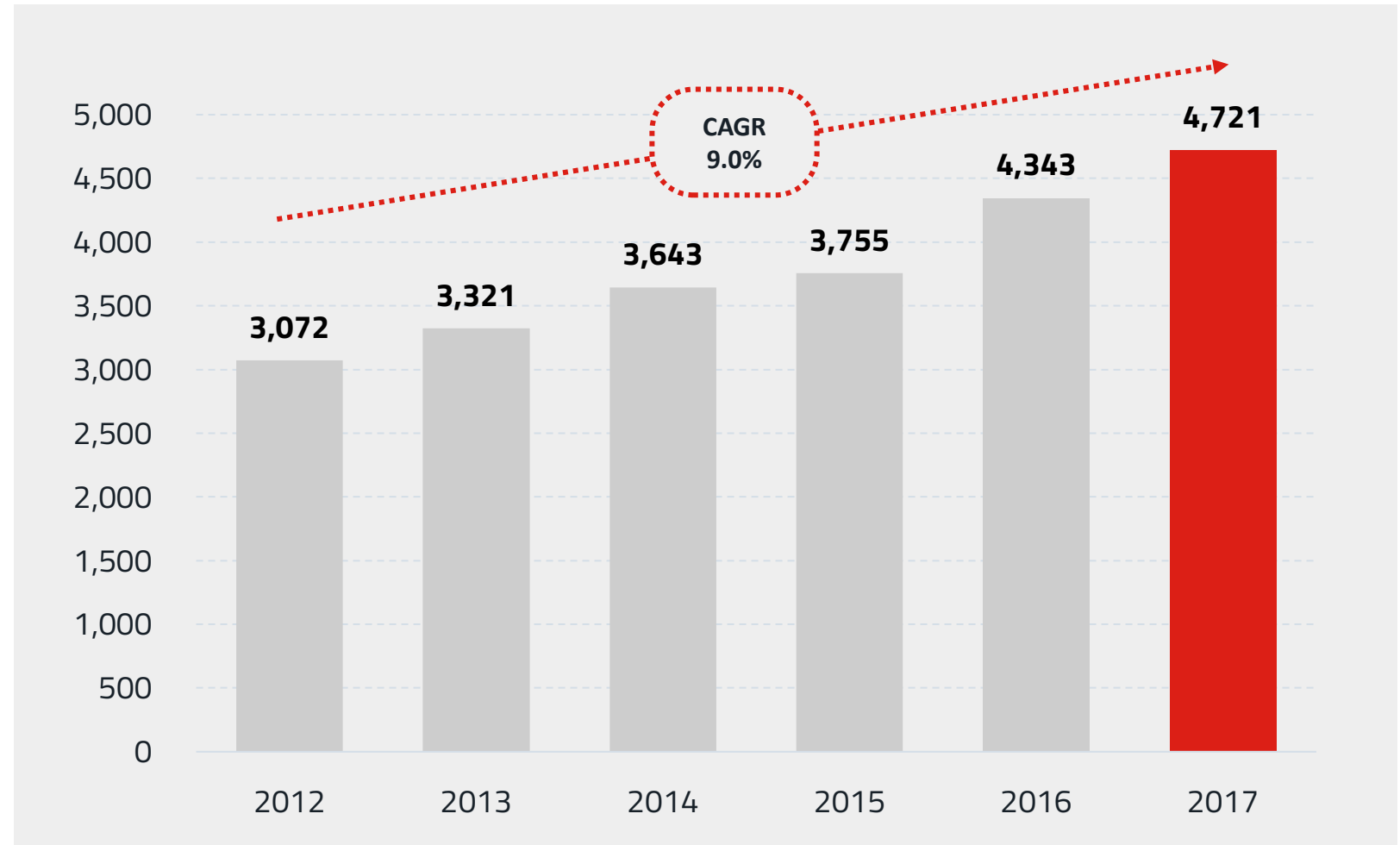


Aramex continues to deliver solid top line performance

Revenues (AED m) →

Revenue generation

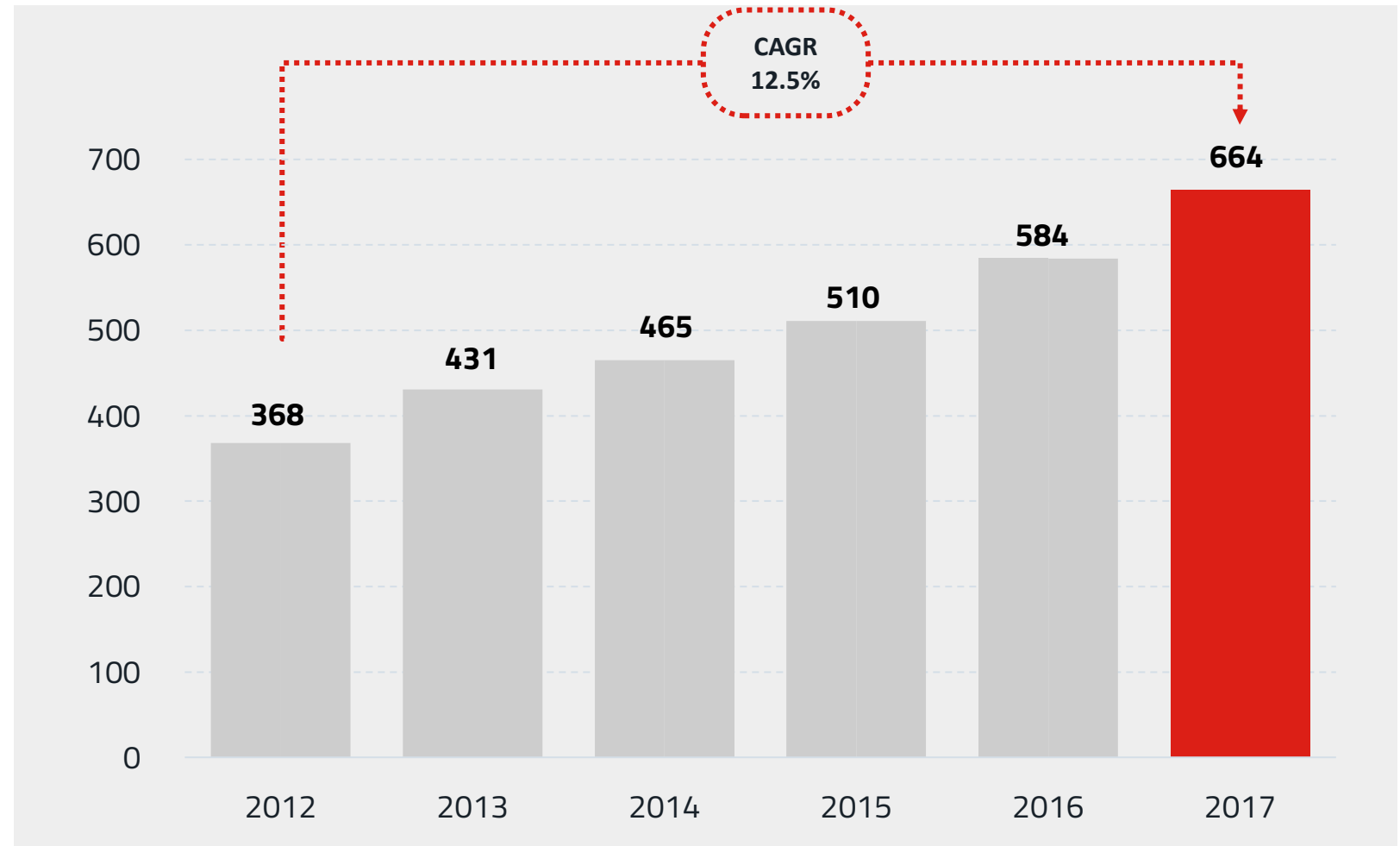
- Revenue growth of 9% in 2017 despite impact of exchange rate volatility. Excluding exchange rate impacts, total revenue grew 11% in 2017
- Revenue growth reflects additional income generated primarily in international cross-border express business as well as in Asia Pacific



Strong underlying results right across the business

EBITDA before special items (AED m) →

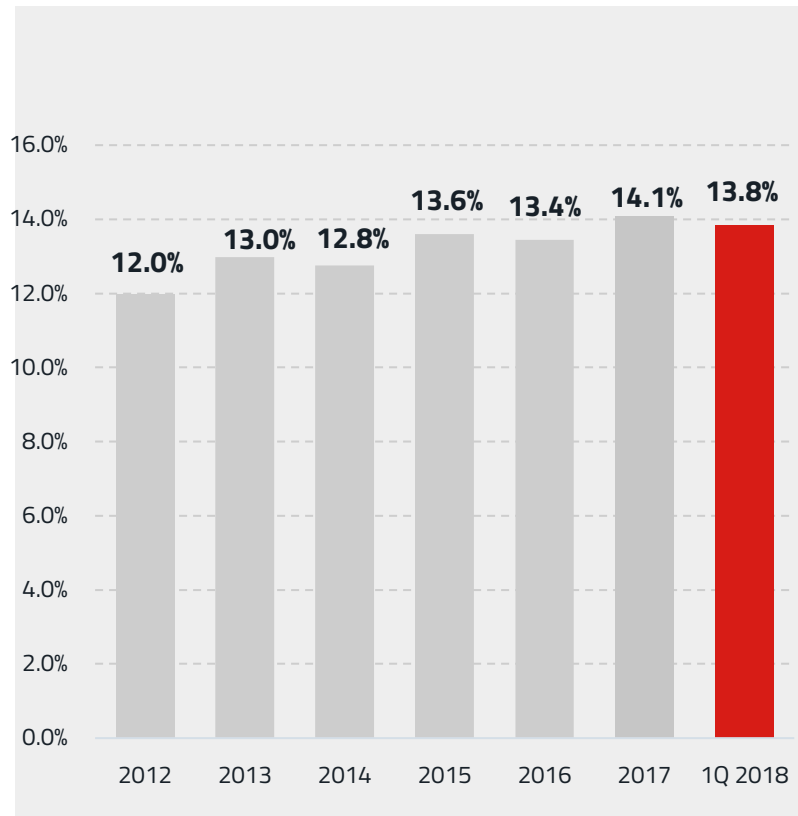
EBITDA before special items:
Aramex generated strong underlying results
across the business



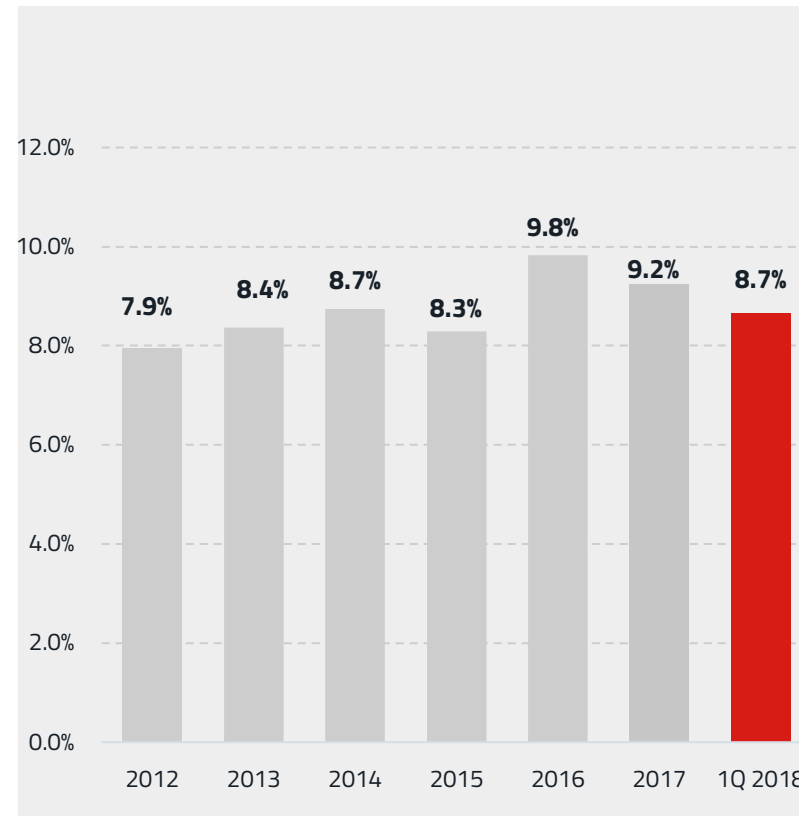
*Special items comprise: 2Q 2016 – gain on bargain purchase of AMC of AED 41,568 thousand; 2015 – additional provision of AED 46,271 thousand related to company's incentive scheme.

Aramex generates consistent performance across key KPIs

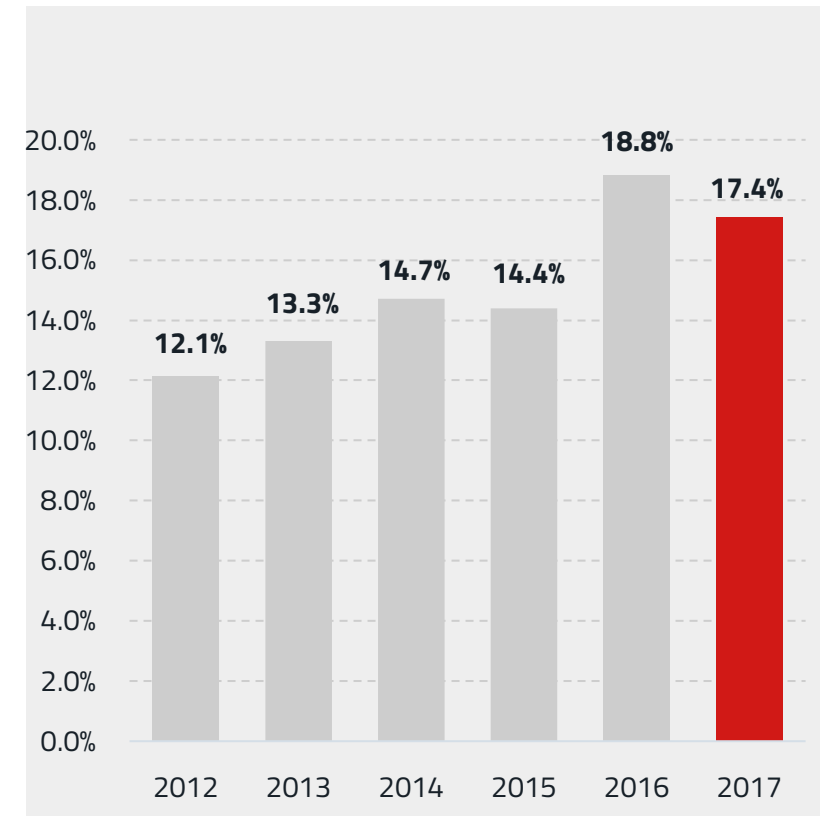
EBITDA margin (%) →



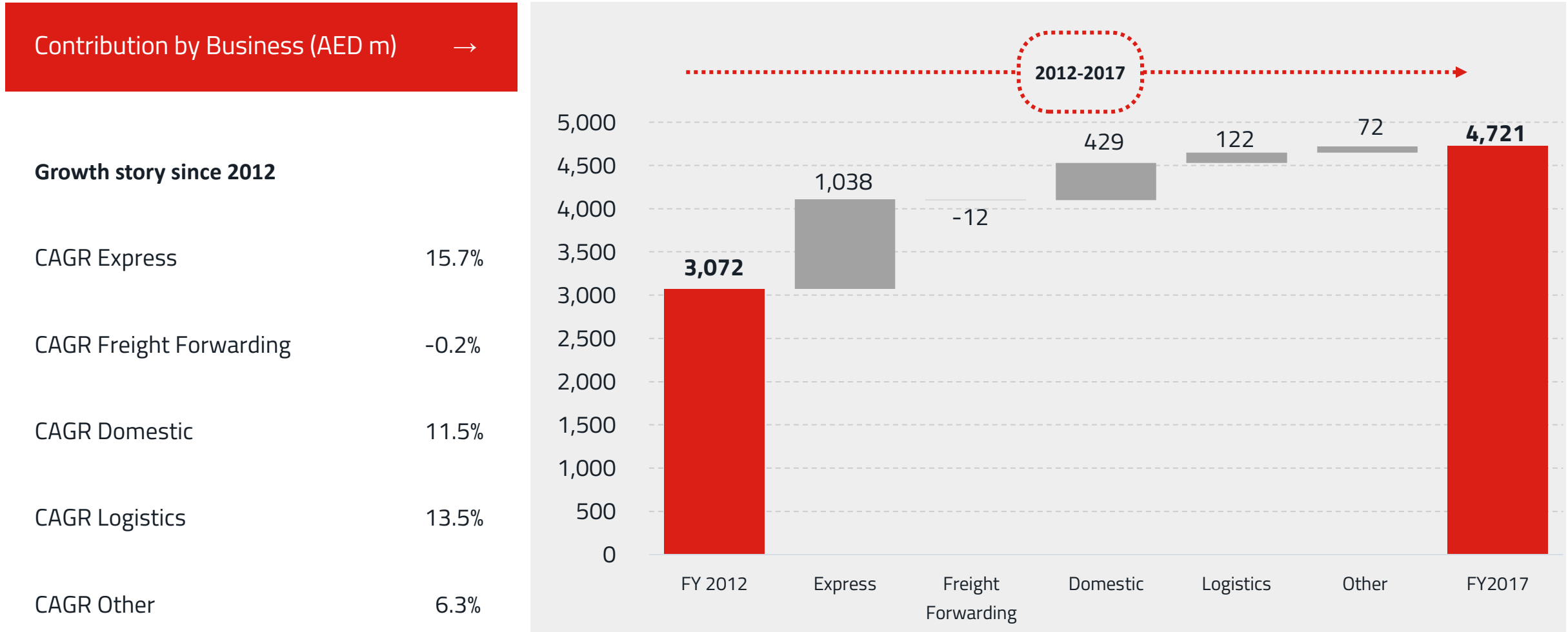
Net Profit Margin (%) →



Return on Equity (%) →



Key components of Aramex's long term growth story

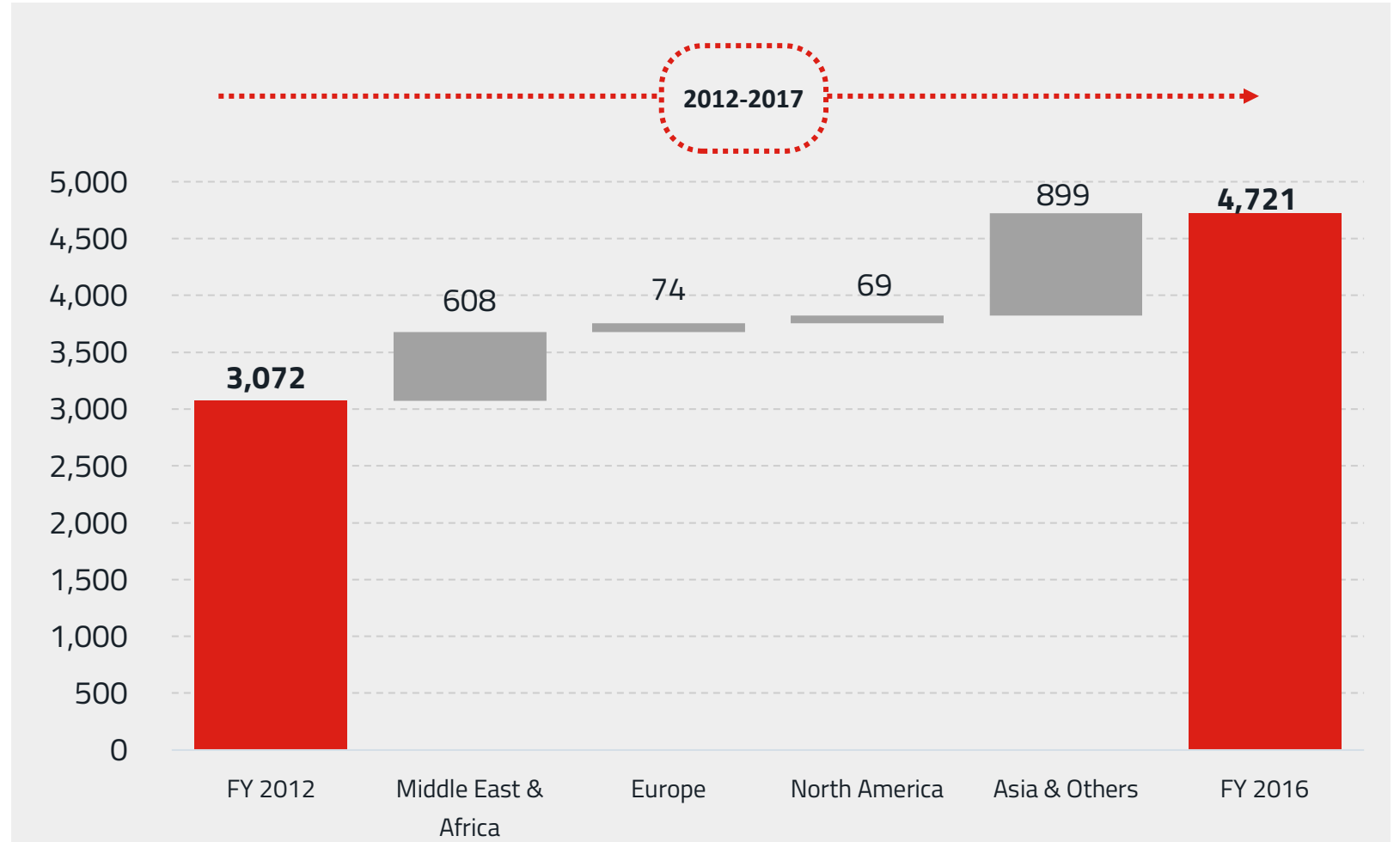


Defending and developing our market position in growth markets

Contribution by Geography (AED m) →

Growth story since 2012

CAGR Middle East	4.9%
CAGR Europe	2.8%
CAGR North America	15.3%
CAGR Asia & Other	33.6%



Aramex balance sheet evolution

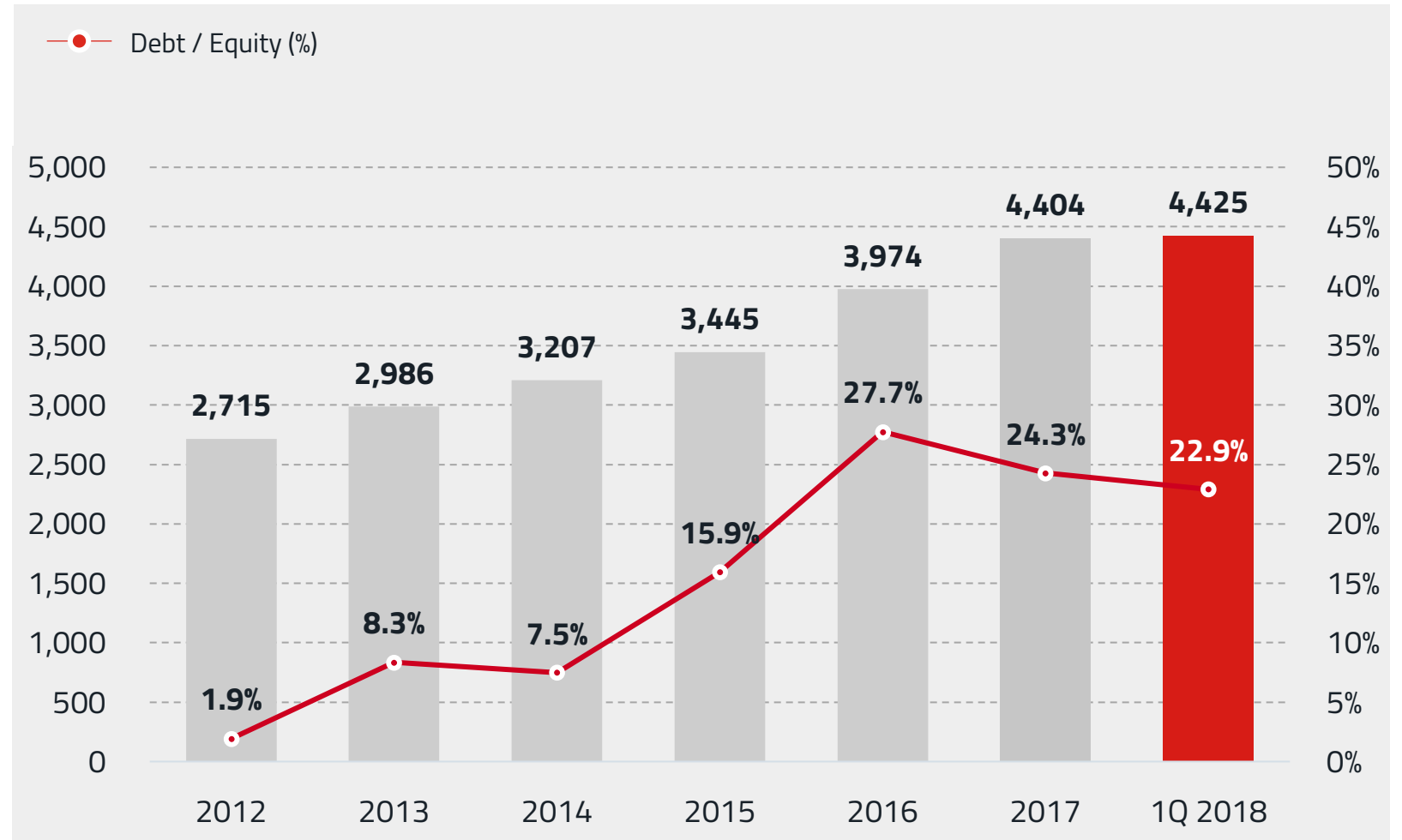
Total Asset (AED m) →

Aramex has consistently grown its balance sheet.

Driven mainly by acquisitions, Aramex will continue to increase leverage.

Management continues to maintain a prudent approach towards managing debt.

Debt* / Equity at 22.9% as of 31 March 2018.



*Debt for this purpose consists of interest-bearing short & long term liabilities

Aramex management proposes to pay a dividend of AED 0.163 for 2017

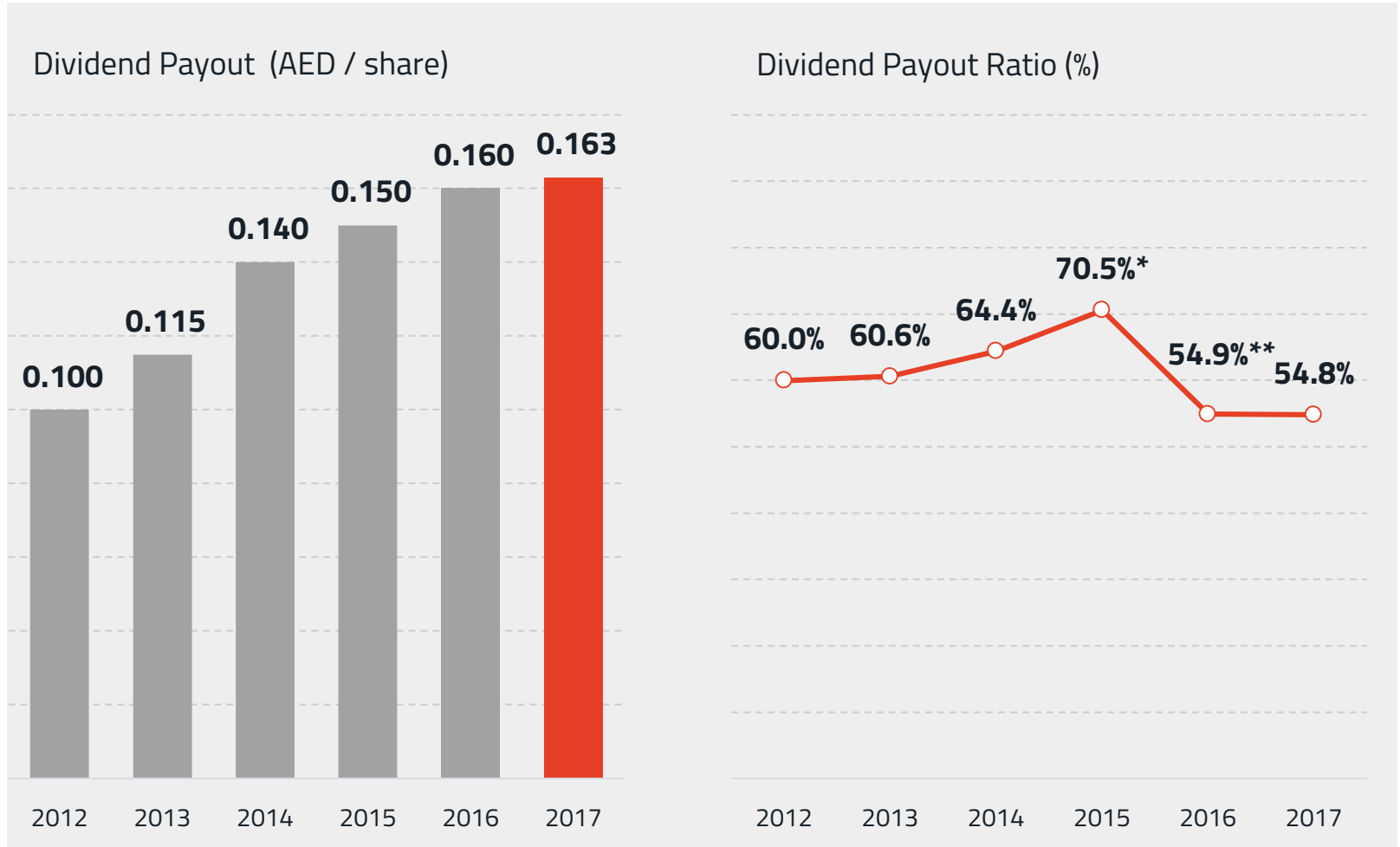
Dividends →

Dividend proposal of AED 0.163 per share to be approved by shareholders at AGM on 8 April 2018.

Gross dividend yield: 3.79%

Long-term management target:

Dividend payout ratio of > 50%



*Excluding additional provision of AED 46,271 thousand related to company's incentive scheme, Dividend Payout Ratio – 61.4%

** Excluding gain on bargain purchase of AMC of AED 41,568 thousand, Dividend Payout Ratio – 60.8%.

Long Term Performance

Aramex shareholders are rewarded by long term performance

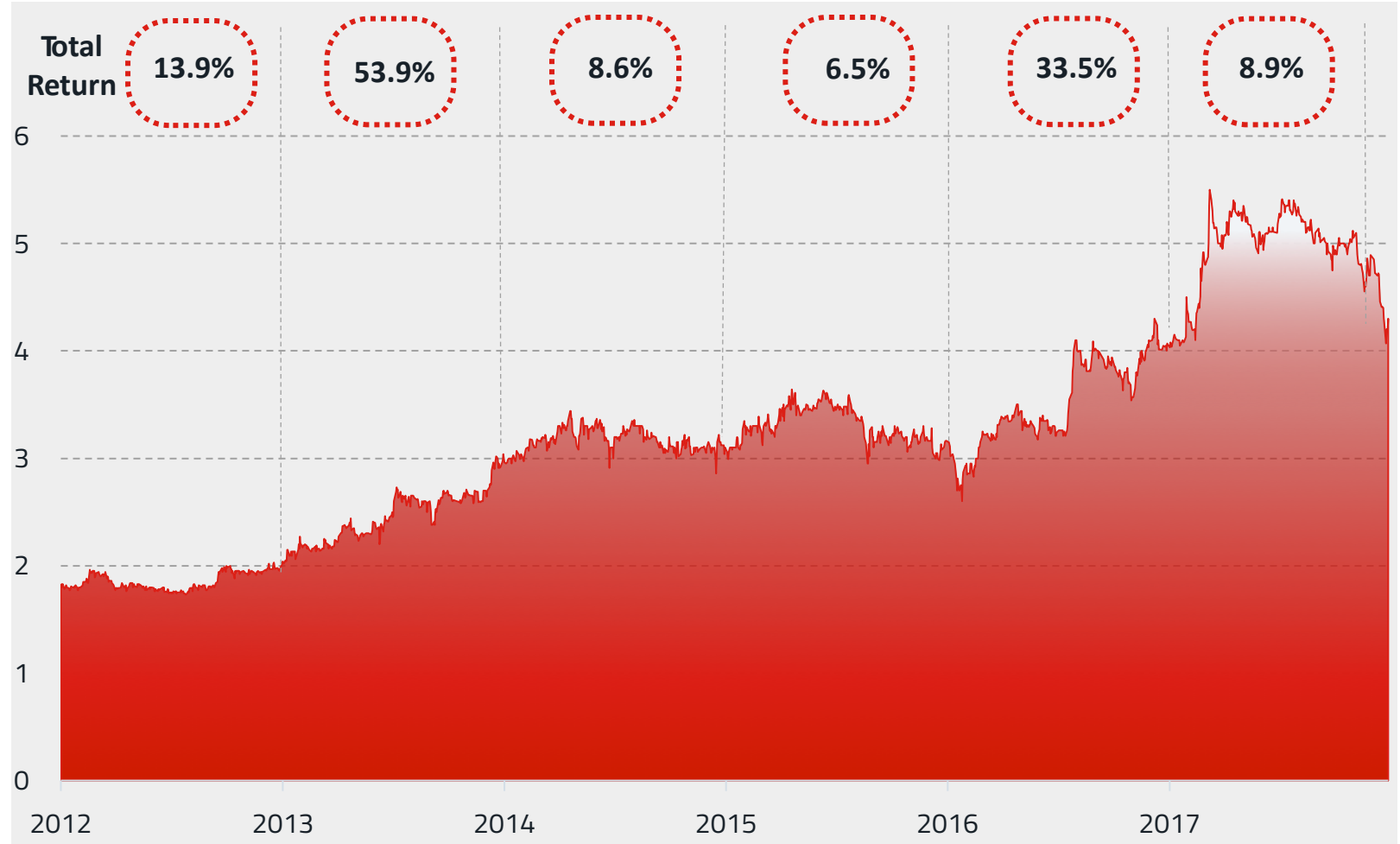
Performance (Jan 2012 - Mar 2018) →

Share Price Change: 144.44%

Annualized return: 15.39%

Total Return
(dividends reinvested): 203.34%

Annualized Total Return:
(dividends reinvested) 19.45%





Management Outlook

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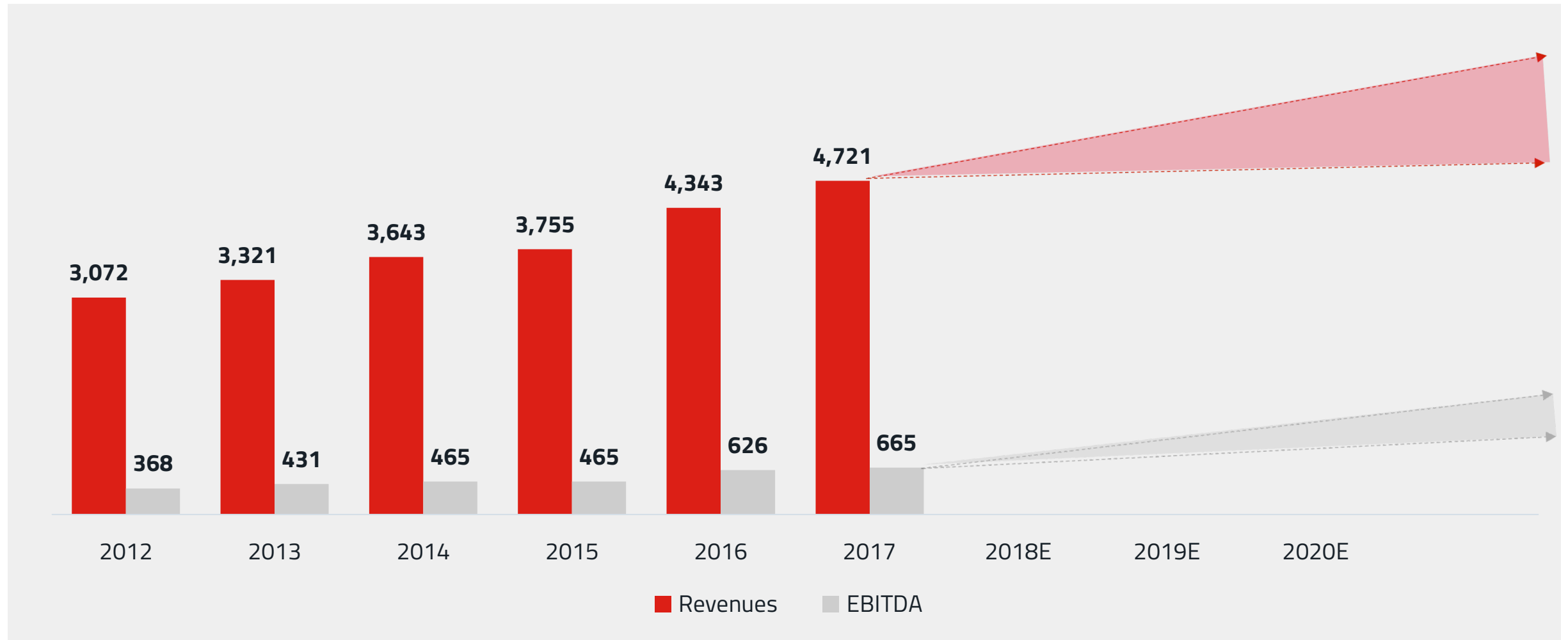
The Way Forward: Management Priorities

Grow the business	Consistent profitability	Shareholder participation
Focus on innovation and technology →	Focus on operational excellence →	Continue with our progressive dividend policy →
Grow eCommerce Portfolio →	Variabilization of cost structure →	Target Payout Ratio: > 50% →
Organic growth plus acquisitions →	Actively manage FX volatility →	
Attractive growth markets →		

Management Ambition: Guidance

	2016 Actual		2017 Actual		2018 Targets
Express	↑ 22%	AED 1,687 m	↑ 19%	AED 2,007 m	Double-digit growth
Freight Forwarding	↓ 6%	AED 1,131 m	↑ 2%	AED 1,157 m	Single-digit growth
Domestic	↑ 35%	AED 981 m	↑ 4%	AED 1,022 m	Single-digit growth
Logistics	↑ 29%	AED 265 m	↓ 2%	AED 260 m	Single-digit growth
Other	↑ 22%	AED 279 m	↓ 1%	AED 275 m	Single-digit growth
Total	↑ 16%	AED 4,343 m	↑ 9%	AED 4,721 m	Double-digit growth

Long Term Ambition Level – Projected Roadmap to 2020



Investor Relations Contacts



Bashar Obeid
CEO



Mohammad Al Qassem
Investor Relations

Investor Relations:

InvestorRelations@aramex.com

Tel +971 4 211 8464

P.O. Box

Dubai – UAE

www.aramex.com/investors

aramex
delivery unlimited