



INVESTOR PRESENTATION

*Q2 & H1 2024 Financial
Results*



Disclaimer | Cautionary Note Regarding Forward Looking Statements

This presentation has been prepared solely for informational purposes. The presentation may contain forward looking statements, which reflect our beliefs or current expectations and assumptions regarding the future of the business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Forward looking statements are neither historical facts nor assurances of future performance and can generally be identified by terminology including "anticipate", "aspire", "believe", "project", "estimate", "expect", "forecast", "strategy", "target", "trend", "future", "likely", "may", "should", "will", "intend", "plan", "goal", "objective", "seek", "roadmap", and other words of similar meaning or similar expressions.

By their nature, forward looking information and statements are subject to known and unknown uncertainties, risks and changes in circumstances that are difficult to predict and not in our control. Our actual results of operations and financial conditions may differ materially from that or those indicated in the forward looking statements. You should not place undue reliance on any of these forward looking statements.

Any forward looking statement made by us in the presentation is based only on information currently available to us and speaks only as to the date on which this presentation is made. Past performance is not a reliable indication of future performance. We make no representations or warranties as to the accuracy, or completeness of the information and shall not have any liability for any representations, express or implied, regarding the information contained in, or for any omissions from, the information included in this presentation. We undertake no obligation to publicly update any forward looking statement whether as a result of new information, future developments or otherwise. The information contained in the presentation is prepared to assist prospective investors in making their own evaluation of the Company.



1. Aramex at a Glance
2. Key Highlights of Q2 2024
3. Q2 2024 Product Breakdown
4. Q2 2024 Group Financial Results

16,000+

Employees



70

Countries

600+

Offices

USD 827M

Revenues H1 2024

USD 989M

Market Cap on 30 June 2024



International Express

With Aramex International Express, sending time-sensitive documents or packages is prompt, convenient and easy.



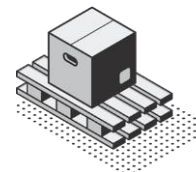
Freight Forwarding

Whether by sea, air or land, Aramex Freight provides the expertise for seamless and streamlined operations.



Domestic Express

We understand that delivering from one side of the country to another requires efficiency and reliability of global standards and local operations and we continually strive for excellence.



Logistics & Warehousing

As a global logistics and transportation solutions provider, Aramex will help simplify customers' operations with cost effective and comprehensive solutions.

Regions | Aramex Global Footprint

NORTH AMERICA

United States of America
Canada

EU
Czech Republic
Ireland
Netherlands
United Kingdom

MENAT

Algeria
Egypt
Georgia
Iraq
Jordan
Lebanon
Libya
Morocco
Palestine
Sudan
Tunisia
Turkey

SUB-SAHARAN AFRICA

Ghana
Kenya
Nigeria
Tanzania
Uganda
South Africa

GCC
Bahrain
Kuwait
Oman
Qatar
Saudi Arabia
United Arab Emirates

SOUTH ASIA

Bangladesh
India
Indonesia
Malaysia
Singapore
Sri Lanka
Thailand

NORTH ASIA

China
Hong Kong

OCEANIA

Australia
New Zealand

Business Highlights | Product Dynamics Summary



International express

- Macroeconomics and geopolitics impact consumer spending
- Focus on key international trade lanes (US and Europe) into our home markets as well as intra regional with a particular focus on MENAT, GCC, South Asia and Oceania.
- Increase the focus on direct customers, SMEs, and B2B business as well as high margin verticals.
- Grow new products such as premium services for international express.
- Further expansion of MyUs and SnS business which comes at high margins.



Domestic express

- Focus on gaining market share while leveraging existing infrastructure. Continue investing in automation and technology for operational efficiency.
- Turnaround strategy in Oceania which is a key contributor to our domestic express product.
- High competition in home markets, leading to a commoditized last mile business, while entry of new players leads to further price erosion.
- Infrastructure, technology and operational excellence underpinned by sustainable operations are key competitive differentiators.



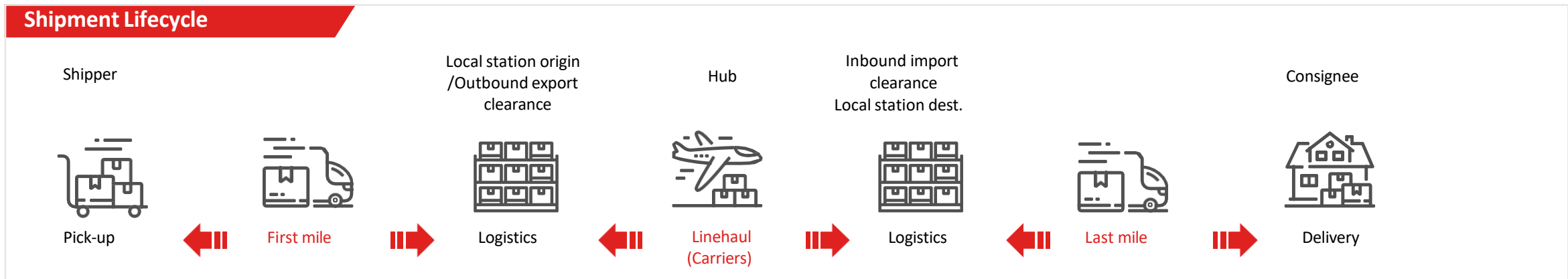
Logistics

- Logistics will grow in line with warehouse utilization and sqm expansion, currently at approximately 800,000 across owned, leased and managed.
- Focus on quality revenue and specialism in strategic verticals such as retail, industrials, pharma across our core markets.
- Leverage logistics strategically, by continuing to offer customers an integrated solution that covers the whole supply chain elements.



Freight

- Global rates in shipping and freight forwarding continue to fluctuate significantly, hence our focus on product profitability.
- Significant opportunity for growth in a highly fragmented market. Focus sales efforts on key global trade lanes into the GCC, MENAT and Africa and our strategic verticals.
- Deep specialization in strategic verticals from a sales and operational perspective.





Four well-defined business products offer scale, diversification and an end-to-end service offering for customers, underpinned by a 40-year track record of successful operations.

aramex
express

aramex
DOMESTIC

aramex
LOGISTICS

aramex
FREIGHT



Product diversification

A leading transportation player, with domestic and cross border expertise, as well as freight services across air, land and sea. Our Logistics business is leveraged strategically across our infrastructure to increase customer stickiness through supply chain services and 800k sqm in facilities across key markets in the Middle East and Africa.



Competitive advantage

Our end-to-end service offering - across courier express, freight, warehousing and supply chain - is a distinct competitive advantage and a unique capability in many of our key markets. This integrated approach is valuable for our clients and is allowing them to benefit from our total transportation offering across all sectors.



Growth prospects

Well -positioned to capture growth at a higher rate than the market, through expansion of trade lanes, and exposure to high growth verticals in emerging markets with solid GDP projections, where we have the right capabilities to win.



Unlocking value

Operational efficiency and investments in state-of-the-art technologies are unlocking value and are a key profitability driver. Enhancements of our digital systems, automation and AI driven business decisions are fully integrated in our business strategy.



Strategic shareholders

Strategic shareholders provide opportunities. Aramex has two strategic shareholders, Geopost / DPD and Abu Dhabi Ports that provide partnership opportunities for all product lines.



Inorganic growth

The under-gearred balance sheet is a source of value. In an industry where economies of scale are important, value accretive acquisitions will be transformational for Aramex and the source of significant earnings accretion.

**Approximately 1% of global revenues are from Other activities*

An aerial photograph of a desert landscape, likely in the Middle East, showing a winding road, a river, and various terrain features. A red Aramex truck is positioned on the road in the upper center of the frame. The overall color palette is dominated by warm, golden-brown and orange tones, with some white clouds scattered across the scene.

aramex

IN THE MIDDLE EAST OF IT ALL

AN ARAMEX DOCUMENTARY | 40 YEARS OF OPERATIONS

Click [here](#) to watch the video.



Q2 & H1 2024 Key Highlights



Aramex Delivers Double-Digit Net Profit Growth in H1 2024 Despite Seasonal Challenges

USD 827 mn
Revenue
(▲ 8% YoY)

USD 202 mn | 24%
Gross Profit and Margin
(▲ 5% YoY | ▼ 0.6 pps YoY)

USD 38 mn | 5%
EBIT and Margin
(▲ 20% YoY | ▲ 0.5 pps YoY)

USD 13 mn | 2%
Net Profit and Margin
(▲ 15% YoY | ▲ 0.1 pps YoY)

Segmental Breakdown

	International Express	336 USD mn Revenue ▲ 10%	33% GPM ▲ 0 pps
	Domestic Express	206 USD mn Revenue ▲ 6%	23% GPM ▲ 1 pps
	Freight Forwarding	220 USD mn Revenue ▲ 9%	13% GPM ▼ 2 pps
	Logistics and Supply Chain Solutions	58 USD mn Revenue ▲ 0%	13% GPM ▼ 2 pps

Half Year Highlights

- **Growth on track** – Aramex delivered growth across all key indicators for the first half of the year. Continued with investment in operations and infrastructure and is on track with its growth plans for H2 2024. Significant volume growth in both Q2 2024 and H1 2024 reinforces Aramex stronghold and leadership position in its key markets as it continues to scale up.
- **SG&A grows in line with revenues** – Selling expenses increased in line with the company’s strategy to focus on sales specialism, while G&A were well managed delivering a stable SG&A-to-revenue ratio of 20%.
- **Operational Milestones** – The shift in customer trends from an international cross border model to an integrated regional model continues, bringing stock closer to demand centres. Logistics onboarded several important customers during the first months of the year, effectively replacing legacy accounts. Made additional investments in infrastructure and people as it ramped up business in its warehouses in Q2 2024.
- **Improved Profitability** – The first six months of the year saw a solid 5% YoY increase in Gross Profit, with a healthy Gross Profit Margin of 24% amid ongoing efficiency maximization and cost optimization efforts. Net profit showed a steady rise of 15% YoY in H1 this year, driven by a 20% growth in EBIT and an improved EBIT margin, indicating strong operational performance despite Q2 2024 impact.
- **Balance Sheet** – Aramex continues to be well-positioned with a strong cash position of USD 124M and a Net Debt-to-EBITDA ratio of 0.9x (excl. IFRS16) as of 30 June 2024. Management’s focus on value creation delivers 40 basis points improvement in ROIC, currently standing at 5.2% for H1 2024.
- **Outlook** – On track with year-end targets, expecting 8%-9% growth in Revenue and a stable GP Margin of approximately 24%-25% for the full year 2024.



aramex

Q2 2024 Impact of loss of working days



Estimated at approximately USD 12 million in lost revenues and USD 2.4 million in lost net income for Q2 2024 for the Group.

In addition, the absence of the Ramadan peak season in Q2 2024 negatively impacted revenues compared to Q2 2023 which had the positive boost of the Ramadan peak season. This impact has not been quantified.

Ramadan

- This year, the Ramadan season was observed entirely in Q1, resulting in Q2 not benefiting from the peak festive demand and increased consumer spending seen in Q2 2023 in several markets.

Public Holidays

- Additionally, the two public holidays (Eid al-Fitr and Eid al-Adha) in Q2 2024 with extended vacation days resulted in slower business activity overall, and in fewer operational working days across different countries.

Rain days

- The impact was further amplified due to adverse weather conditions in the UAE causing operational disruptions and slowdowns in business and consumer activity for nearly a week.

Q2 2024 | Key Highlights

\$407mn

+8%

YoY

Revenue

23%

-181bps

YoY

Gross Profit %

\$83mn

+4%

YoY

SG&A

\$.8mn

-85%

YoY

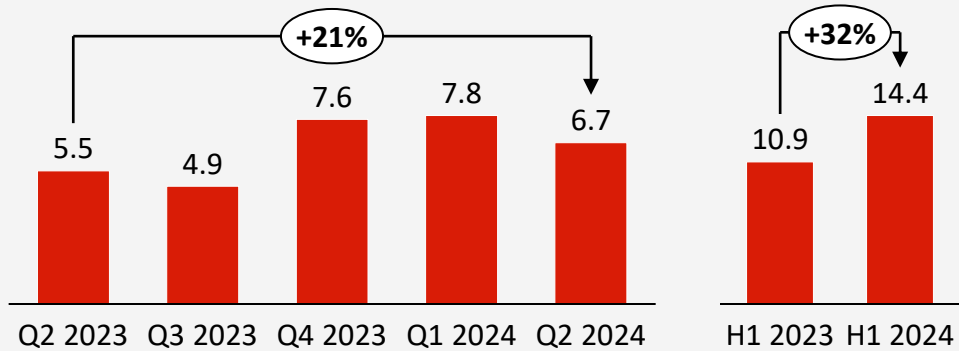
Net Profit*

The company's net profit in Q2 2024 was impacted by 1) USD 2.4 million from seasonality and adverse weather effects and 2) FX impact of USD 1.4 million.

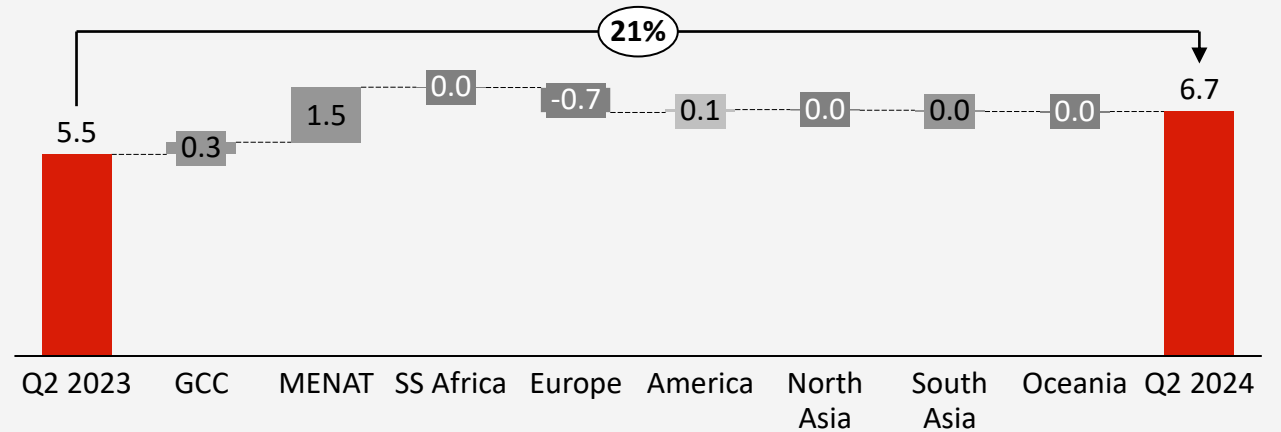


Product Breakdown

International Express Volumes (in million of shipments)



Geographic contributions to int'l express volumes in Q2 2024



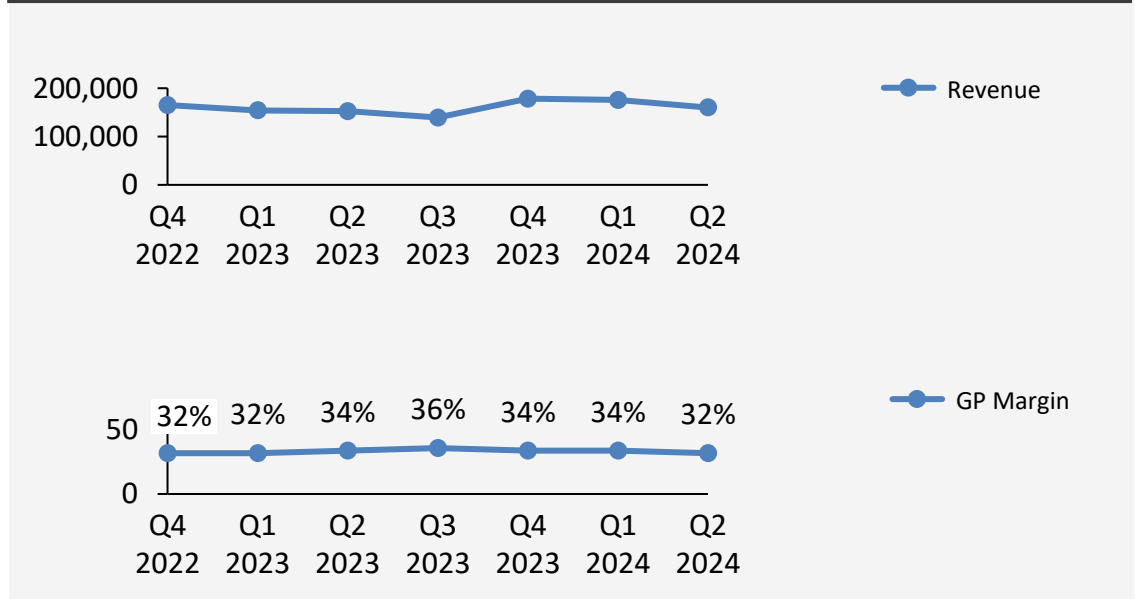
- International Express delivered 21% increase in shipment volumes in Q2 2024 YoY reaching 6.7 million shipments. The quarter benefited from new customer wins, with notable expansion driven primarily by ecommerce and the strength of the product in its key markets in the GCC and wider MENAT region.
- We anticipate Q3 2024 to continue to deliver volume growth YoY, albeit at a softer rate compared to the levels seen during the peak seasons in Q1 2024 and in Q4 2023 due to seasonality.

Quarter Financials (in USD thousands)

	Q2 2023	Q2 2024	Change
Revenue	152,764	160,458	5%
Total Direct Cost	101,486	109,240	8%
Gross Profit	51,278	51,218	(0%)
GP%	34%	32%	

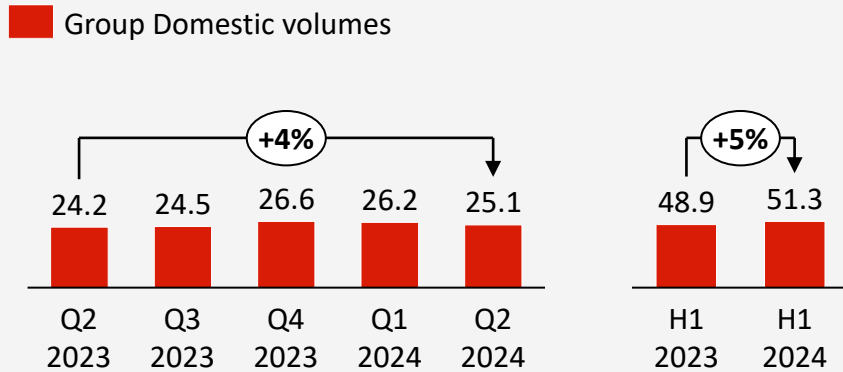
	H1 2023	H1 2024	Change
Revenue	307,036	336,303	10%
Total Direct Cost	205,713	225,415	10%
Gross Profit	101,323	110,888	9%
GP%	33%	33%	

Revenue and GP Margin Evolution

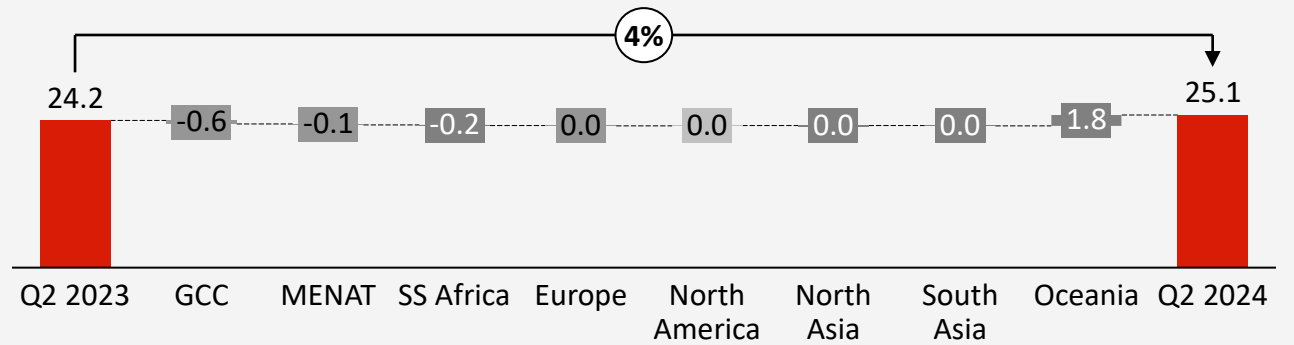


- In line with expectations, Q2 2024 was an overall softer quarter due to the impact of seasonality. However, Q2 2024 delivered a solid 5% YoY growth in revenues leading to a strong 10% YoY growth in revenues for the half year period.
- Costs adjusted significantly compared to Q1 2024, and we continue looking at further efficiencies to drive costs dynamically.
- Q2 2024 Gross Profit was stable, leading to a healthy growth of 9% YoY for the half year period gross profit. The GP margin contracted in Q2 2024 and remained strong and stable for the half year period at 33%.

Quarterly Domestic Volumes (in million of shipments)



Geographic contributions to domestic volumes in Q2 2024



**Oceania restructuring plan is in place

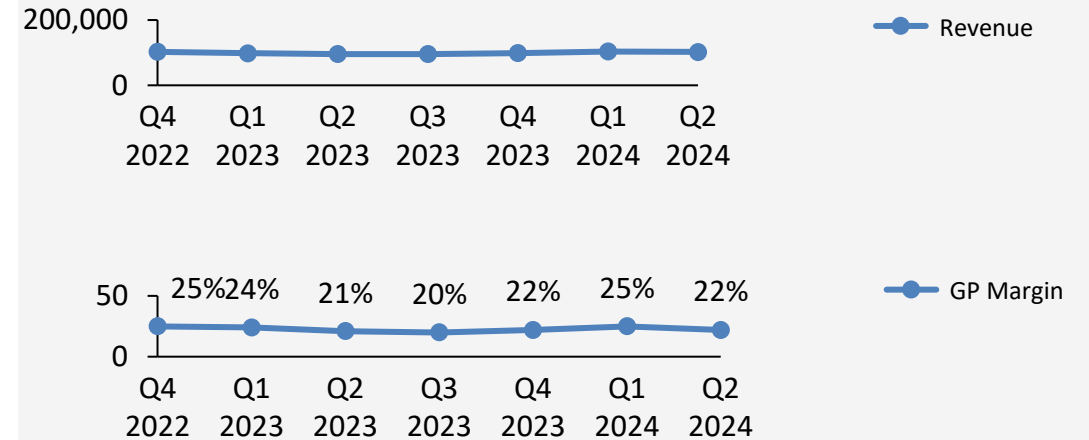
- Domestic express delivered 4% growth in volumes in Q2 2024 compared to the same period last year. Growth is coming primarily from Oceania, noting that in the GCC and wider MENAT region volumes were negatively impacted by seasonality.
- Our focus remains on increasing market share in key markets while we continue the restructuring in Oceania.

Quarter Financials (in USD thousands)

	Q2 2023	Q2 2024	Change	Excl. FX
Revenue	95,677	102,400	7%	9%
Total Direct Cost	75,367	80,226	6%	
Gross Profit	20,310	22,174	9%	12%
GP%	21%	22%		

	H1 2023	H1 2024	Change	Excl. FX
Revenue	194,151	205,925	6%	9%
Total Direct Cost	149,978	157,937	5%	
Gross Profit	44,172	47,988	9%	12%
GP%	23%	23%		

Revenue and GP Margin Evolution



- Revenue for Q2 2024 increased 7% year-on-year. When excluding the impact of currency devaluation (mostly coming from Egypt), Revenue increased 9% YoY in Q2 2024. Growth is driven by volumes expansion, mainly driven by Oceania following the acquisition of the franchisee in Melbourne and new customer wins. Oceania is delivering a robust performance, in line with expectations.
- The Gross Profit Margin increased to 22% in Q2 2024 compared to same period last year, attributed to operational efficiencies and a change in the cost profile of domestic and international express. As a reminder, higher volumes in international express lead to a higher allocation of fixed direct cost to the international express product, benefitting the cost profile of the domestic express product. Both domestic express and international express products run on the same infrastructure.

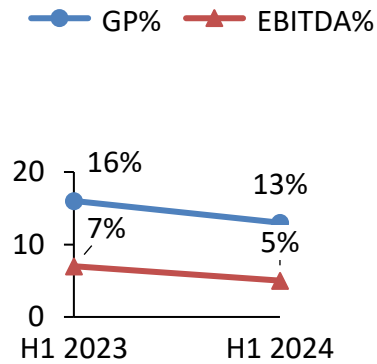
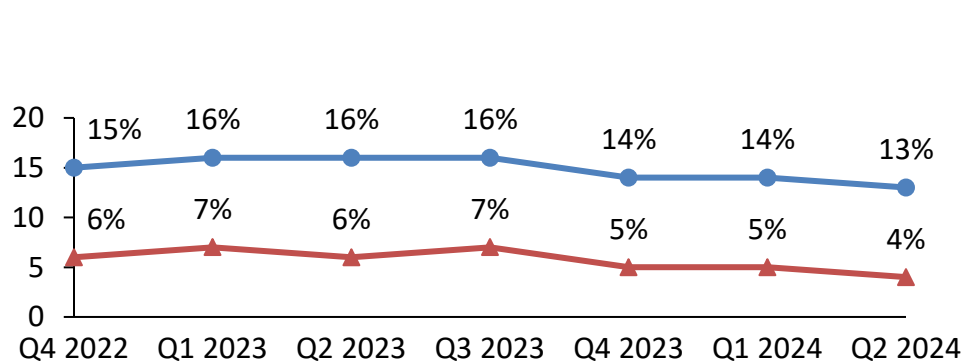
Freight Forwarding Volumes

	Q2 2023	Q2 2024	Change	H1 2023	H1 2024	Change
Air Freight Kgs	10,813,056	11,009,289	2%	21,972,042	23,431,971	7%
Land Freight (FTL)	6,582	6,731	2%	13,411	14,624	9%
Land Freight (LTL KGs)	38,483,702	50,469,732	31%	74,840,758	99,429,900	33%
Sea Freight (FCL TEU)	8,039	7,518	-6%	15,042	15,340	2%
Sea Freight (LCL CMB)	5,576	6,847	23%	11,647	19,002	63%

Commentary

- During Q2 2024, Aramex focused on building scale on key trade lanes and opening a few new strategic lanes for our clients. Freight delivered good growth in volumes across air, land, and sea LCL.
- Land freight continues to deliver robust growth in volumes, with Aramex boasting a large trucking fleet in the GCC and wider region.
- The Freight Forwarding business performance aligns with global industry complexities and fluctuating market conditions in addition to the Q2 seasonal impact seen in the region.
- The situation at Red Sea remains challenging, pushing up demand and prices for both air freight and land freight.

Freight Forwarding Margins



**As a reminder, from July 2023 onwards, heavy land shipment business in Ireland and UK was reclassified internally from domestic to freight business from July 2023 onwards, impacting the performance of the domestic express and freight forwarding products (LTL land freight).*

Quarter Financials (in USD thousands)

	Q2 2023	Q2 2024	Change
Revenue	97,645	111,982	15%
Total Direct Cost	82,233	97,845	19%
Gross Profit	15,412	14,137	(8%)
GP%	16%	13%	
EBIT	4,232	3,171	(25%)
EBIT%	4%	3%	
EBITDA	6,079	4,993	(18%)
EBITDA%	6%	4%	

Half Year Financials (in USD thousands)

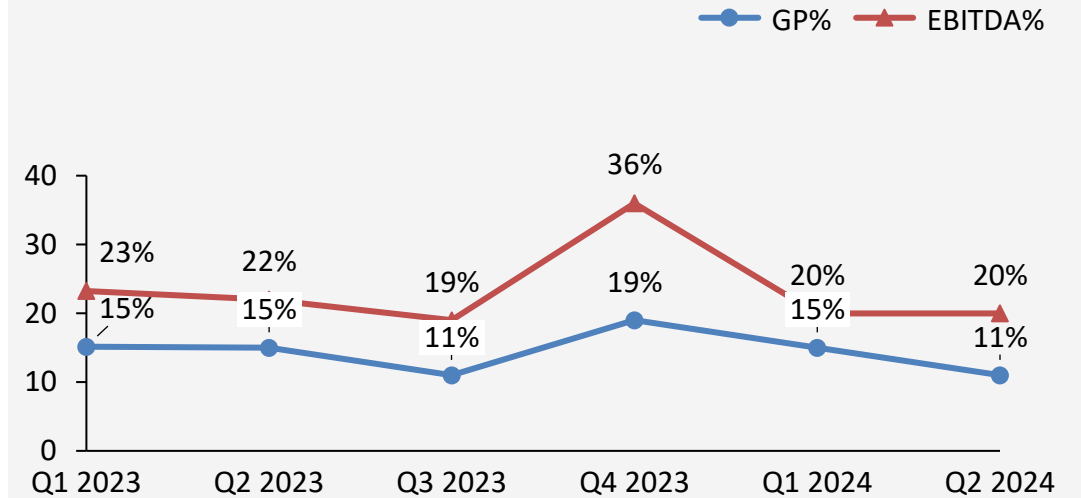
	H1 2023	H1 2024	Change
Revenue	202,593	220,499	9%
Total Direct Cost	170,530	190,968	12%
Gross Profit	32,062	29,531	(8%)
GP%	16%	13%	
EBIT	9,821	6,573	(33%)
EBIT%	5%	3%	
EBITDA	13,615	10,358	(24%)
EBITDA%	7%	5%	

- The Freight Forwarding segment reported a solid YoY revenue growth of 9% in H1 2021 and 15% in Q2 2024, boosted by increased shipment volumes.
- Focusing on expanding volumes on key trade lanes, freight made additional investments in sales specialism during the quarter. The increase in freight rates and a fierce competitive environment pressured the margins during Q2 2024, as the Company focused on scaling up. Gross Profit Margins were recorded at 13% for both periods.

Quarter Financials (in USD thousands)

	Q2 2023	Q2 2024	Change	H1 2023	H1 2024	Change
Revenue	28,921	29,317	1%	58,068	58,344	0%
Total Direct Cost	24,484	25,953	6%	49,219	50,533	3%
Gross Profit	4,438	3,364	(24%)	8,849	7,811	(12%)
GP%	15%	11%		15%	13%	
EBIT	376	(405)	(208%)	962	(759)	(179%)
EBIT%	1%	(1%)		2%	-1%	
EBITDA	6,472	5,846	(10%)	13,249	11,737	(11%)
EBITDA%	22%	20%		23%	20%	

Logistics Margins



- The Logistics and Supply Chain Solutions segment reported stable revenues in H1 2024, and a marginal 1% growth in Q2 2024 compared to the same period last year. The focus remains on the product rebalancing. Logistics onboarded several important customers during the first months of the year, effectively replacing legacy accounts that transitioned out over the last 18 months. To support this, additional investments were made in infrastructure and personnel, as the business ramped up operations in its warehouses in Q2 2024.
- Subsequently, Gross Profit declined by 12% in H1 and by 24% in Q2 2024. Despite these short-term pressures, we have a positive outlook for Logistics in H2 2024 on the back of the new customer wins, and will focus on unlocking value going forward.
- Currency devaluations continue to impact the financial profile of the Logistics product. Excluding the impact of exchange losses, Logistics revenues were up 5% YoY in Q2 2024, and GP was down 17% YoY in Q2 2024 versus the reported 1% and negative 24%, respectively.



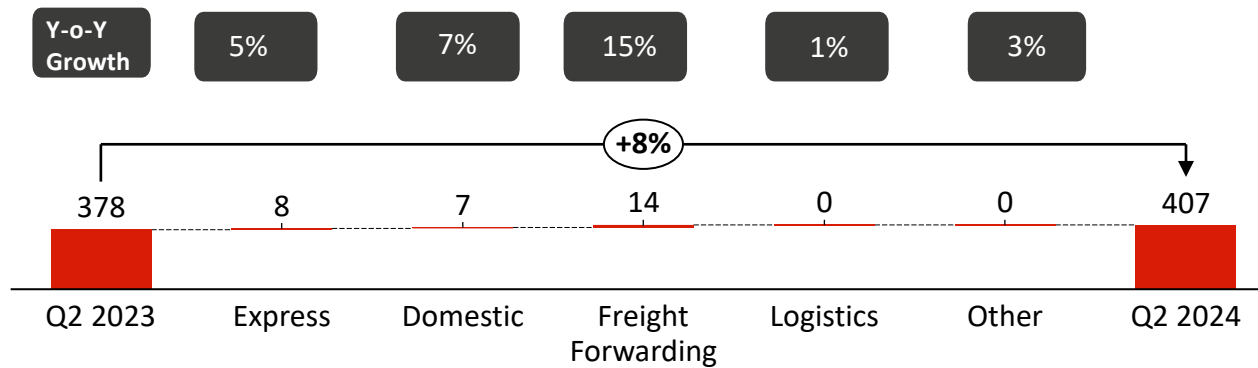
Group Financial Results



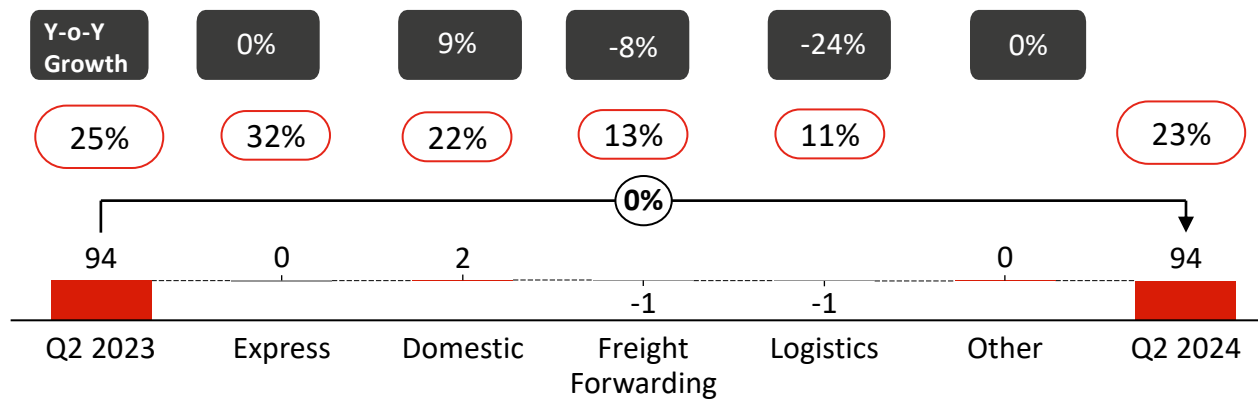
Financial & Performance Highlights | Product Contribution to Revenue and Gross Profit

Q2 2024 vs Q2 2023 (in USD million)

REVENUE

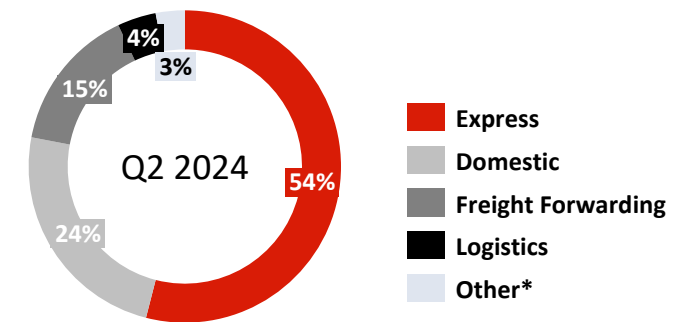
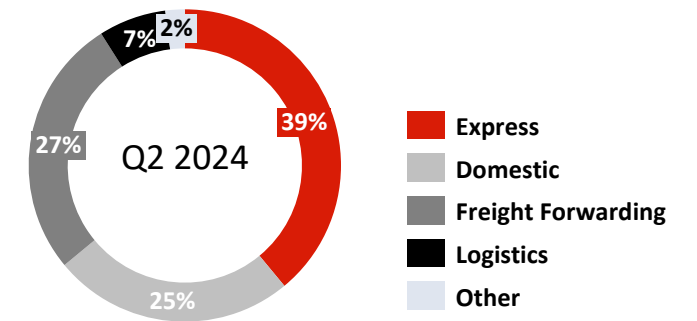


GROSS PROFIT



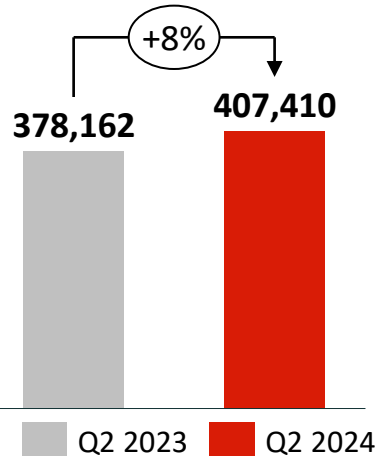
X% Represents Margin in % of Revenue

Contribution to Group (in % of total)

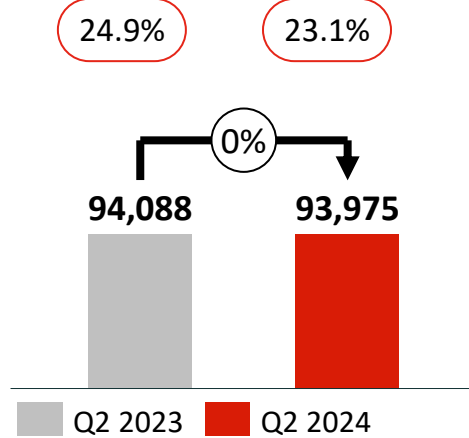


Financial & Performance Highlights | Group Highlights Q2 2024

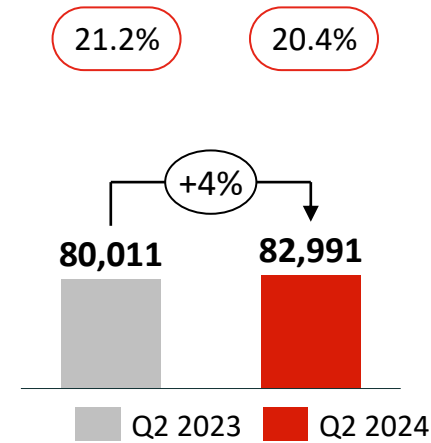
Revenue (USD 000)



Gross Profit (USD 000)



SG&A (USD 000)



- Aramex saw solid revenue contribution from all products with Group Revenue growing by 8% year on year (YoY) in Q2 2024 attributed to volume growth and the company's increased focus on sales specialism.

- Direct costs increased 10% in Q2 2024 compared to Q2 2023. Due to the loss of working days, the fixed cost infrastructure did not adjust as dynamically as sales during the quarter, while variable costs increased in line with additional costs incurred due to the disruptions.

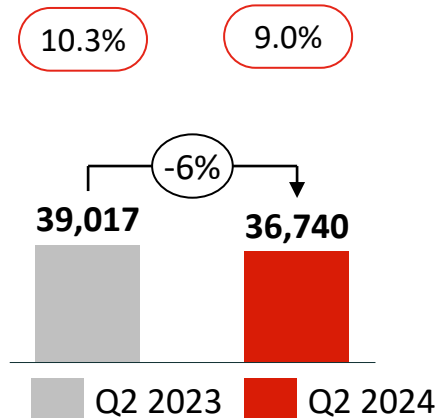
- Healthy and stable GP at USD 94mn in Q2 2024. The pressure on margins in international express, freight and logistics led to a contraction in the Group GP margin to 23% in Q2 2024 compared to 25% GP Margin in Q2 2023.

- Selling expenses increased in line with the company's strategy to focus on sales specialism, while G&A were well effectively managed delivering a stable SG&A-to-revenue ratio of 20%, in line with Q1 2024 and an improvement of 0.8ppt over Q2 2023.

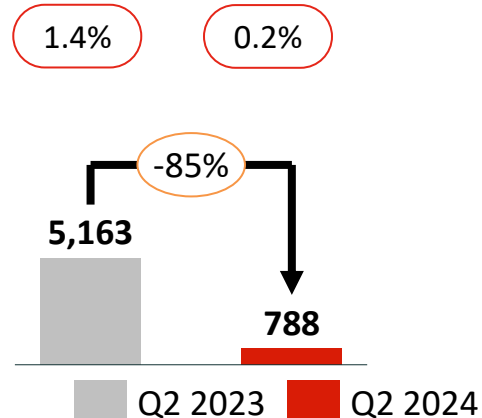
- Consequently, EBITDA was USD 37 million, and the margin contracted to 9%.

- The decline in net profit was further accelerated by an estimated 1) USD 2.4 million from seasonality and adverse weather effects and 2) FX impact of USD 1.4 million.

EBITDA (USD 000)



Net Profit (USD 000)



(X%) Represents Margin in % of Revenue

Regions (in thousands USD)

GCC		
Rev Ctrb to Group		39%
Rev & Grth	156,909	6%
GP & Grth	36,339	3%
Volumes	9,371,390	(3)%

MENAT		
Rev Ctrb to Group		17%
Rev & Grth	67,408	46%
GP & Grth	18,378	42%
Volumes	6,118,497	29%

Europe		
Rev Ctrb to Group		10%
Rev & Grth	42,053	(19%)
GP & Grth	4,586	(40%)
Volumes	825,431	(45%)

America		
Rev Ctrb to Group		9%
Rev & Grth	36,039	(8%)
GP & Grth	8,820	(26%)
Volumes	1,319,603	8%

SS Africa		
Rev Ctrb to Group		5%
Rev & Grth	19,681	0%
GP & Grth	7,370	(3)%
Volumes	1,235,895	(12)%

North Asia		
Rev Ctrb to Group		2%
Rev & Grth	9,009	(14%)
GP & Grth	2,126	(13%)
Volumes	205,556	(10)%

South Asia		
Rev Ctrb to Group		7%
Rev & Grth	27,920	4%
GP & Grth	3,859	(30%)
Volumes	1,018,781	(5)%

Oceania		
Rev Ctrb to Group		12%
Rev & Grth	47,248	44%
GP & Grth	6,563	28%
Volumes	11,665,815	18%

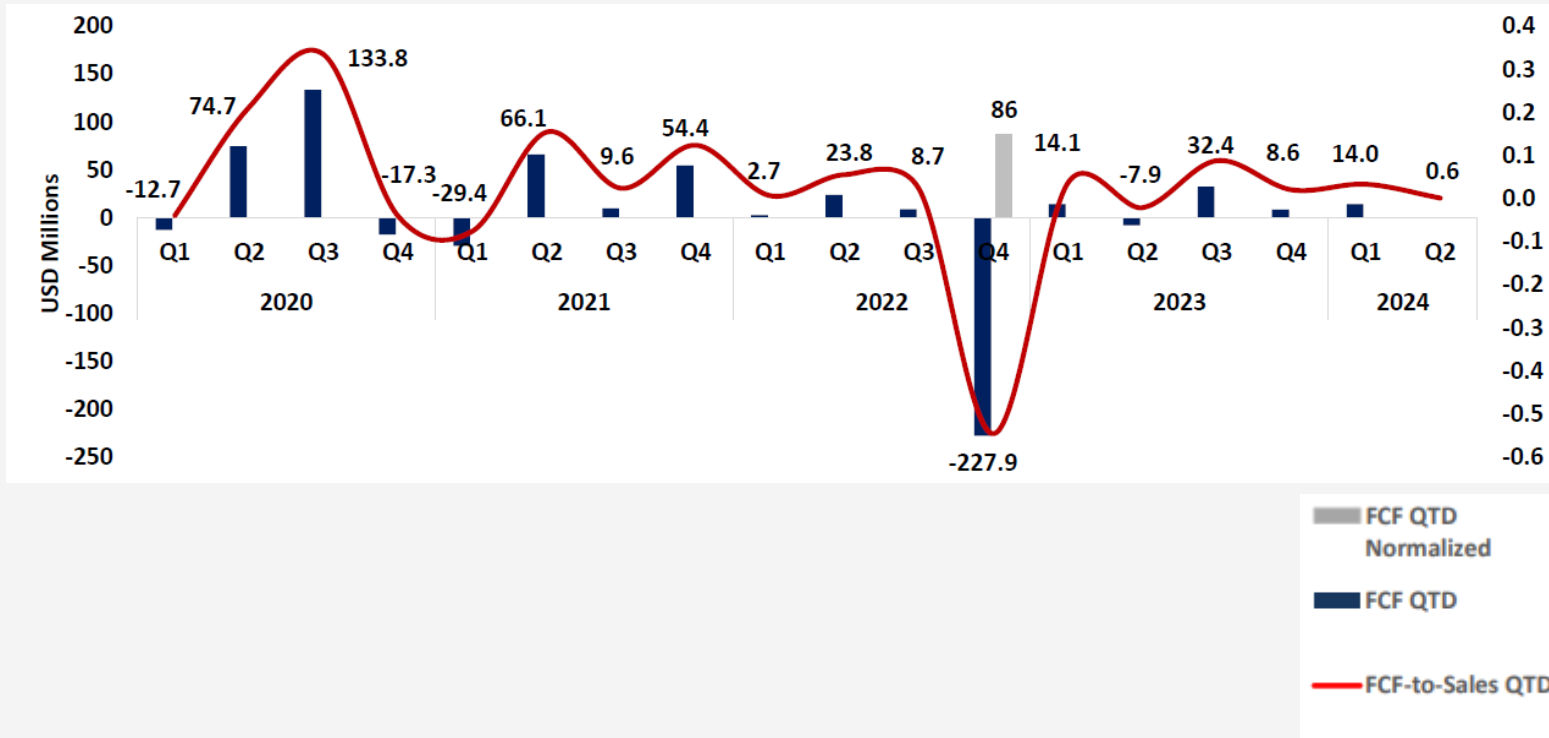
Revenues include revenues from all four product lines: International Express & SnS; Domestic Courier, Freight Forwarding and Logistics, and Other

Ctrb refers to regional revenue contribution to total group revenues.

Volumes: includes volumes from International Express (incl. SnS and MyUS) and Domestic Courier; all volume numbers are actuals

FCF Evolution

$$\text{Free Cash Flow} = \text{Cash Flow from Operating} - (\text{Lease Repayments} + \text{Interest Expense ROU}) - \text{CapEx}$$



- Free Cash Flow (FCF) in Q2 2024 was USD 0.6 million, an improvement over Q2 2023.
- The company continues to focus on driving improvements in working capital and an increase in operating cash flow.
- The decrease in FCF in Q2 2024 compared to Q1 2024 is primarily driven by reduced margins in Q2, due to the seasonality and lower number of working days in Q2 2024.

Focus on Improving Value Creation | H1 2024 Update

+8%
yoy

**Revenue
Growth**

10.4%
-10bps
yoy

**EBITDA
Margin**

5.2%
+40bps
yoy

ROIC

0.9x
-0.1x
yoy

**Net Debt to
EBITDA**

\$.6m
108%
yoy

FCF



aramex

2024 Financial priorities



8%-9% Revenue growth in 2024.



Stable Group GP Margin and SG&A structure, unlocking further value in bottom line.



Debt repayment of USD \$50-70 million in 2024, reducing interest expense by USD approx. \$4-5 million for the year.



Capex run rate at 2% of revenues.

Nicolas Sibuet

Chief Financial Officer

Anca Cighi

Investor Relations Officer

**Investor
Relations**

InvestorRelations@aramex.com

Tel + 971 4 211 8464

Dubai - UAE

aramex.com/investors