



INVESTOR PRESENTATION

Q1 2025
Financial Results

Published on 7 May 2025



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1. Aramex at a Glance
2. Key Highlights for the Period
3. Product Breakdown
4. Group Financial Results

16,000+

Employees



70

Countries

600+

Offices

USD 426m

Revenues Q1 2025

USD 1.1bn

Market Cap on 31 March 2025



International Express

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



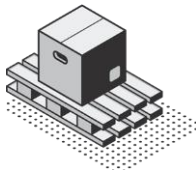
Freight Forwarding

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.

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

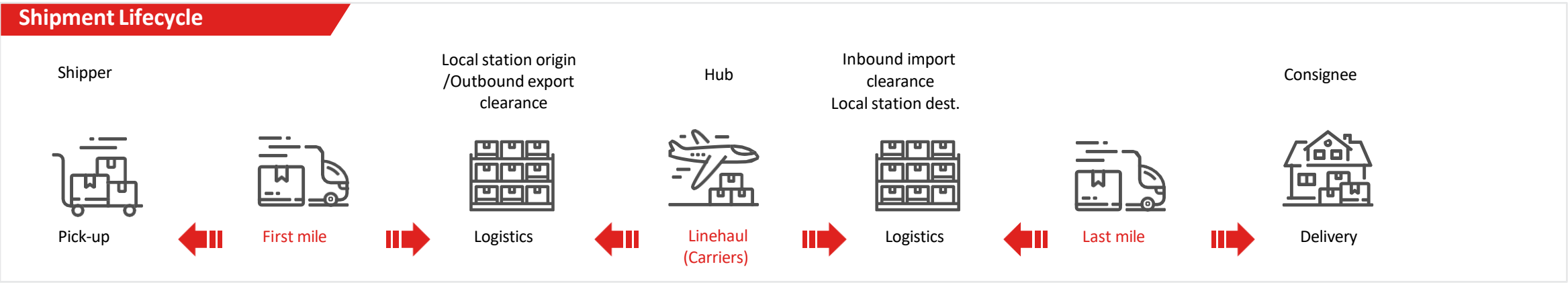
- Logistics will grow in line with warehouse utilization and sqm expansion, currently at approximately 800,000 across owned, leased and managed.
- Focus on quality revenue and specialism in strategic verticals such as retail, industrials, pharma across our core markets.
- Leverage logistics strategically, 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.

Shipment Lifecycle



An aerial photograph of a vast, arid desert landscape in shades of orange and brown. A winding road cuts through the terrain, and a red Aramex truck is visible on it. The sky is filled with soft, white clouds. The Aramex logo is visible on the side of the truck and in the top right corner of the image.

aramex

IN THE MIDDLE EAST OF IT ALL

AN ARAMEX DOCUMENTARY | 40 YEARS OF OPERATIONS

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

Q1 2025 Key Highlights





Aramex Reports Steady Group Revenue in Q1 2025 as business boosts intra-regional activity

<div>USD 426 mn</div> <div>Revenue</div> <div>(▲ 1% YoY)</div>	<div>USD 99 mn 23%</div> <div>Gross Profit and Margin</div> <div>(▼ 8% YoY ▼ 2pps)</div>	<div>USD 17 mn 4%</div> <div>EBIT and Margin</div> <div>(▼ 34% YoY ▼ 2 pps)</div>	<div>USD 7 mn 2%</div> <div>Normalised Net Profit and Margin</div> <div>(▼ 46% YoY ▼ 1 pps)</div>
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Segmental Breakdown

	International Express	<div>153 USD mn</div> <div>Revenue ▼ 13%</div>	<div>32%</div> <div>GPM ▼ 2 pps</div>
	Domestic Express	<div>117 USD mn</div> <div>Revenue ▲ 13%</div>	<div>22%</div> <div>GPM ▼ 3 pps</div>
	Freight Forwarding	<div>118 USD mn</div> <div>Revenue ▲ 9%</div>	<div>14%</div> <div>GPM ▼ 0 pps</div>
	Logistics and Supply Chain Solutions	<div>35 USD mn</div> <div>Revenue ▲ 21%</div>	<div>18%</div> <div>GPM ▲ 2 pps</div>

Period Highlights

- **Revenue Evolution:** Aramex reported stable Group Revenue of USD 426 million, up 1%YoY in Q1 2025, driven by revenue growth in Domestic Express (up 13%), Freight Forwarding (up 9%), and Logistics (up 21%), which offset the decline in International Express (down 13%). As a result, the International Express business has a lower contribution to Group revenues and profits, leading to a change in the Group product mix due to nearshoring.
- **Nearshoring impact:** Businesses continue to streamline supply chains by positioning inventory closer to key markets. As a result of this nearshoring trend, Aramex has seen key customers reposition volumes from long-haul to short-haul trade lanes. For Aramex, this means a change in the product mix, with a flow of volumes out of long-haul international express and an increase in short-haul domestic and regional cross-border express, in addition to warehousing and fulfilment services.
- **Volume Growth:** Domestic express volumes were up 8%, land freight LTL volumes were up 21%, and land freight FTL volumes were up 4% in Q1 2025 compared to Q1 2024. The warehousing business is operating near full capacity, benefitting from the nearshoring trend.
- **Margin recalibration:** Our profitability profile has adapted in line with the change in product mix, leading to a recalibration in the Group margin profile to 23.3% Gross Profit Margin in Q1 2025 (down from 25.7% Gross Profit Margin in Q1 2024). We expect to continue seeing the impact of nearshoring volume flows from existing customers throughout the first half of 2025 impacting our profitability. Profitability was also impacted by cost inflation in Q1 2025, as well as an increase in direct costs associated with the business increasing capacity in key markets to cater to increased volumes.
- **Accelerate28:** During the first quarter of the year, Aramex launched a company-wide transformation initiative, Accelerate28. The Company's geographic activities have been reorganized from eight regions into four regions to make the business more agile in adapting to the changes required by the evolving industry landscape. Under Accelerate28, certain value capture activities have been initiated, focusing on better pricing and operational efficiencies to help Aramex unlock value.



Product Breakdown

Quarter Financials (in USD thousands)

International Express

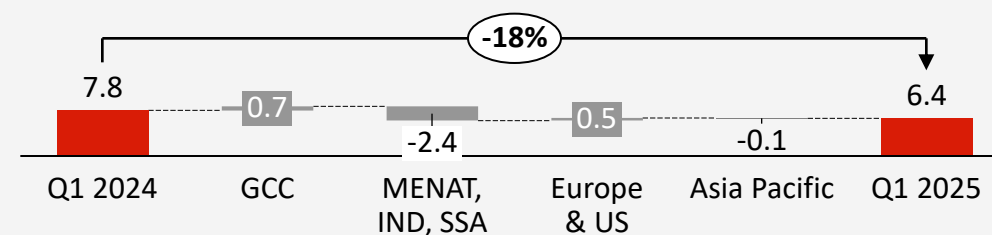
	Q1 2024	Q1 2025	Change
Revenue	175,844	152,510	(13%)
Total Direct Cost	116,175	104,425	(10%)
Gross Profit	59,669	48,085	(19%)
GP%	34%	32%	

Domestic Express

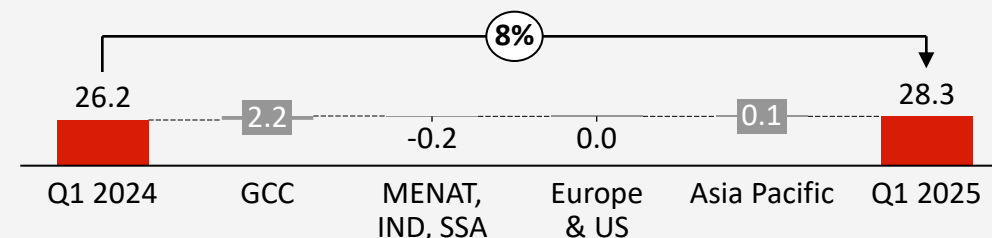
	Q1 2024	Q1 2025	Change
Revenue	103,525	117,290	13%
Total Direct Cost	77,711	91,311	18%
Gross Profit	25,814	25,979	1%
GP%	25%	22%	

Volume Breakdown (in millions)

International Express



Domestic Express

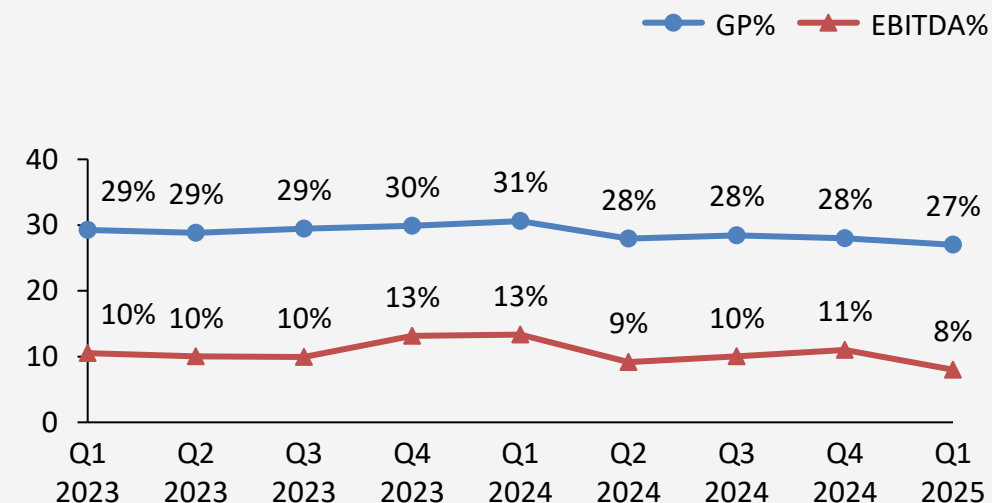


- The Courier business consists of International Express and Domestic Express Consolidated. The Courier business continues to see the flow of volumes from international express into domestic express, reflecting the ongoing nearshoring trend from current customers.
- International express revenues were down 13%, leading to a decline in the profitability of the product with Gross Profit down 19% to USD 48 million.
- Domestic express revenues were up 13%. Domestic express costs also increased, reflecting cost inflation and an increase in direct costs, leading to a Gross Profit of USD 26 million, up 1% in Q1 2025 compared to the same period last year.

Quarter Financials (in USD thousands)

	Q1 2024	Q1 2025	Change
Revenue	279,369	269,800	(3%)
Total Direct Cost	193,885	195,736	1%
Gross Profit	85,484	74,064	(13%)
GP%	31%	27%	
EBIT	21,439	7,716	(64%)
EBIT%	8%	3%	
EBITDA	37,282	22,550	(40%)
EBITDA%	13%	8%	

Courier Margin Evolution



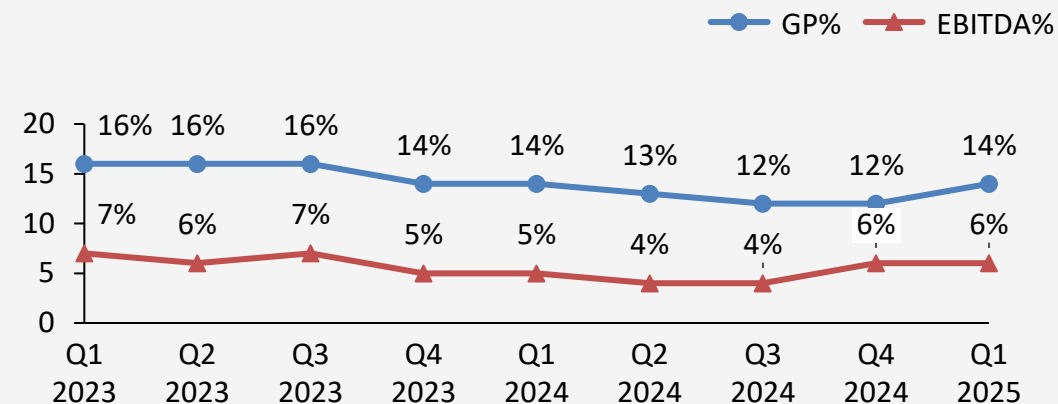
- The Courier business consists of International Express and Domestic Express Consolidated.
- Q1 2025 Courier revenue was USD 270 million, a 3% decline YoY attributed to a 13% decline in International Express revenues which was partially offset by a 13% growth in Domestic revenues in Q1 2025 compared to Q1 2024.
- An increase in direct costs and inflationary pressures contributed to the decline in profitability of the Courier product, in addition to the changes in customer mix. Gross profit declined 13% in Q1 2025 to USD 74 million and the gross profit margin declined to 27%.
- We expect to continue seeing an impact from customer volume flows associated with nearshoring throughout the first half of 2025.

Quarter Financials (in USD thousands)

	Q1 2024	Q1 2025	Change (YoY)
Revenue	108,517	117,886	9%
Total Direct Cost	93,124	101,409	9%
Gross Profit	15,393	16,478	7%
GP%	14%	14%	
EBIT	3,402	5,443	60%
EBIT%	3%	5%	
EBITDA	5,365	7,458	39%
EBITDA%	5%	6%	

- Freight Forwarding reported a 9% YoY revenue increase in Q1 2025 to USD 118 million, with broad-based volume growth across air, land, and sea. Air freight volumes were up 2%, sea freight (LCL) increased 26%, and land freight (LTL) jumped 21%, driven by growth in e-commerce and energy.
- Gross Profit for the segment rose 7% YoY to USD 16.5 million, with a stable margin of 14%. While pricing pressure and competition remain industry-wide challenges, Aramex remains focused on operational efficiency and customer service.

Freight Margins and Volumes

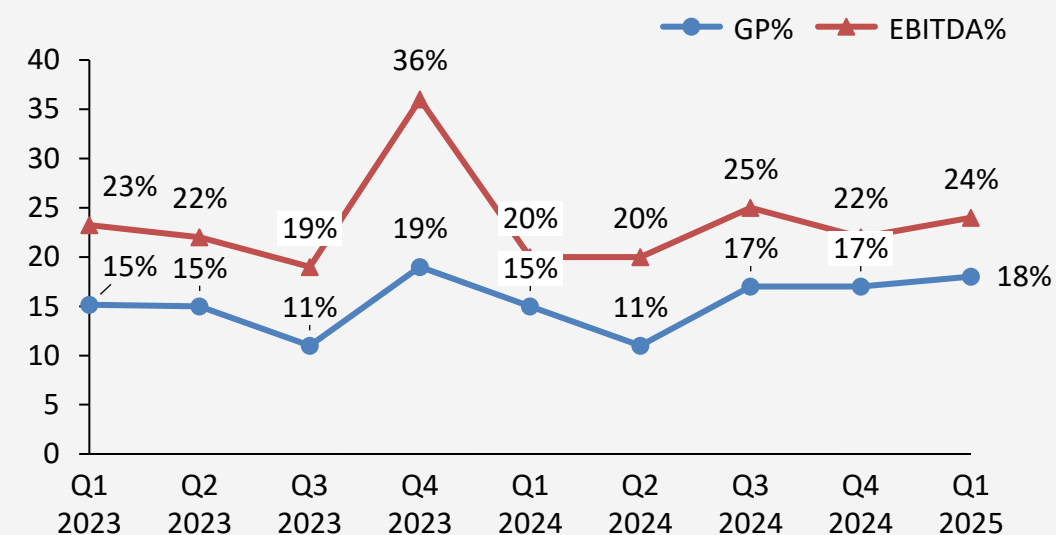


	Q1 2024	Q1 2025	Change
Air Freight Kgs	12,422,682	12,613,334	2%
Land Freight (FTL)	7,893	8,172	4%
Land Freight (LTL KGs)	48,960,168	59,379,278	21%
Sea Freight (FCL TEU)	7,822	8,378	7%
Sea Freight (LCL CMB)	12,155	15,363	26%

Quarter Financials (in USD thousands)

	Q1 2024	Q1 2025	Change
Revenue	29,027	35,009	21%
Total Direct Cost	24,580	28,776	17%
Gross Profit	4,447	6,232	40%
GP%	15%	18%	
EBIT	(354)	2,012	668%
EBIT%	(1%)	6%	
EBITDA	5,891	8,298	41%
EBITDA%	20%	24%	

Logistics Margins



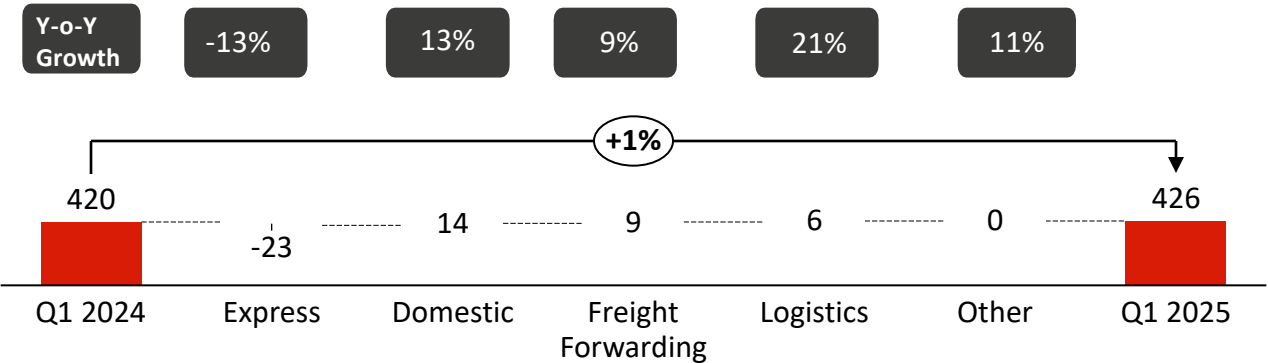
- Logistics and Supply Chain Solutions delivered one of the strongest performances in Q1 2025. Revenue surged 21% YoY to USD 35 million, supported by higher warehouse utilization, new client contracts, and expanded capacity.
- Gross Profit improved 40% YoY to USD 6.2 million, with the margin improving to 18% in Q1 2025, up from 15% in Q1 2024. The segment continues to benefit from the nearshoring trend and Aramex's investment in scalable logistics infrastructure.

Group Financial Results



REVENUE

Q1 2024 vs Q1 2025 (in USD million)

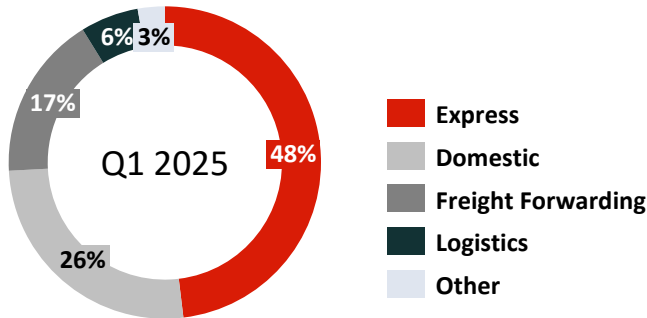
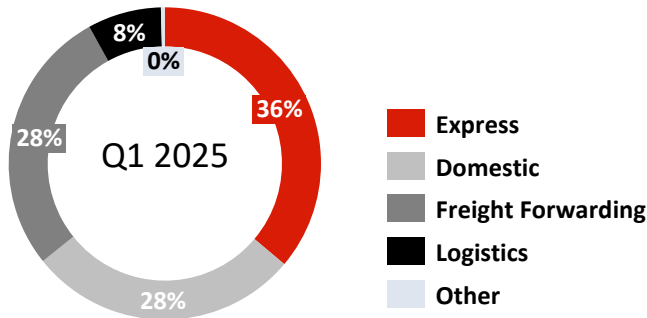


GROSS PROFIT



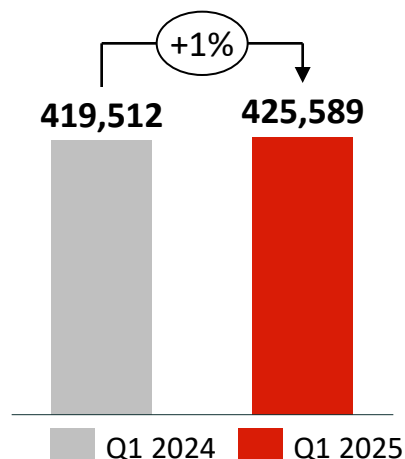
X% Represents Margin in % of Revenue

Contribution to Group (in % of total)

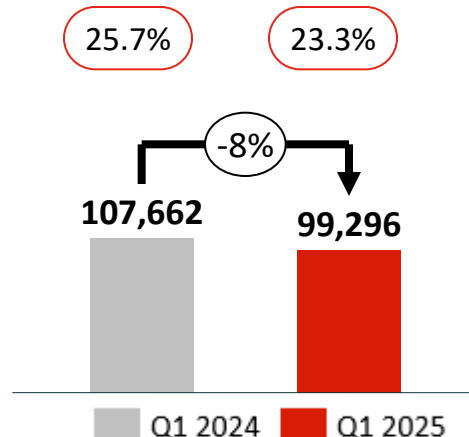


Financial & Performance Highlights | Group Highlights Q1 2025

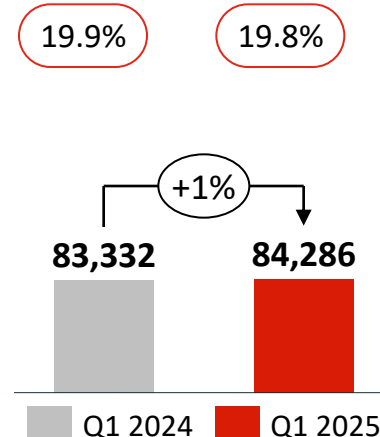
Revenue (USD 000)



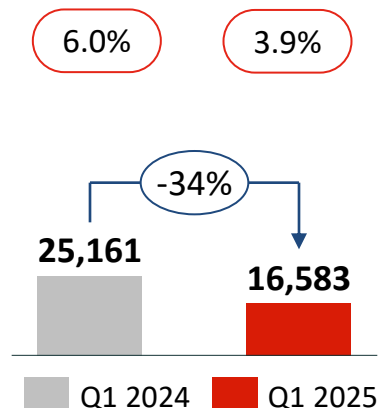
Gross Profit (USD 000)



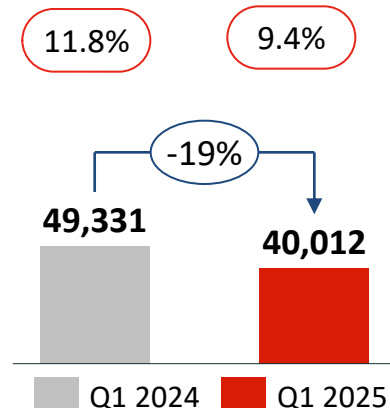
SG&A (USD 000)



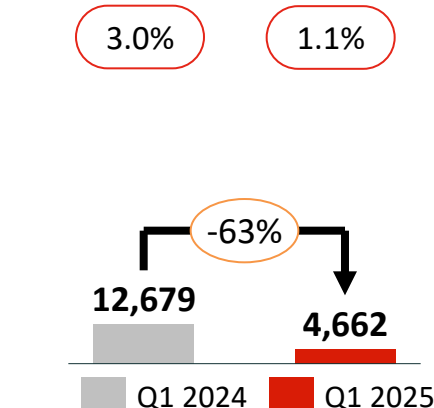
EBIT (USD 000)



EBITDA (USD 000)



Net Income (USD 000)



X%

Represents Margin in % of Revenue

- Aramex delivered modest topline growth in Q1 2025, with revenue up 1% YoY to USD 426m.
- The company's strategy continues to evolve in response to nearshoring-led shifts in logistics flows. As more clients bring inventory closer to consumers, Aramex has seen stronger demand in Domestic Express, warehousing, and regional cross-border services, leading to a recalibration in its product mix and consequently, its margin profile. Gross Profit was USD 99m (-8% YoY) and GP margin was 23%, attributed to a lower contribution from international express and an increase in direct costs.
- Group Selling, General, and Administrative Expenses (SG&A) were up 1% YoY, and represented 20% of total revenues, in line with management's focus on cost controls.
- EBITDA was USD 40m (-19%) and EBIT was USD 17m (-34%) due to the decline in Gross Profit. For the period ending March 31st, 2025, the Effective Tax Rate (ETR) increased to 33%, due to the introduction of domestic income tax in GCC countries, in addition to the change in the profit mix during the year, with more contributions coming from higher tax jurisdictions.
- During Q1 2025 the Company incurred non-operational expenses associated with legal and consultancy fees for the Q Logistics Acquisition Offer. Normalized Net Profit, excluding these non-operational expenses, was USD 6.9m in Q1 2025, down 46% from USD 13m in Q1 2024.

Regional contribution to Group in Q1 2025 vs Q1 2024 (in USD'000 unless stated otherwise)

GCC

Revenue Contribution to Group		44%
Revenue & Annual Growth YoY	\$186,698	15%
GP & Growth YoY	\$44,837	-1%
Volumes & Growth YoY	13,287,278	28%

MENAT, India & Sub-Saharan Africa

Revenue Contribution to Group		20%
Revenue & Annual Growth YoY	\$85,615	-21%
GP & Growth YoY	\$22,247	-18%
Volumes & Growth YoY	7,108,074	-27%

Europe & USA

Revenue Contribution to Group		20%
Revenue & Annual Growth YoY	\$84,640	3%
GP & Growth YoY	\$15,544	-5%
Volumes & Growth YoY	2,557,634	22%

Asia Pacific

Revenue Contribution to Group		16%
Revenue & Annual Growth YoY	\$67,219	3%
GP & Growth YoY	\$9,603	-14%
Volumes & Growth YoY	11,791,005	0%

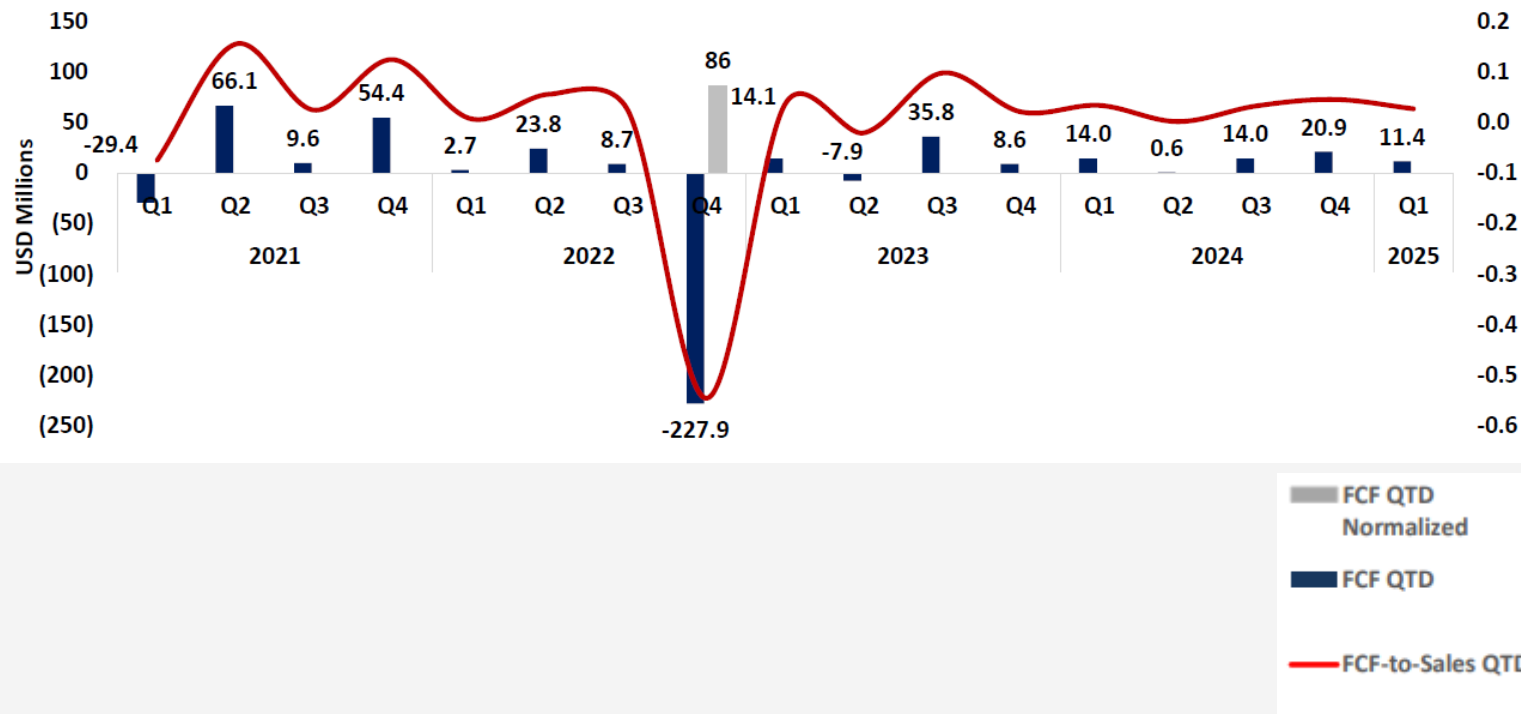
Revenues include revenues from all four product lines: International Express & SnS; Domestic Express, Freight Forwarding and Logistics, and Other

Contribution refers to regional revenue contribution to total group revenues.

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

FCF Evolution

Free Cash Flow = Cash Flow from Operating – (Lease Repayments + Interest Expense ROU) - CapEx



- Free Cash Flow (FCF) at Q1 2025 was USD 11.4 million, a decline of 19% compared to Q1 2024 due to the decline in cash from operating activities.
- The company continues to focus on driving improvements in working capital and operating cash flow.

Nicolas Sibuet

Acting Chief Executive Officer

Anca Cighi

Investor Relations Officer

**Investor
Relations**

InvestorRelations@aramex.com

Tel + 971 4 211 8464

Dubai - UAE

aramex.com/investors