

aramex

INVESTOR PRESENTATION

Q2 2021 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.

ARAMEX OVERVIEW | ARAMEX IS A GLOBAL PROVIDER OF LOGISTICS AND TRANSPORTATION SOLUTIONS



17,000+
EMPLOYEES



65+
COUNTRIES



600+
OFFICES



AED 3+
BILLION REVENUES
H1 2021



AED 5+
BILLION MARKET CAP



64M
EXPRESS VOLUMES
H1 2021



1.1M
SQM GLOBAL
OWNED, LEASED AND
MANAGED



175M KGS
MOVED IN
H1 2021

E-COMMERCE

Aramex works round-the-clock to serve e-businesses of all sizes. From customized solutions for the checkout, order fulfilment, customs clearance, international shipping, and last mile delivery to returns management.

INTERNATIONAL EXPRESS

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

DOMESTIC EXPRESS

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

FREIGHT FORWARDING

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

LOGISTICS & OTHER

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

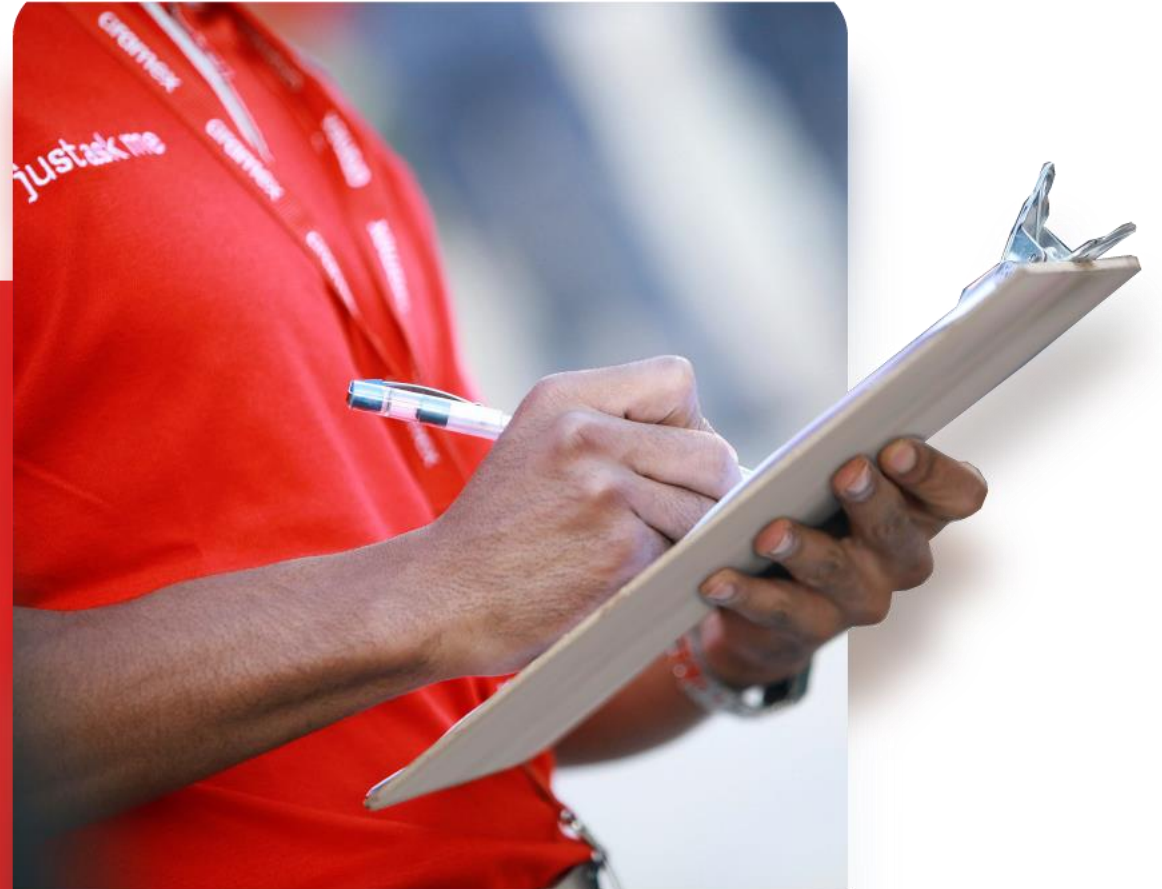
1. Q2 2021 Financial Results Highlights
2. Management Update and Strategic Priorities
3. Outlook H2 2021

Appendices:

- Appendix 1 – Regional Performance
- Appendix 2 – Financial Statements Highlights

aramex

**Q2 2021
FINANCIAL
RESULTS
HIGHLIGHTS**



FINANCIAL PERFORMANCE | STRONG TOP LINE PERFORMANCE

Q2 2021 RESULTS

REVENUES

21% GROWTH YEAR ON YEAR

EBITDA

-8% EBITDA GROWTH YEAR ON YEAR

NET PROFIT MARGIN

-3.13% MARGIN GROWTH YEAR ON YEAR

EPS

-31% GROWTH IN EARNINGS PER SHARE YEAR ON YEAR

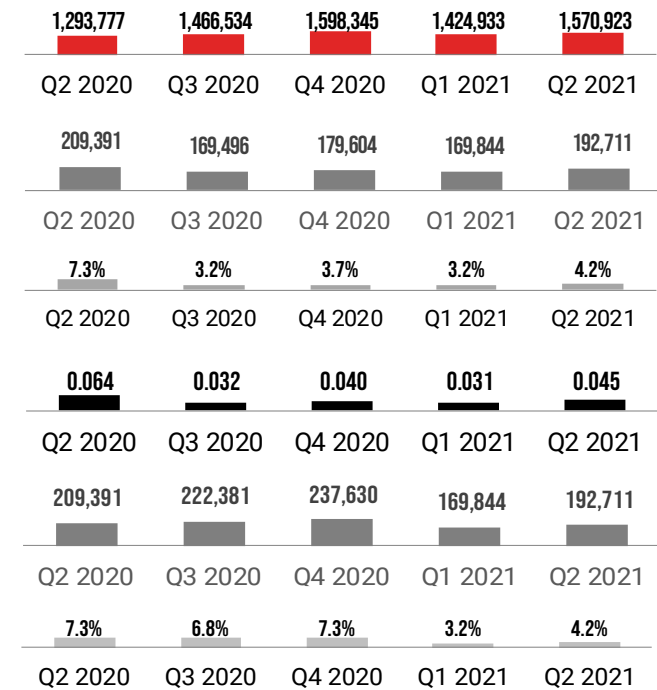
EBITDA NORMALIZED

-8% EBITDA GROWTH YEAR ON YEAR

NET PROFIT MARGIN NORMALIZED

-3.13% MARGIN GROWTH YEAR ON YEAR

PERFORMANCE ACROSS KEY INDICATORS (AED "000")



Q3 2020 is normalized by excluding nonrecurring provision of the damages caused by two major incidents, Lebanon's explosion and warehouse fire in Morocco.
Q4 2020 is normalized by excluding provision for lawsuit from a customer resulting from the fire incident in Morocco and Expected Credit loss on cash at banks in Lebanon

MANAGEMENT COMMENTS

Continued to deliver a strong topline performance, with revenue growth across all segments and geographies. Notably, cross border express and domestic express grew by 26% and 9% respectively, driven by e-commerce which contributed 68% of total express (courier) revenues.

Freight forwarding grew by 23%, driven by the rebound in O&G and retail sectors, while the healthcare sector continues to grow at a steady pace.

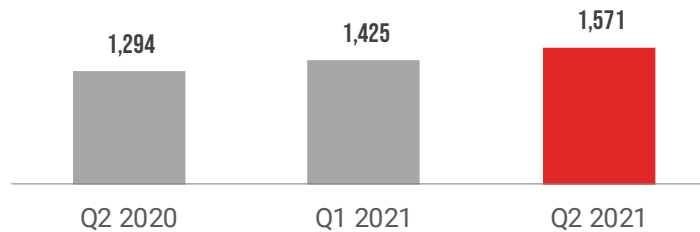
Logistics grew by 28%, benefitting from higher volumes in online sales (especially from the fashion business) and O&G contracts.

E-commerce contribution to total revenues is 48%.

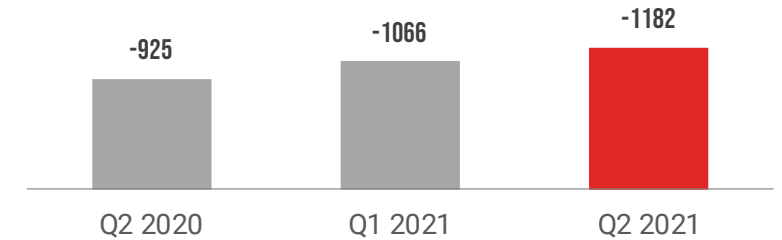
Year on year, Net Profit and EBITDA were negatively impacted by the increase in costs in Q2 2021, which relate to line-haul costs to ensure continuity of business and servicing our client base.

We had improvements in net profit and EBITDA margins, as well as net profit in Q2 2021, compared to Q1 2021, benefiting from the Ramadan season.

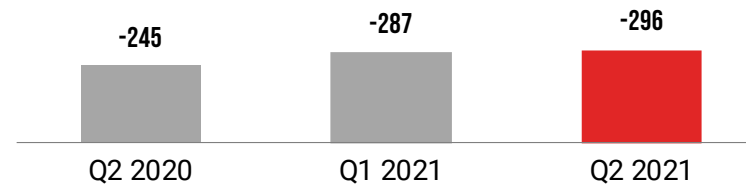
REVENUE (AED M)



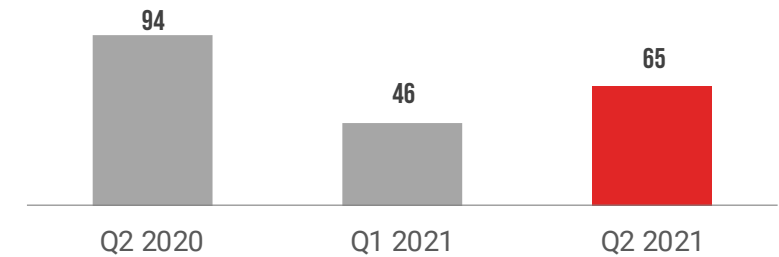
COST OF SERVICES (AED M)



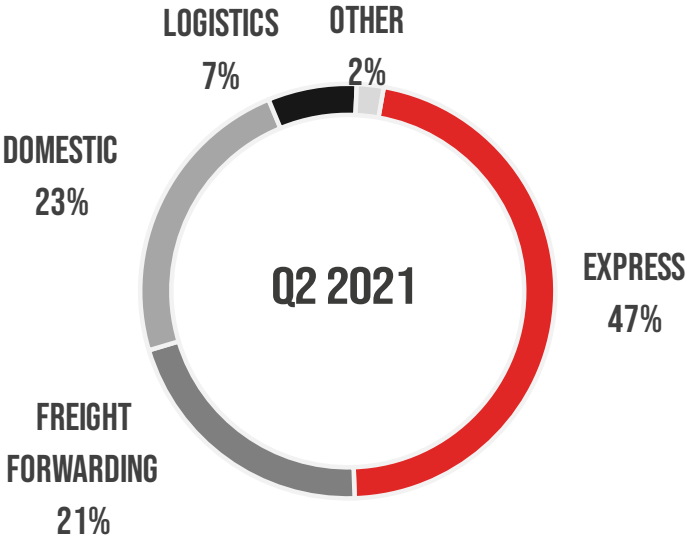
TOTAL OVERHEADS (AED M)



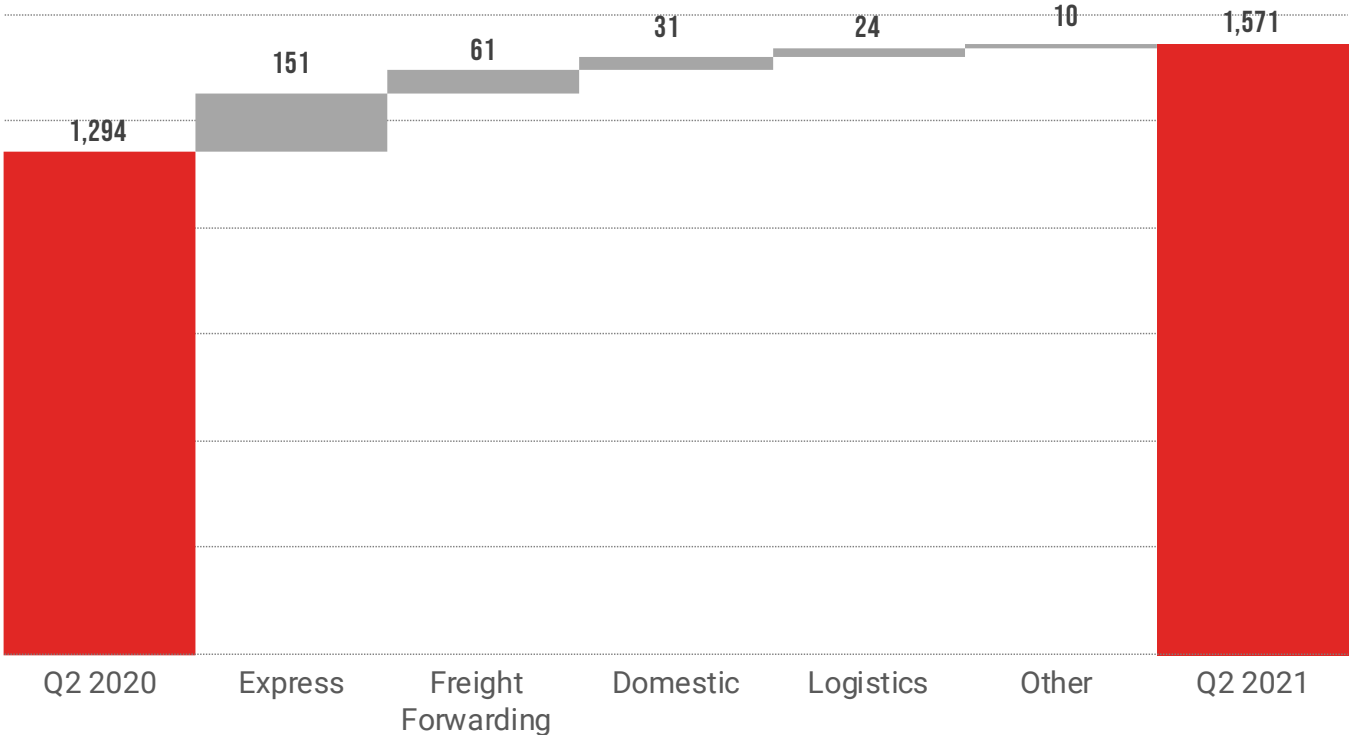
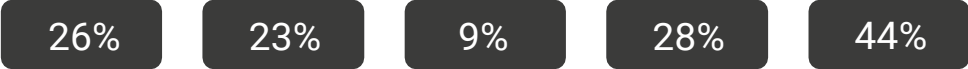
ATTRIBUTABLE NET PROFIT (AED M)



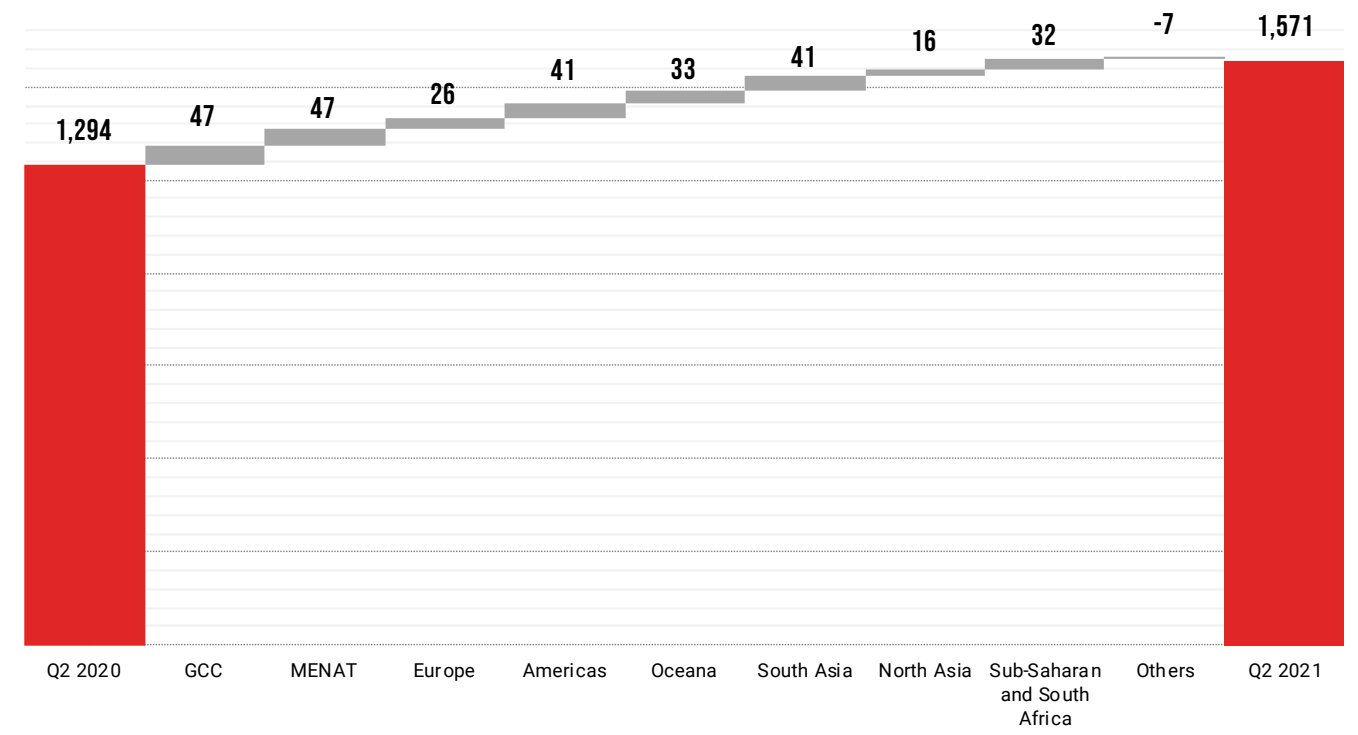
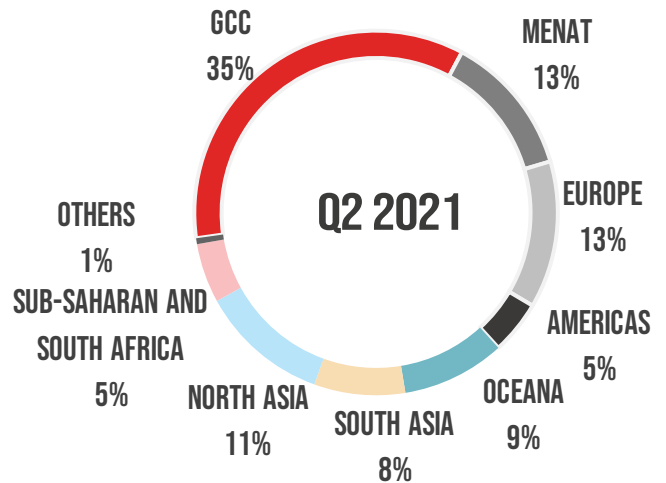
REVENUES BY SEGMENT (AED M)



Y-o-Y Growth

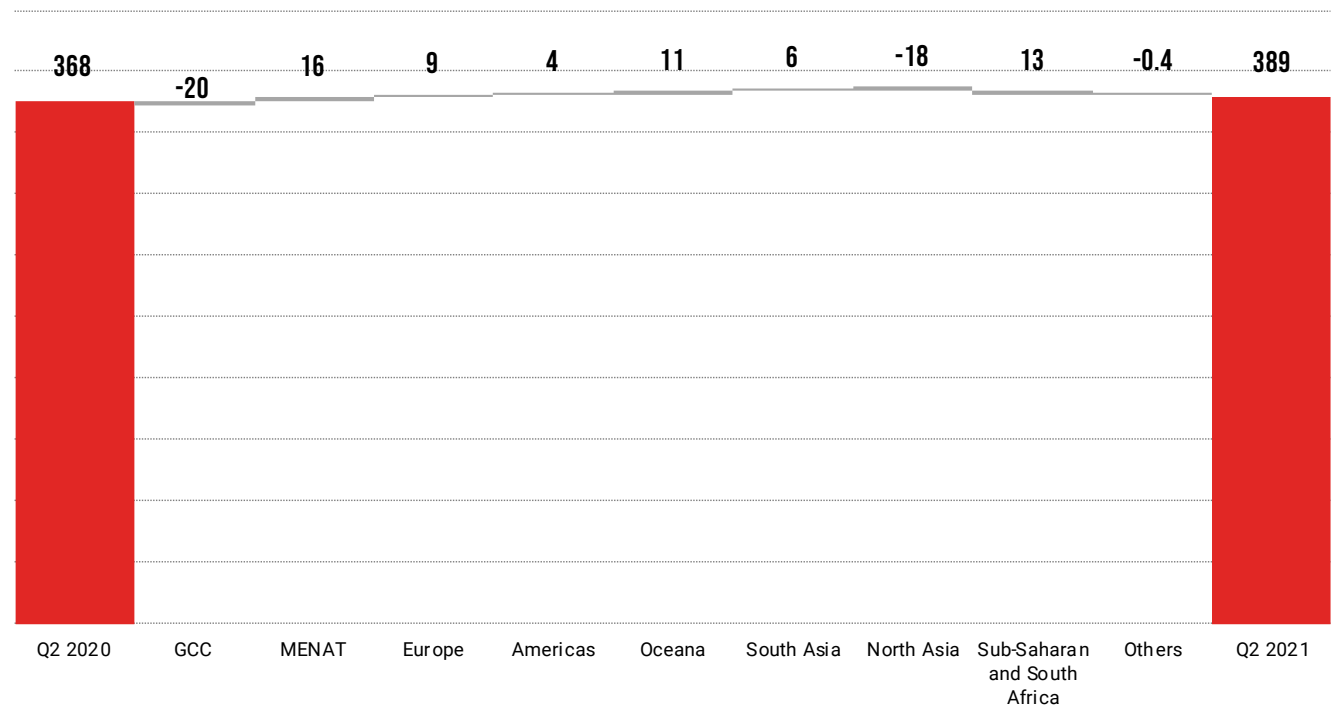
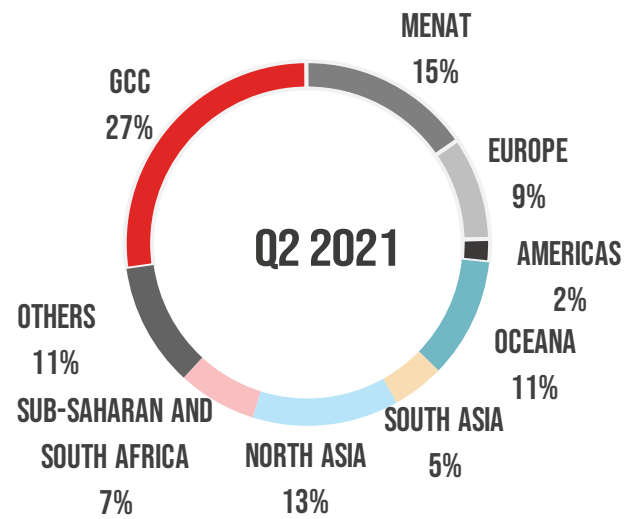


REVENUES BY GEOGRAPHY (AED M)



FINANCIAL & PERFORMANCE HIGHLIGHTS | STRONG PERFORMANCE FROM MENAT, SUB-SAHARAN AND SOUTH AFRICA AND OCEANA

**GROSS PROFIT
BY GEOGRAPHY (AED M)**



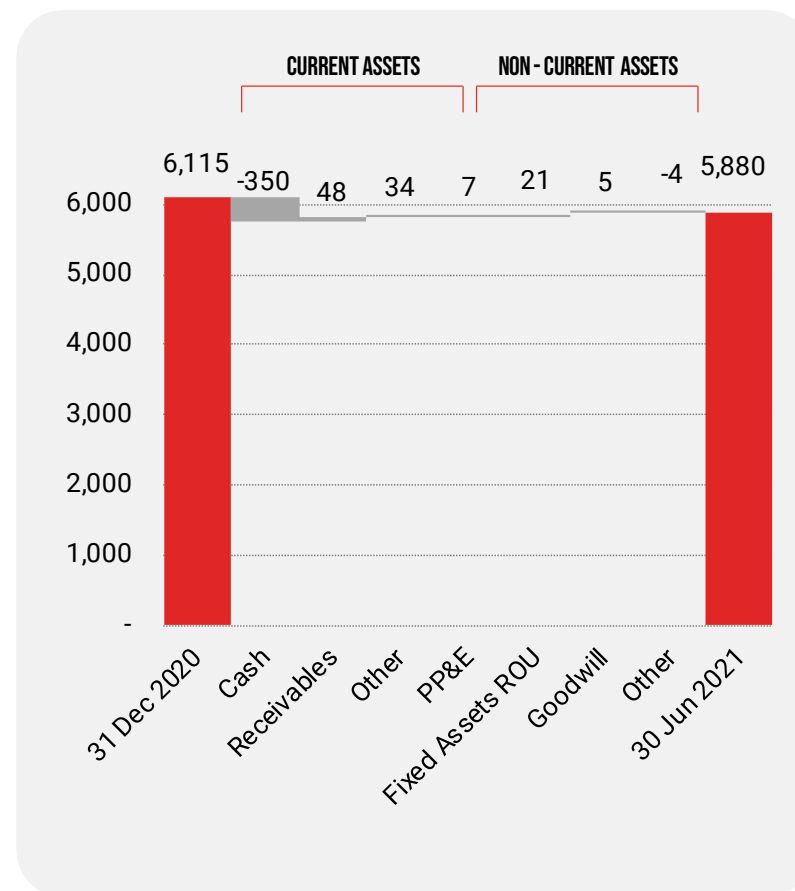
FINANCIAL RATIOS

	Q2 2021	Q1 2021	Q2 2020	q-o-q	Movement (%)	y-o-y
EPS (AED)	0.045	0.031	0.064	45%		-31%
GROSS PROFIT MARGIN %	24.7%	25.2%	28.5%	-0.5%		-3.8%
NET PROFIT MARGIN %	4.2%	3.2%	7.3%	1%		-3.1%
EBITDA MARGIN %	12.3%	11.9%	16.2%	0.4%		-3.9%
DEBT/EQUITY %	26.5%	25.4%	33.1%	-1.1%		6.6%

BALANCE SHEET HIGHLIGHTS

	30 Jun 2021	31 Dec 2020	Movement	
			Actual	Change %
CURRENT ASSETS	2,352	2,621	-268	-10%
ASSETS HELD FOR SALE	222	218	4	2%
NON-CURRENT ASSETS	3,305	3,277	28	1%
TOTAL ASSETS	5,880	6,115	-235	-4%
CURRENT LIABILITIES	2,071	2,243	-172	-8%
LIABILITIES HELD FOR SALE	91.5	94.0	-2.5	-2.6%
NON-CURRENT LIABILITIES	1,079	1,071	8	1%
TOTAL LIABILITIES	3,242	3,408	-166	-5%
NON-CONTROLLING INTEREST	14	16	-2	-14%
SHAREHOLDERS' EQUITY	2,624	2,691	-67	-2%

ASSET MOVEMENT Y-O-Y (AED M)



aramex

MANAGEMENT UPDATE AND STRATEGIC PRIORITIES



Operating model has been redesigned to focus on two of our main clusters: 1) Express (international and domestic) and 2) Logistics (air freight, sea freight, land freight and warehousing & distribution)

- Two Chief Operating Officers, with deep industry expertise, have been appointed to focus on Express and Logistics, to drive the operational vision, implement best in class end-to-end solutions and transform customer experience
- Dedicated strategies and investment plans to fulfill the growth aspirations for each cluster will be rolled out in H2 2021

A new regional structure has been created with eight regions – Americas, Europe, Sub Saharan Africa, MENAT, GCC, South Asia and North Asia and Oceania, with dedicated regional teams focused on ambitiously growing the two clusters, while intensifying focus on further building Middle East trade links

- Decentralization strategy of commercial and operations has been implemented to enhance customer experience, market knowledge and expertise, and drive sales and business development activities locally, while reinforcing global focus
- All support functions will continue to be centralized including Finance, HR, Procurement, Digital and Contact/Call centers
- M&A and Strategy, Legal, Risk and Compliance managed centrally for global control and alignment

CROSS BORDER EXPRESS

- Continues to be the main growth driver for the business.
- We continue to see consumer preference for international shopping and we expect this trend to continue.
- We aim to significantly increase the flow from major hubs in the US, UK, Amsterdam, China, and Hong Kong to service our core markets in the Middle East and Africa.

DOMESTIC EXPRESS

- Retail activity returned to a degree of normalcy with the opening of shops and malls across many key markets.
- Competition intensified with new entrants focused on building topline and driving pricing pressure for the industry.
- In line with our investment objectives, we continue investing in capacity and scaling of ground operations to cater for customer demand and service.

SCALE AND EXPERTISE

- Continued leading position in last mile infrastructure in the region.
- Continued significant investment in technology, automation and customer experience to drive more efficient operations; and provide superior customer service.

NEW TRADE LANES

- Ambition to drive new trade lanes across the globe for e-commerce, such as London into Europe, Asia and Europe into Oceania, intra South East Asia, Europe into Americas, Asia and MENAT, and Americas into Europe.

BUSINESS INTELLIGENCE

- Leverage predictive analytics and data driven intelligence to deliver packages, with a focus on efficiency, reliability and customer experience.

ACQUISITIONS

- We see high potential for acquisitions in emerging markets such as Turkey, North Africa and South East Asia.
- We remain on the lookout for acquisition opportunities in GCC markets.

WAREHOUSE INFRASTRUCTURE

- Identified significant potential in the logistics sector which we intend to pursue aggressively.
- Invest in specialized warehouses to cater for high potential verticals such as cold chain, pharma, O&G, dangerous goods and FMCG.
- Scale up warehouse infrastructure beyond the main cities to provide extensive service coverage.

FREIGHT FORWARDING EXPERTISE

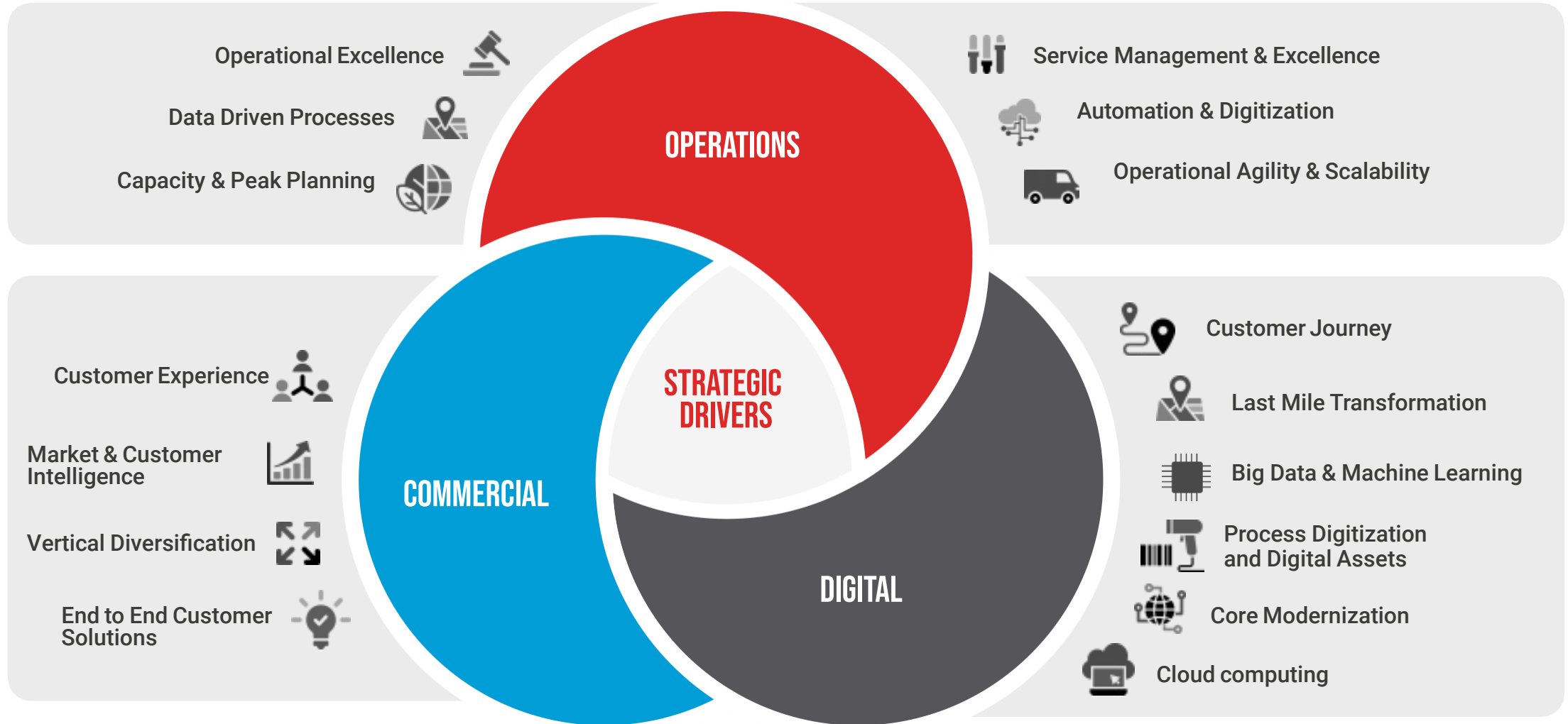
- Expand global footprint by growing our freight presence in existing and new locations.
- Investment in bringing industry experts onboard to help drive growth.

PARTNERSHIPS AND ALLIANCE

- Explore growth opportunities in core and emerging markets, leveraging and forming key partnerships and alliances globally.
- Capitalize on strategic support from our key shareholder ADQ to capture growth opportunities in Oil & Gas, Hospitals, Pharma and FMCG.

ACQUISITIONS

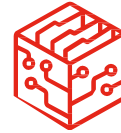
- The logistics cluster represents 28% of total revenue. We intend to aggressively pursue acquisitions in this sector in our core markets, and in markets that will enable trade flows into MENAT.
- Multiple acquisition opportunities have been identified in this cluster that will create strategic synergies, grow revenue, and solidify our market positioning in key markets.





CUSTOMER JOURNEY

Digitize the end to end customer engagement experience



DIGITAL PRODUCTS

led by modern application development product teams. Teams are lean, multi disciplinary and self led



CORE MODERNIZATION & CLOUD MIGRATION

Re-imagine core landscape and business logic to promote flexibility, agility, speed and scalability



LAST MILE TRANSFORMATION

Autonomous Last Mile Control, next generation delivery capacity









BIG DATA & ANALYTICS

Data driven organization, AI and Machine learning capabilities



MISSION:

Empower operations and business at Aramex to take data-driven decisions at scale to meet Aramex Goals.

DATA SCIENCE

 <p>ADDRESS PREDICTION</p>	 <p>ROUTE OPTIMIZATION</p>	 <p>CONSUMER INTELLIGENCE</p>	 <p>CAPACITY PLANNING</p>	 <p>DATA ENABLEMENT PROGRAM</p>	 <p>BUSINESS INTELLIGENCE</p>
--	--	---	---	---	---

DATA & ML ENGINEERING

 <p>10.2 T STORED IN THE DATA LAKE</p>	 <p>2 MILLION RECORDS INGESTED DATA ROWS EVERY 15 MINUTES</p>	 <p>1.5 M PREDICTIONS MADE EVERY DAY</p>
--	--	--

STRATEGIC PRIORITIES | LONG-TERM FOCUS AREAS

FOCUS AREA	Management Remains Focused on Long Term Growth Drivers
VERTICAL DIVERSIFICATION	Intensify growth and diversify into high potential verticals including Pharma, FMCG, Retail, O&G, Automotive, E-commerce
INFRASTRUCTURE INVESTMENTS	Hub, facility, technology and capacity expansions to enable us to scale to market dynamics and projections
DIGITIZATION AND TRANSFORMATION	Accelerate the digitization of customer experience, core infrastructure, and transform organization wide capabilities and technologies to manage the ongoing rapid pace of market demands and disruptions
SCALABILITY & AGILITY (SPECIALIZED OPERATIONS)	Optimization of operational processes, last mile capabilities, automation, and value added services to support business growth and customer demands.
ACQUISITIONS, ALLIANCES & PARTNERSHIPS	Continue to pursue strategic acquisitions and form key alliances and partnerships to accelerate value and synergy realization, expand geographical footprint, and strengthen market positioning
TALENT & EXPERTISE	Retain and acquire expertise to drive and nurture a performance driven organization

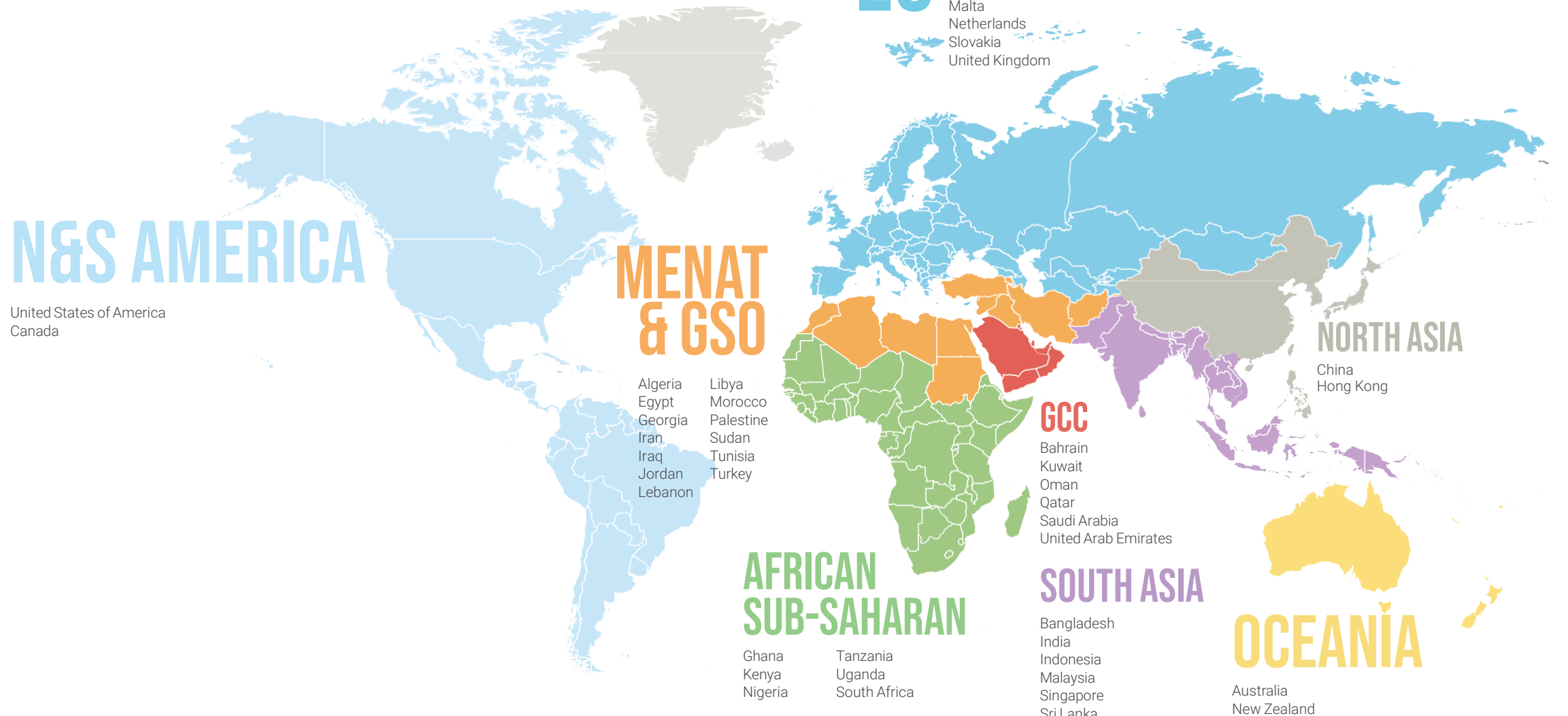
- Management remains focused on exploring **M&A opportunities** with two key targets identified in the MENAT region. Further details to be communicated in Q4 2021.
- The robust **top line growth** of the first six months leaves us well placed for 2021, despite a challenging operating environment. Margins are expected to remain the same in 2021 as we are seeing more commercial and travel increase.
- Logistics cluster performance has been flat, specifically due to the pandemic and the decline in oil prices. With business returning to normal, we see huge **potential to grow with extended focus**
- **Covid-19 developments** in some regions continue to pose uncertainty to the transportation industry, airline capacity and line-haul costs, however the increase in vaccinations is driving ease of travel and a return to business life.

aramex

APPENDIX 1: REGIONAL PERFORMANCE



REGIONS | ARAMEX GLOBAL FOOTPRINT



	Q2 2021	Quarter		Movement (%)	
		Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	550,657	503,747	503,307	9%	9%
EXPRESS (INCL SNS)	186,334	181,316	179,770	3%	4%
DOMESTIC	143,632	138,390	166,201	4%	-14%
FREIGHT FORWARDING	158,640	127,448	119,051	24%	33%
LOGISTICS	59,735	54,467	36,852	10%	62%
OTHER	2,316	2,126	1,432	9%	62%
GROSS PROFIT (AED "000")	105,472	98,480	124,978	7%	-16%
GROSS PROFIT MARGIN	19%	20%	25%	-0.4%	-6%
TOTAL VOLUMES	9,770,277	8,956,500	9,094,845	9%	7%
VOLUMES DOMESTIC	7,832,047	7,181,932	7,036,077	9%	11%
VOLUMES EXPRESS	1,938,230	1,774,568	2,058,768	9%	-6%

REGIONAL PERFORMANCE | MENAT

	Quarter			Movement (%)	
	Q2 2021	Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	198,043	188,039	150,713	5%	31%
EXPRESS (INCL SNS)	62,292	57,288	36,769	9%	69%
DOMESTIC	48,005	50,427	38,495	-5%	25%
FREIGHT FORWARDING	56,125	49,006	44,763	15%	25%
LOGISTICS	29,702	29,760	29,995	-0.2%	-1%
OTHER	1,918	1,558	691	23%	178%
GROSS PROFIT (AED "000")	60,157	59,800	44,117	1%	36%
GROSS PROFIT MARGIN	30%	32%	29%	-1.4%	1%
TOTAL VOLUMES	4,592,781	4,538,801	3,456,058	1%	33%
VOLUMES DOMESTIC	4,167,225	4,177,090	3,168,001	0%	32%
VOLUMES EXPRESS	425,556	361,711	288,057	18%	48%

REGIONAL PERFORMANCE | EUROPE

	Q2 2021	Quarter		Movement (%)	
		Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	205,073	186,917	179,171	10%	14%
EXPRESS (INCL SNS)	107,388	91,215	91,924	18%	17%
DOMESTIC	12,924	12,257	10,617	5%	22%
FREIGHT FORWARDING	72,458	70,468	65,019	3%	11%
LOGISTICS	11,739	12,537	11,556	-6%	2%
OTHER	564	440	56	28%	914%
GROSS PROFIT (AED "000")	35,786	29,640	26,995	21%	33%
GROSS PROFIT MARGIN	17%	16%	15%	1.6%	2%
TOTAL VOLUMES	1,426,973	1,247,475	1,323,055	14%	8%
VOLUMES DOMESTIC	10,710	8,725	4,637	23%	131%
VOLUMES EXPRESS	1,416,263	1,238,750	1,318,418	14%	7%

REGIONAL PERFORMANCE | AMERICAS

	Quarter			Movement (%)	
	Q2 2021	Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	74,786	73,576	33,286	2%	125%
EXPRESS (INCL SNS)	70,132	68,992	30,207	2%	132%
FREIGHT FORWARDING	4,408	4,353	2,526	1%	75%
OTHER	246	230	553	7%	-56%
GROSS PROFIT (AED "000")	7,993	11,964	4,389	-33%	82%
GROSS PROFIT MARGIN	11%	16%	13%	-34%	-19%
VOLUMES EXPRESS	1,224,147	1,137,008	465,008	8%	163%

REGIONAL PERFORMANCE | OCEANA

	Quarter			Movement (%)	
	Q2 2021	Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	143,987	137,089	111,132	5%	30%
EXPRESS (INCL SNS)	1,748	1,918	1,285	-9%	36%
DOMESTIC	119,373	114,044	92,420	5%	29%
OTHER	22,866	21,127	17,427	8%	31%
GROSS PROFIT (AED "000")	41,229	36,796	30,277	12%	36%
GROSS PROFIT MARGIN	29%	27%	27%	7%	5%
TOTAL VOLUMES	12,009,915	11,762,287	11,299,782	2%	4%
VOLUMES DOMESTIC	12,004,767	11,757,787	11,297,191	2%	6%
VOLUMES EXPRESS	5,148	4,500	2,591	14%	99%

REGIONAL PERFORMANCE | SOUTH ASIA

	Q2 2021	Quarter		Movement (%)	
		Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	127,259	110,072	86,191	16%	48%
EXPRESS (INCL SNS)	101,480	82,305	58,626	23%	73%
DOMESTIC	2,798	2,852	3,339	-2%	-16%
FREIGHT FORWARDING	18,133	20,143	19,990	-10%	-9%
LOGISTICS	4,764	4,561	4,172	4%	14%
OTHER	84	211	63	-60%	33%
GROSS PROFIT (AED "000")	17,938	18,728	12,055	-4%	49%
GROSS PROFIT MARGIN	14%	17%	14%	-17%	1%
TOTAL VOLUMES	919,403	930,019	681,896	-1%	35%
VOLUMES DOMESTIC	273,047	271,561	296,130	1%	-8%
VOLUMES EXPRESS	646,356	658,458	385,766	-2%	68%

REGIONAL PERFORMANCE | NORTH ASIA

	Quarter			Movement (%)	
	Q2 2021	Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE (AED "000")	180,041	140,814	163,831	28%	10%
EXPRESS (INCL SNS)	178,136	137,712	161,319	29%	10%
DOMESTIC	10	10	6	-5%	73%
FREIGHT FORWARDING	1,816	2,995	2,436	-39%	-25%
LOGISTICS	79	98	66	-20%	19%
OTHER	0	0	4	N\A	-100%
GROSS PROFIT (AED "000")	50,414	41,611	68,199	21%	-26%
GROSS PROFIT MARGIN	28%	30%	42%	-5%	-33%
TOTAL VOLUMES	1,144,003	839,179	965,313	36%	19%
VOLUMES DOMESTIC	145	234	138	-38%	5%
VOLUMES EXPRESS	1,143,858	838,945	965,175	36%	19%

REGIONAL PERFORMANCE | SUB-SAHARAN AND SOUTH AFRICA

	Quarter			Movement (%)	
	Q2 2021	Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE	82,923	74,719	51,368	11%	61%
EXPRESS (INCL SNS)	18,435	16,486	7,930	12%	132%
DOMESTIC	40,485	37,637	25,180	8%	61%
FREIGHT FORWARDING	17,015	13,867	13,791	23%	23%
LOGISTICS	2,789	3,162	2,372	-12%	18%
OTHER	4,199	3,567	2,095	18%	100%
GROSS PROFIT (AED "000")	27,175	24,172	14,430	12%	88%
GROSS PROFIT MARGIN	33%	32%	28%	1%	17%
TOTAL VOLUMES	1,633,366	1,780,121	1,045,821	-8%	56%
VOLUMES DOMESTIC	1,553,327	1,702,134	1,006,351	-9%	54%
VOLUMES EXPRESS	80,039	77,987	39,470	3%	103%

REGIONAL PERFORMANCE | OTHERS

	Q2 2021	Quarter		Movement (%)	
		Q1 2021	Q2 2020	q-o-q	y-o-y
TOTAL REVENUE	8,156	9,959	14,777	-18%	-45%
EXPRESS (INCL SNS)	7,611	9,294	14,335	-18%	-47%
OTHER	546	665	442	-18%	24%
GROSS PROFIT (AED "000")	42,500	37,503	42,974	13%	-1%
GROSS PROFIT MARGIN	521%	377%	291%	38%	79%

aramex

APPENDIX 2: FINANCIAL STATEMENTS HIGHLIGHTS



INCOME STATEMENT (AEDM)

	Q2 2021	Quarter		Movement (%)	
		Q1 2021	Q2 2020	q-o-q	y-o-y
REVENUE	1,571	1,425	1,294	10%	21%
COST OF SERVICES	(1,182)	(1,066)	(925)	-11%	-28%
GROSS PROFIT	389	359	368	8%	5%
OVERHEADS	(296)	(287)	(245)	-3%	-21%
PROFIT FOR THE PERIOD	65	46	94	42%	-31%
EBITDA	193	170	209	13%	-8%

INCOME STATEMENT (AEDM)

	30 Jun 2021	31 Dec 2020	Actual	Movement in %
CASH AND CASH EQUIVALENTS	905	1,255	-350	-28%
RECEIVABLES (NET)	1,142	1,094	48	4%
OTHER CURRENT ASSETS	305	272	33	12%
TOTAL CURRENT ASSETS	2,352	2,621	-268	-10%
ASSETS HELD FOR SALE	222	218	4	2%
PROPERTY, PLANT AND EQUIPMENT (NET)	963	957	6	0.7%
GOODWILL (NET)	1,140	1,136	4	0%
OTHER NON-CURRENT ASSETS	291	294	-3	-1%
FIXED ASSETS ROU	911	890	21	2%
TOTAL NON-CURRENT ASSETS	3,305	3,277	28	1%
TOTAL ASSETS	5,880	6,115	-235	-4%

ARUN SINGH

Acting CFO & Corporate Treasurer

ANCA CIGHI

Investor Relations Officer

**INVESTOR
RELATIONS**

InvestorRelations@aramex.com

Tel + 971 4 211 8464

Dubai - UAE

aramex.com/investors

aramex

THANK
YOU

