

Investor Presentation

- FY & 4Q 2017 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 6.3 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 in 2017

Closing Price 4Q 2017

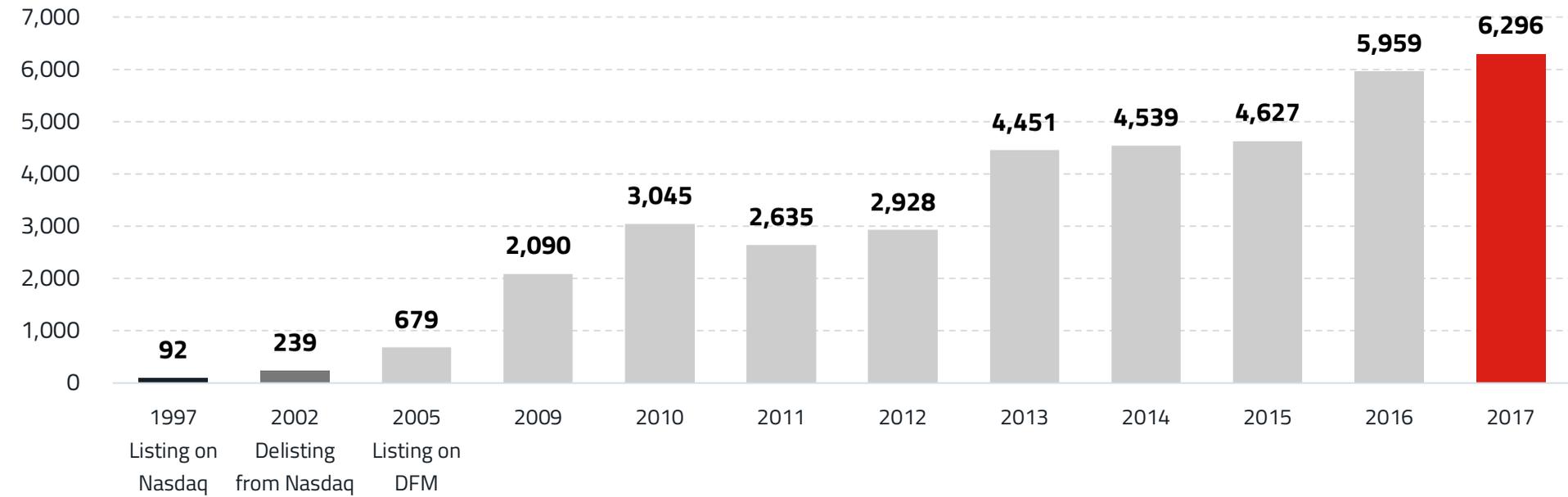
AED 4.3

Total Return Metrics:

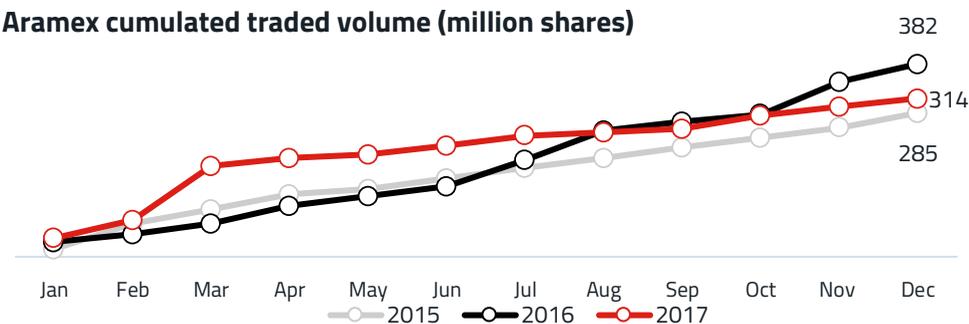
+5.65%
2017 share price increase

+8.85%
2017 Total Shareholder Return
(Dividend reinvested)

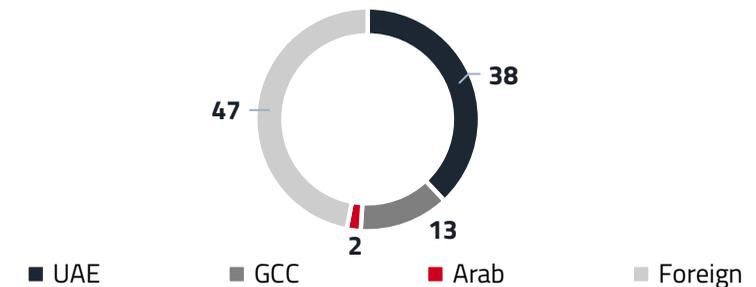
Market Capitalization (AEDm)



Aramex cumulated traded volume (million shares)



Geographic Ownership (%)



Management delivers on overall 2017 revenue targets

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

* Excluding exchange rate impacts, Total revenue grew 11% y-o-y.

Management focused on four key areas to drive 2017 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



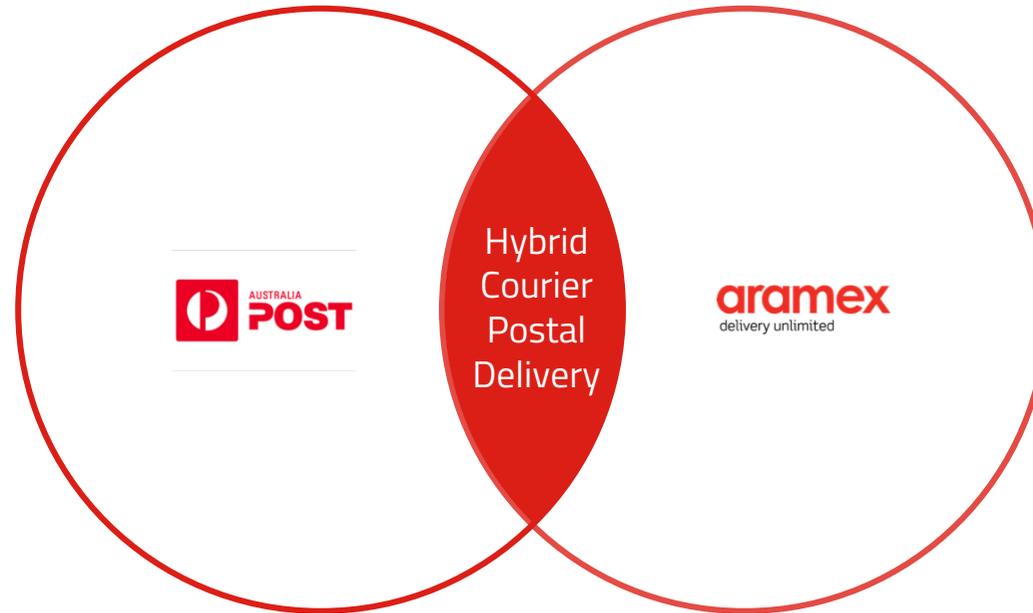
Implementation of ERP platform fosters enterprise-wide collaboration

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

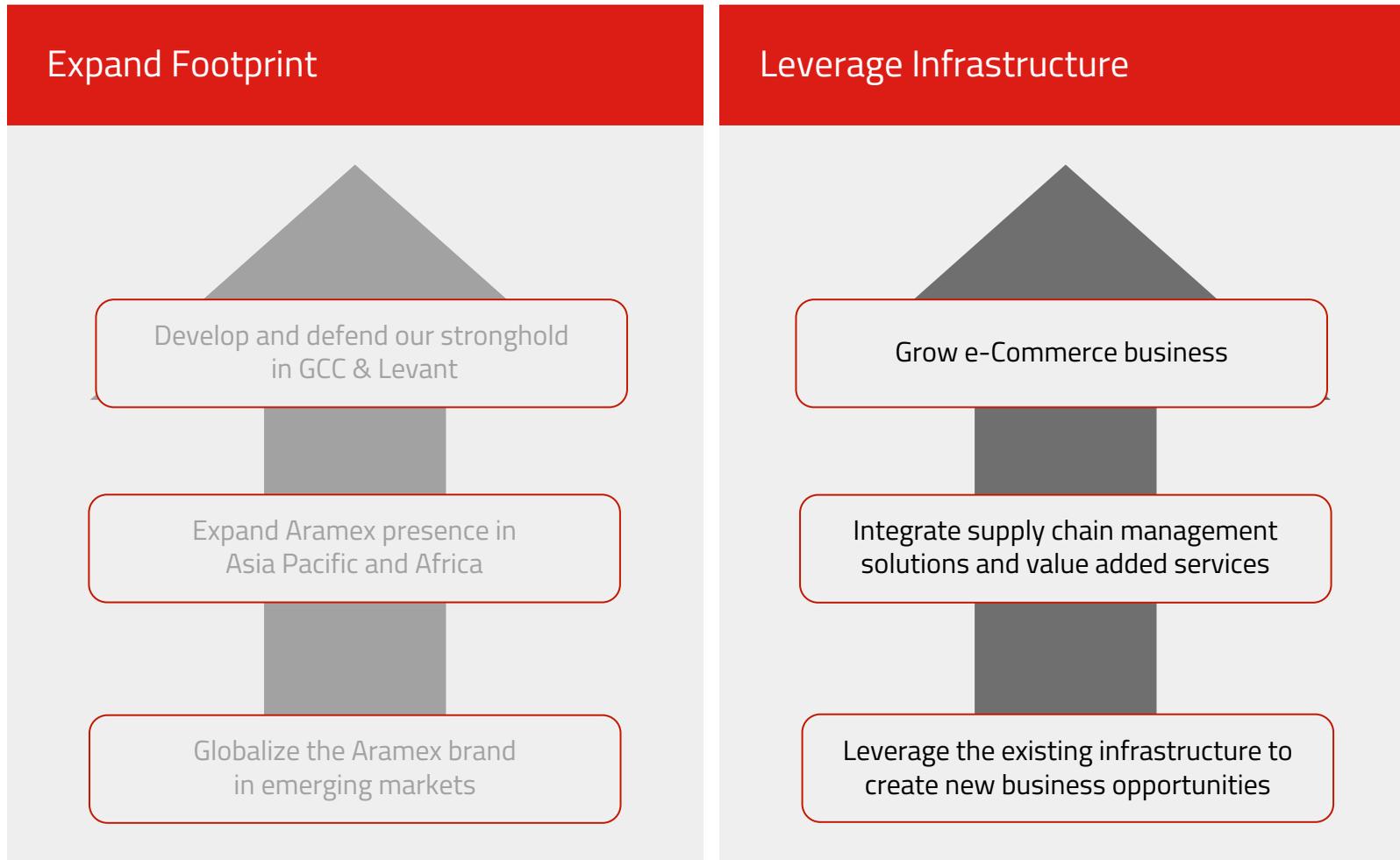
Expand Footprint

Develop and defend our stronghold
in GCC & Levant

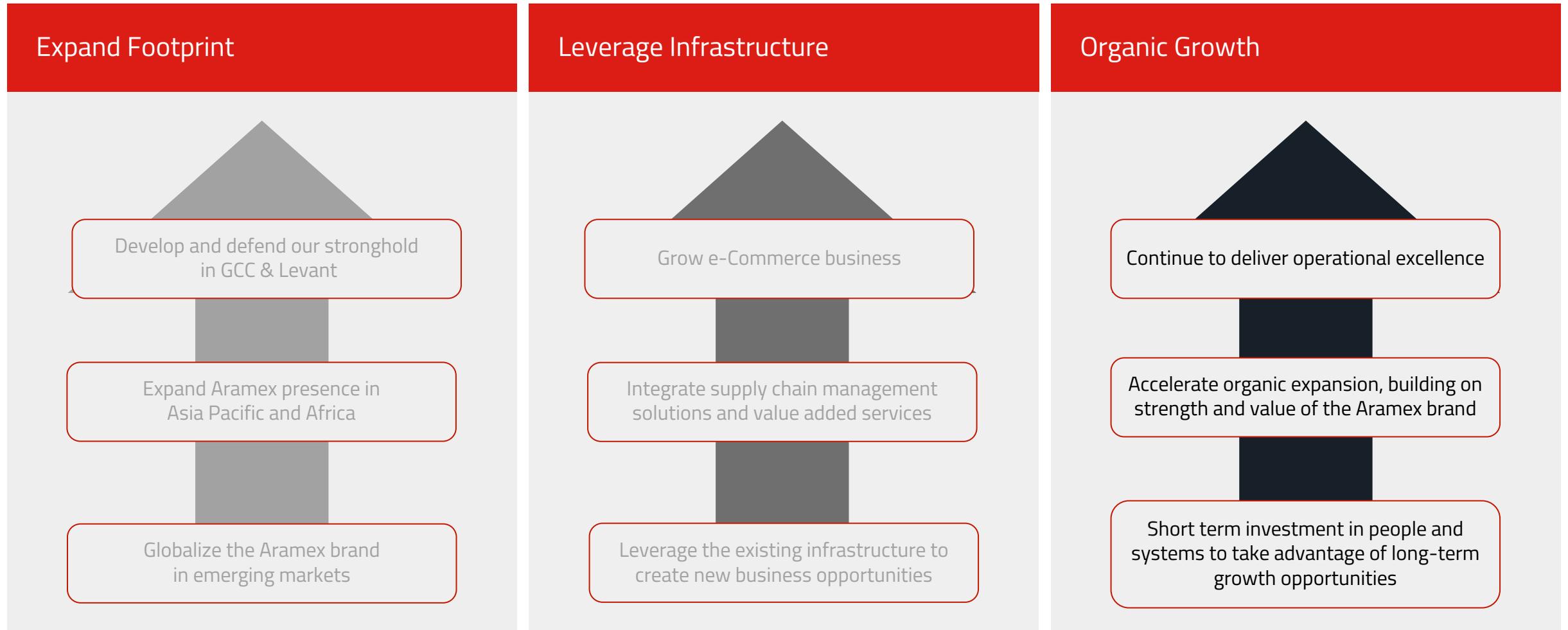
Expand Aramex presence in
Asia Pacific and Africa

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

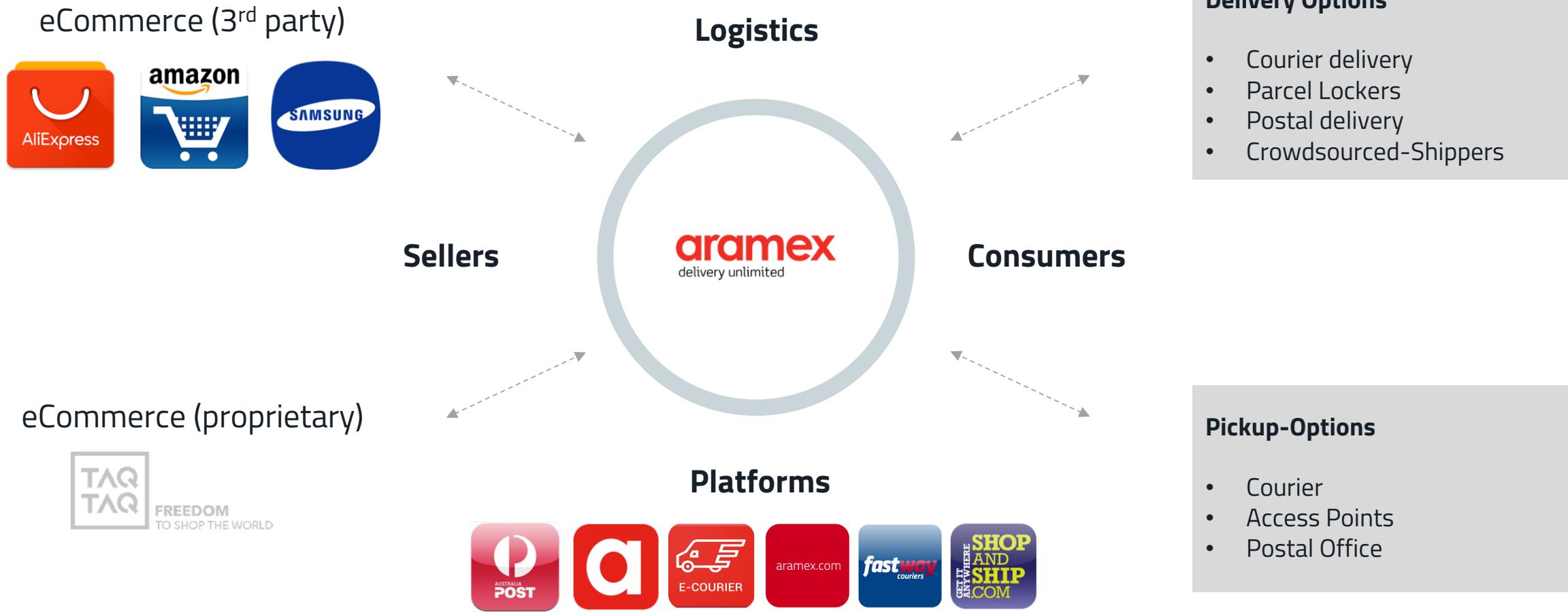
Devices →

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



4Q 2017 Results

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Strong top and bottom line performance

4Q 2017 Results →

Performance across key indicators (AED)

Revenues →

14% growth compared to 4Q 16



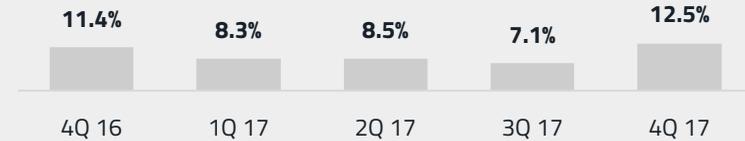
EBITDA →

25% year on year headline EBITDA growth



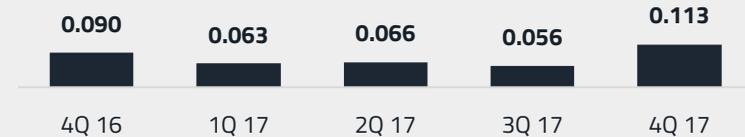
Net Profit Margin →

1.1% margin improvement year on year



EPS →

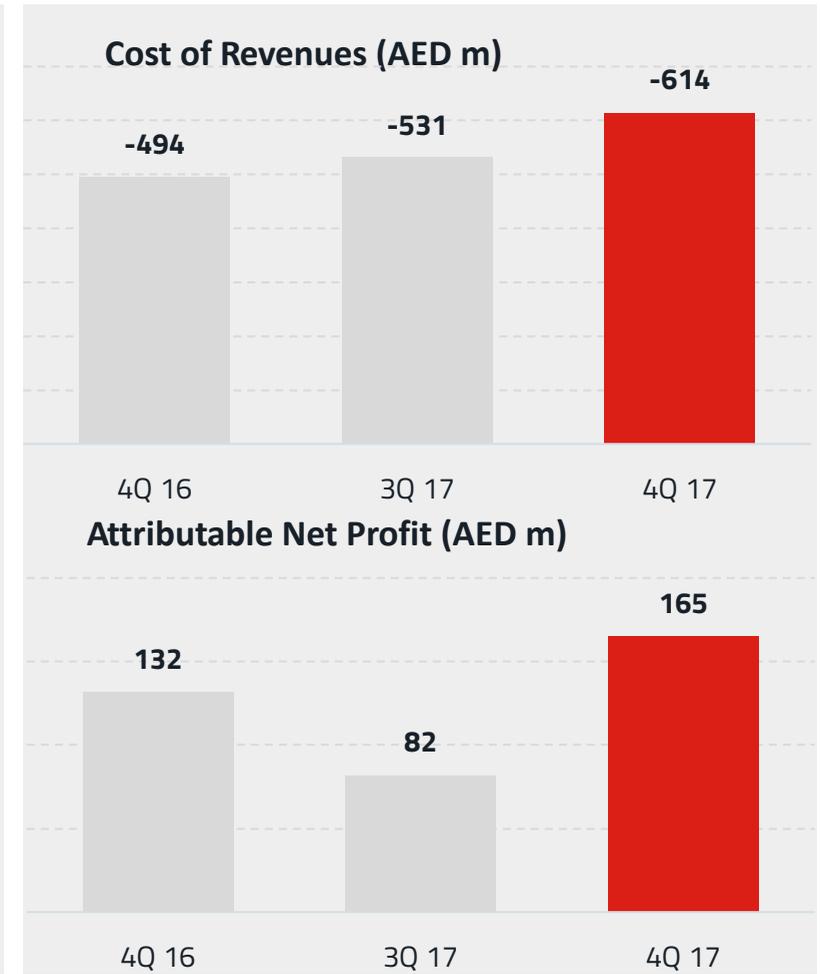
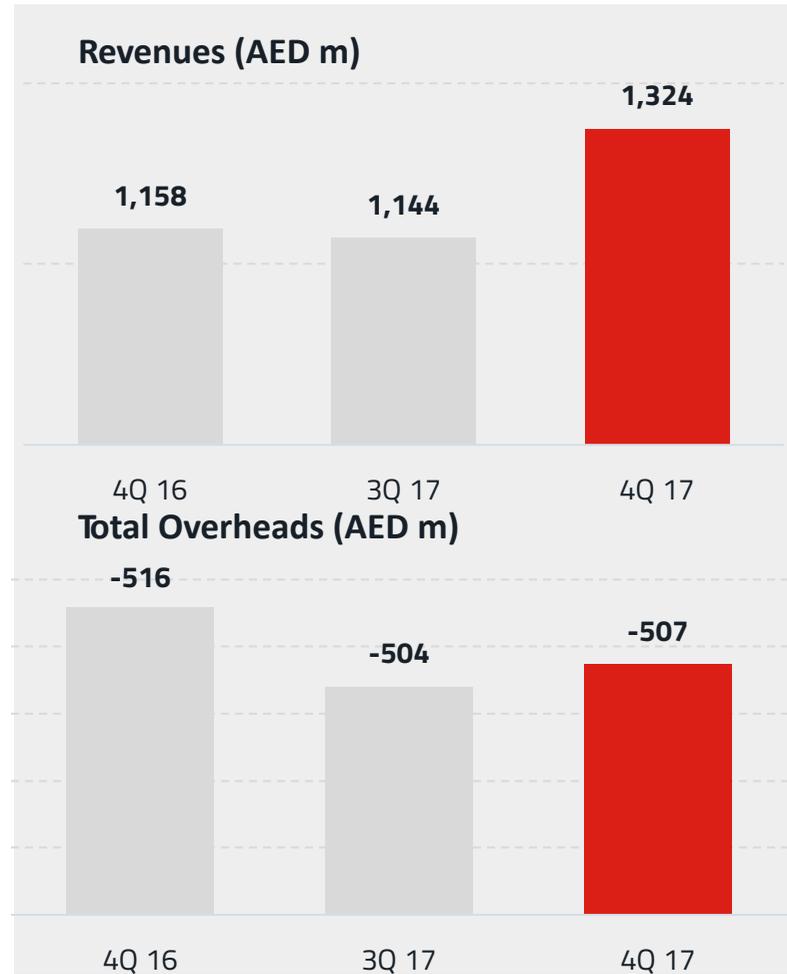
25% earnings per share increase



4Q 2017 Group Highlights

Management Comments →

- Revenue growth in 4Q 2017 was driven by most geographies with Asia being a major contributor.
- Cost of Revenues increased year-on-year in line with overall growth of the business.
- Attributable Net Profit rose sharply in 4Q 2017 as a results of revenue growth and improved cost efficiency.



4Q 2017 Financial Highlights

Income Statement (AEDm) →

	4Q 17	Quarter		Movement (%)	
		3Q 17	4Q 16	q-o-q	y-o-y
Revenue	1,324	1,144	1,158	16%	14%
Cost of Revenues	(614)	(531)	(494)	-16%	-24%
Gross profit	711	613	664	16%	7%
Overheads	(507)	(504)	(516)	-1%	2%
Profit for the period	176	84	139	110%	27%
EBITDA	237	135	190	76%	25%

International Express and Domestic delivered 67% of revenues

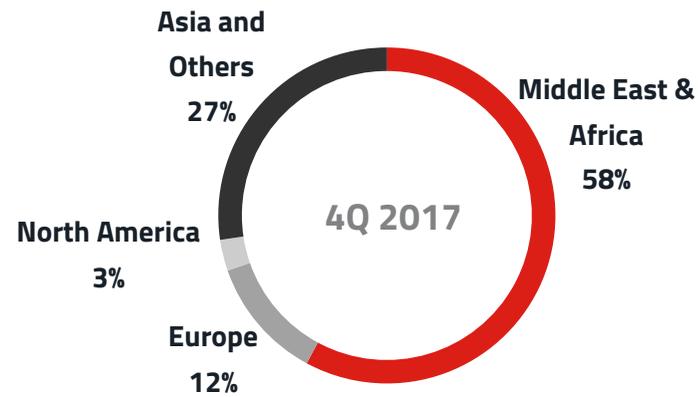
Revenues by segment (AED m) →



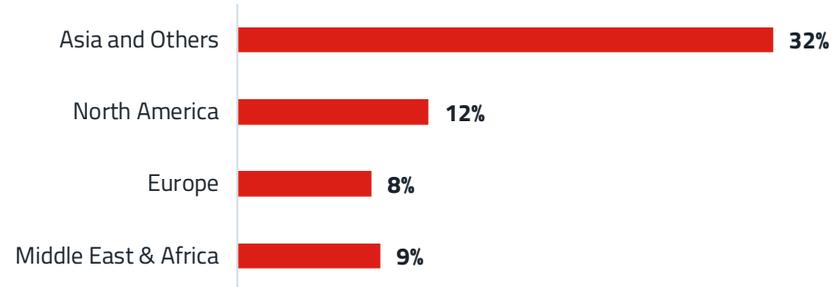
Geographic performance – strongest growth recorded again in Asia

Revenues by Geography →

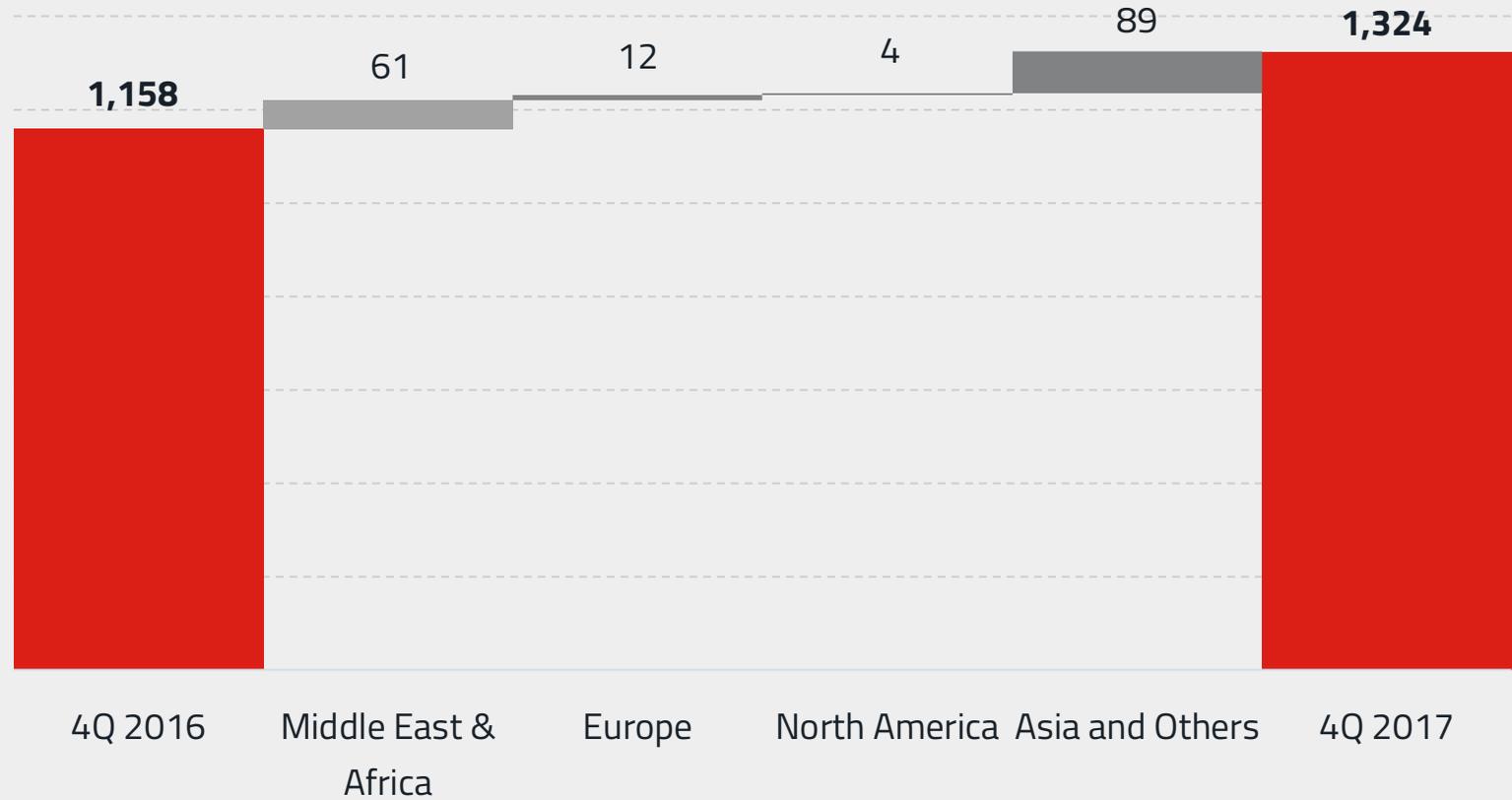
Geographic Contribution (%)



Geographic Performance y-o-y (%)



Revenue Bridge y-o-y (AED m)



4Q 2017 Financial Highlights

Financial Ratios (AEDm) →

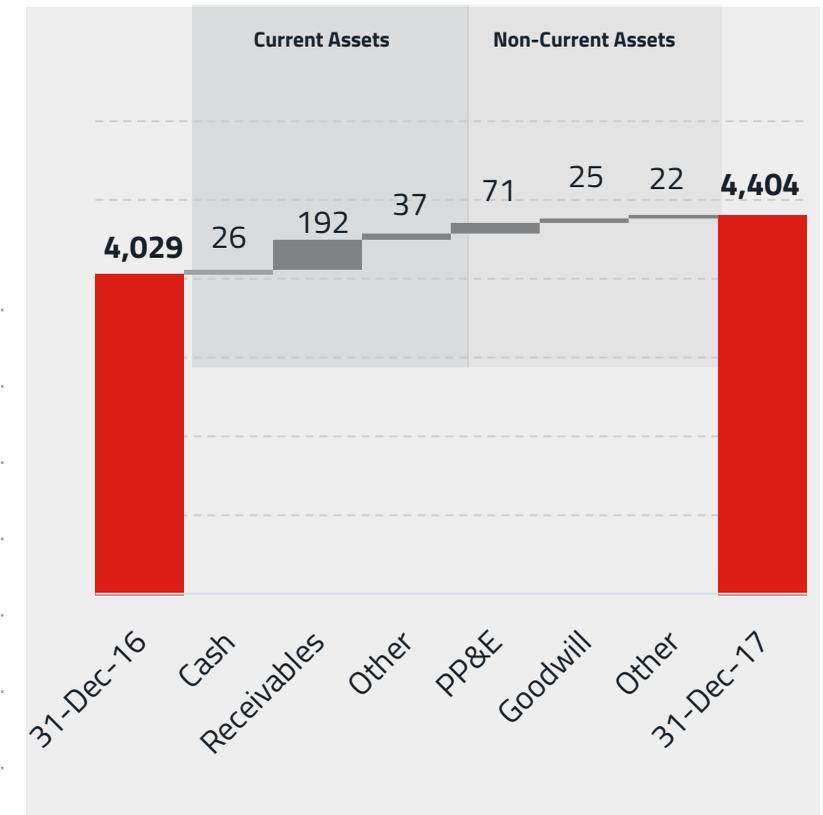
	Quarter			Movement	
	4Q 17	3Q 17	4Q 16	q-o-q	y-o-y
EPS (AED)	0.113	0.056	0.090	102%	25%
Gross profit margin (%)	53.7%	53.6%	57.3%	0.1%	-3.7%
Net profit margin (%)	12.5%	7.1%	11.4%	5.3%	1.1%
EBITDA margin (%)	17.9%	11.8%	16.4%	6.1%	1.5%
Debt/Equity %	24.3%	27.2%	27.7%	3.0%	3.5%

Balance sheet remains strong and liquid

Balance Sheet Highlights →

Asset Movement Y-o-Y (AED m) →

	31 Dec 2017	31 Dec 2016	Movement	
			Actual	Change %
Current assets	1,911	1,655	256	15%
Non-current assets	2,493	2,374	119	5%
Total assets	4,404	4,029	375	9%
Current liabilities	1,368	1,122	246	22%
Non-current liabilities	517	633	-115	-18%
Total liabilities	1,885	1,755	131	7%
Non-controlling interest	19	9	10	109%
Shareholders' equity	2,500	2,265	235	10%



Composition of assets

Financial Ratios (AEDm) →

	31 Dec 2017	31 Dec 2016	Actual	Movement in %
Cash and cash equivalents	728	701	26	4%
Receivables (net)	934	742	192	26%
Other current assets	249	212	37	18%
Total current assets	1,911	1,655	256	15%
Property, Plant and equipment (net)	912	840	71	8%
Goodwill (net)	1,164	1,139	25	2%
Other non current assets	417	395	22	6%
Total non-current assets	2,493	2,374	119	5%
Total assets	4,404	4,029	375	9%

Long-term Performance



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Evolution of Express business – outgrowing freight forwarding

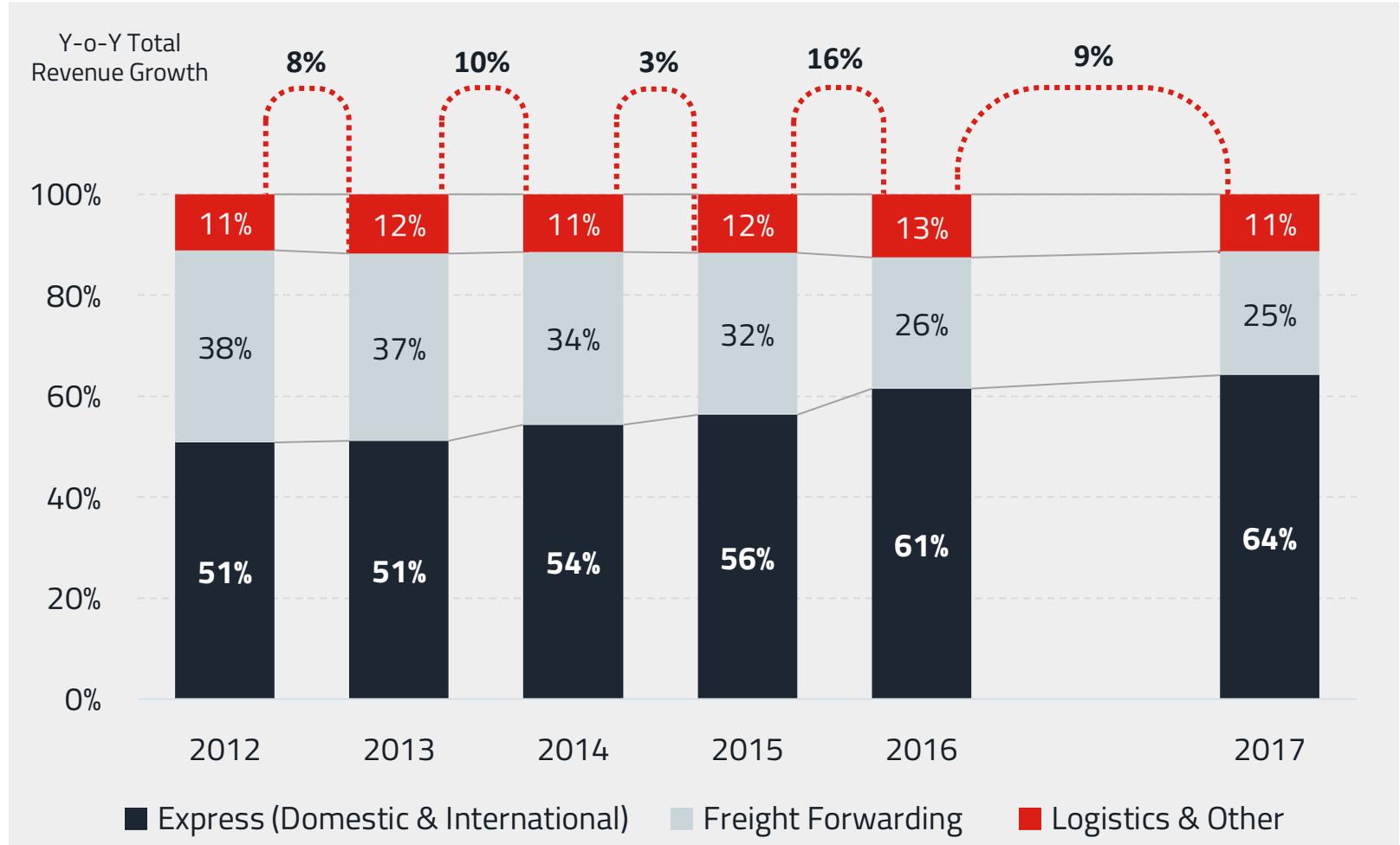
Segmental Revenues (%) →

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 FY 2017

Freight forwarding continues to decline from 38% revenue contribution to 25%



Aramex maintains a track record of delivering operational excellence

Aramex 2012 - 2017 (Indexed) →

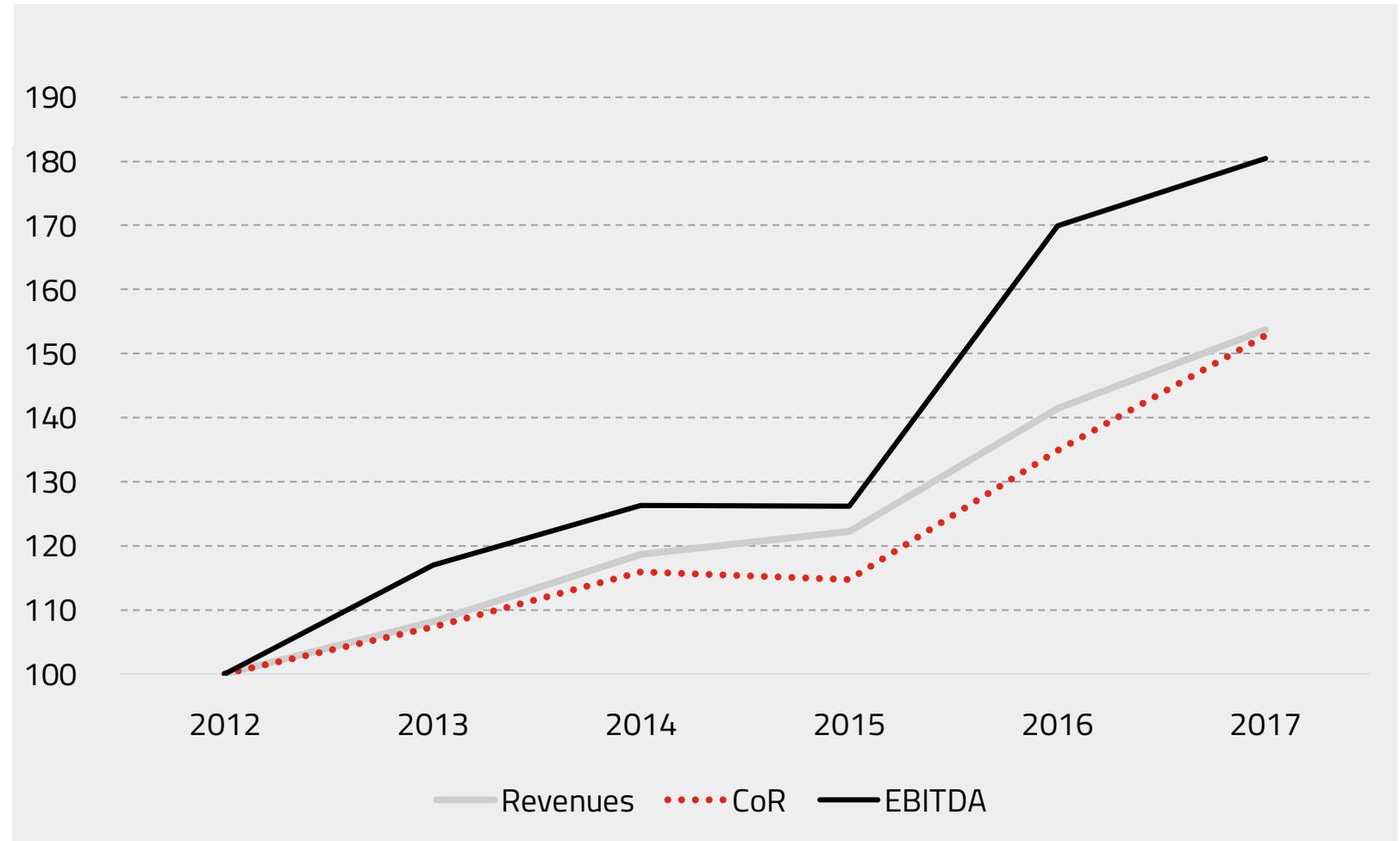
We delivered a consistently strong performance since 2012

2012-2017 CAGR

Revenues 9.0%

Cost of Revenues 8.9%

EBITDA: 12.5%

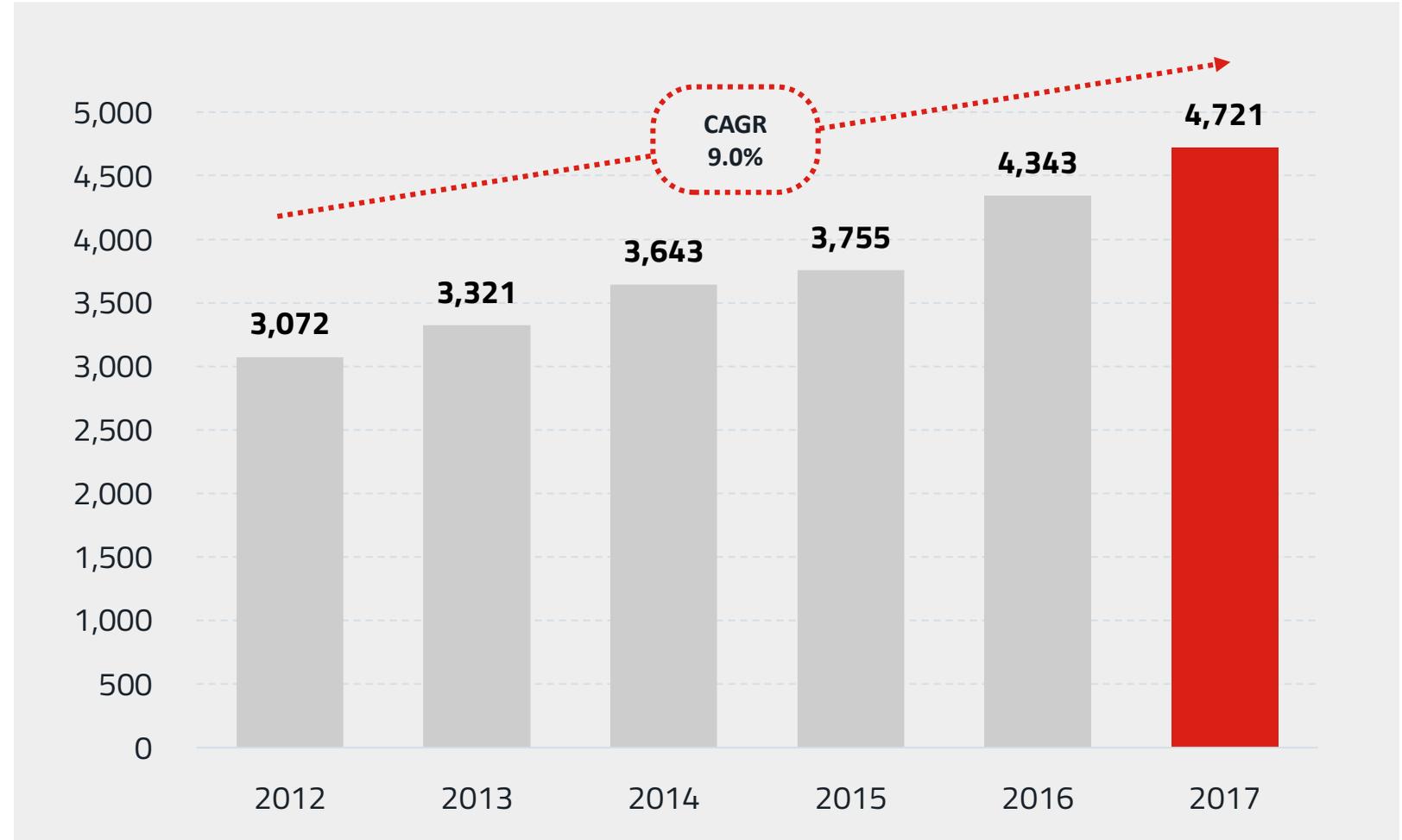


Aramex continues to deliver solid top line performance

Revenues (AED m) →

Revenue generation

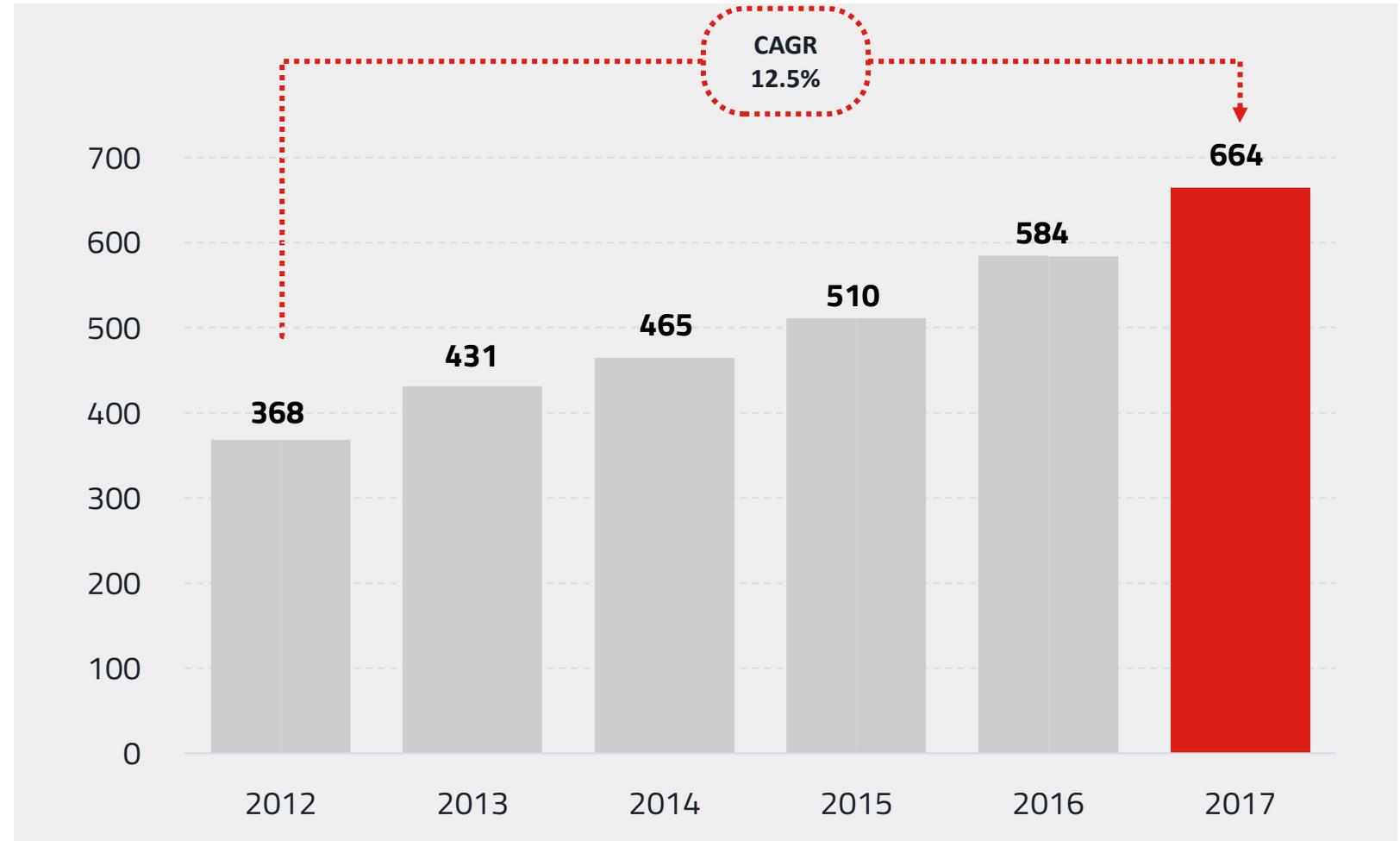
- Revenue growth of 9% in 2017 despite impact of exchange rate volatility. Excluding exchange rate impacts, total revenue grew 11% in 2017
- Revenue growth reflects additional income generated primarily in international cross-border express business as well as in Asia Pacific



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

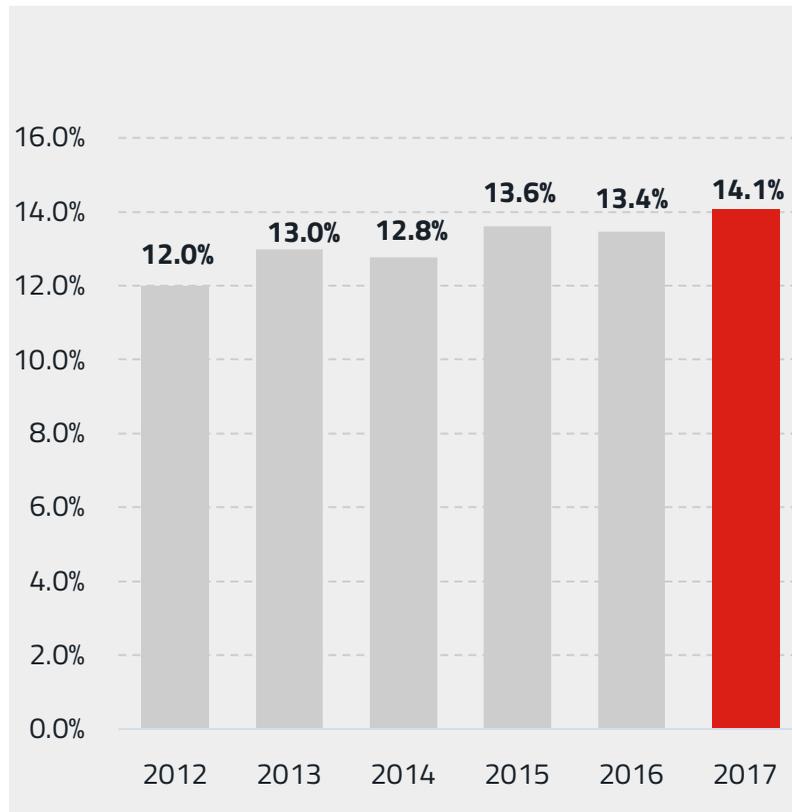


*Special items comprise: 2Q 2016 – gain on bargain purchase of AMC of AED 41,568 thousand; 2015 – additional provision of AED 46,271 thousand related to company's incentive scheme.

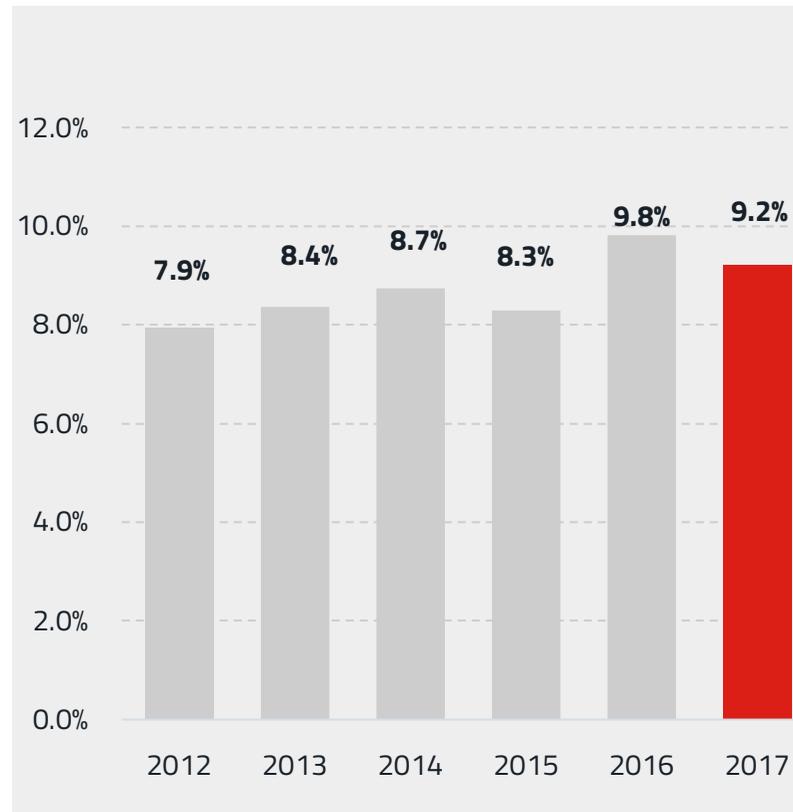
Long Term Performance

Aramex generates consistent performance across key KPIs

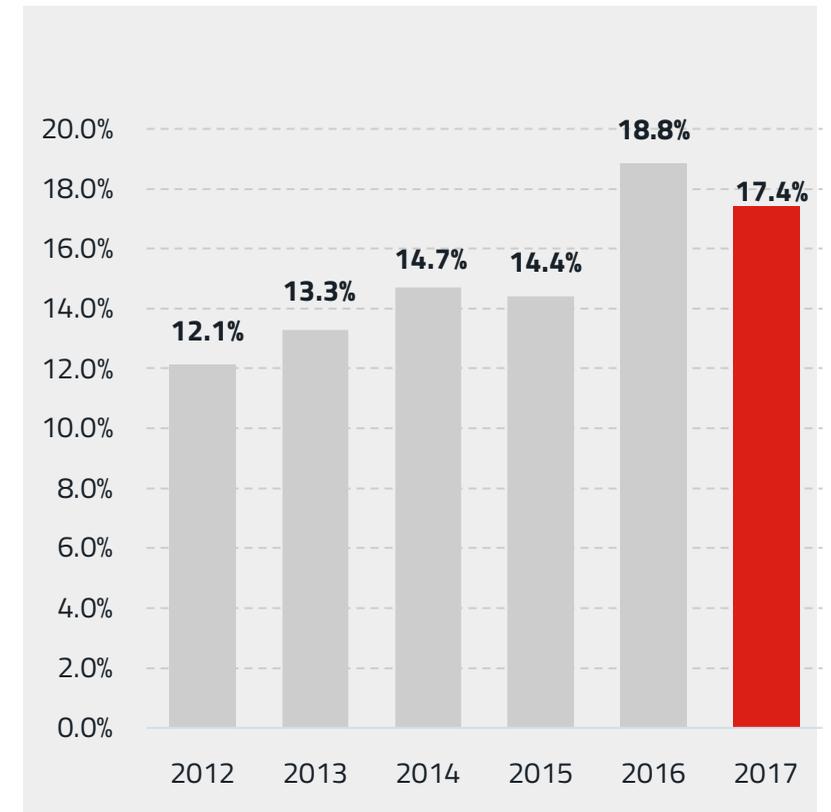
EBITDA margin (%) →



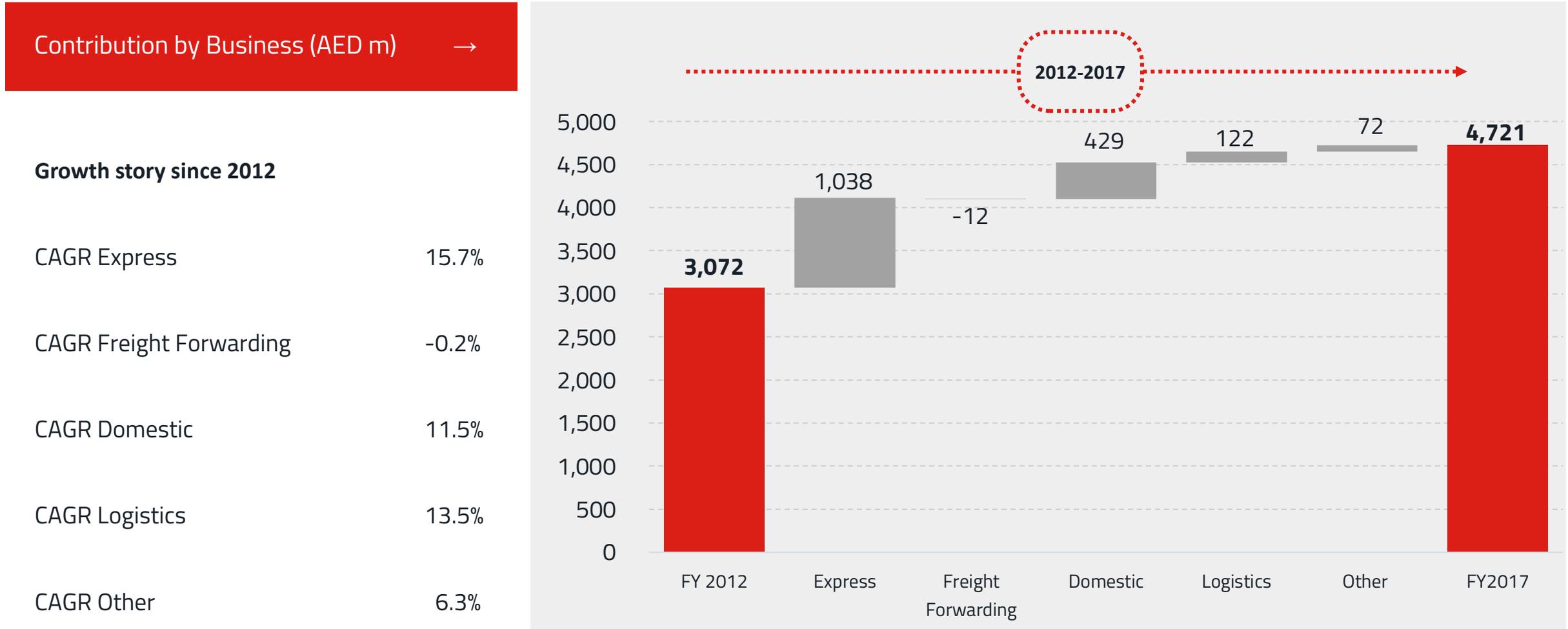
Net Profit Margin (%) →



Return on Equity (%) →



Key components of Aramex's long term growth story

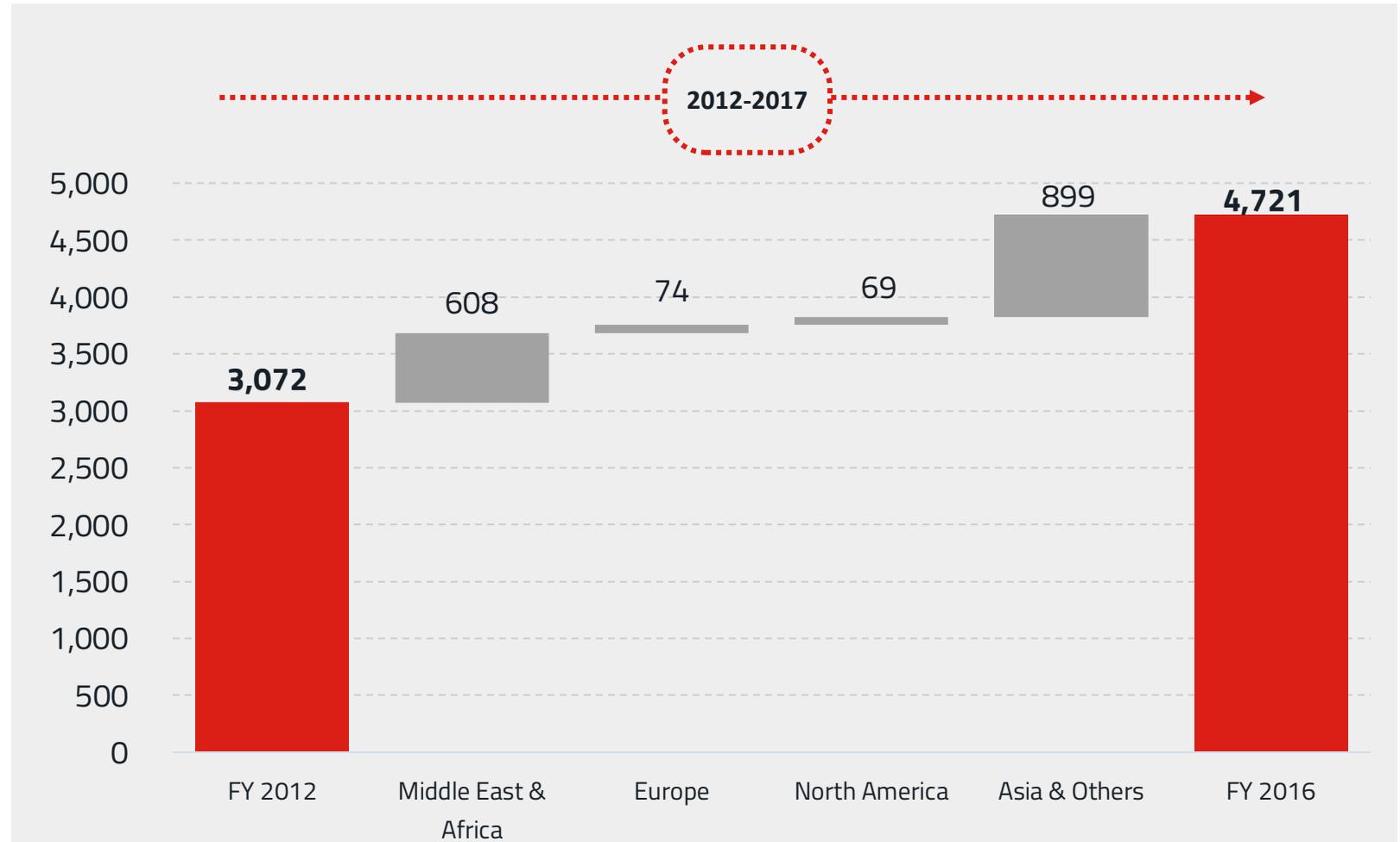


Defending and developing our market position in growth markets

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

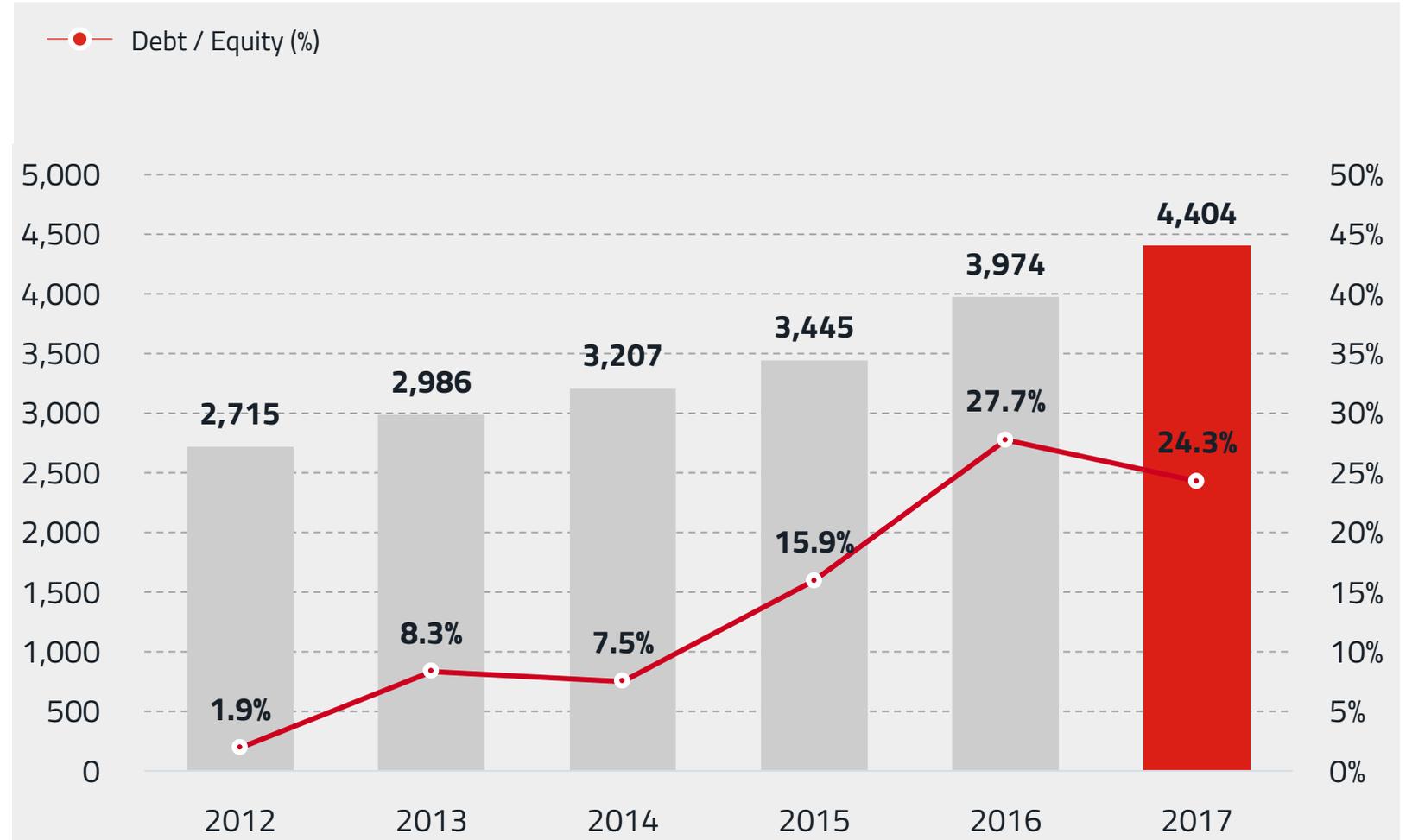
Total Asset (AED m) →

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 24.3% as of 31 Dec 2017.



*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 →

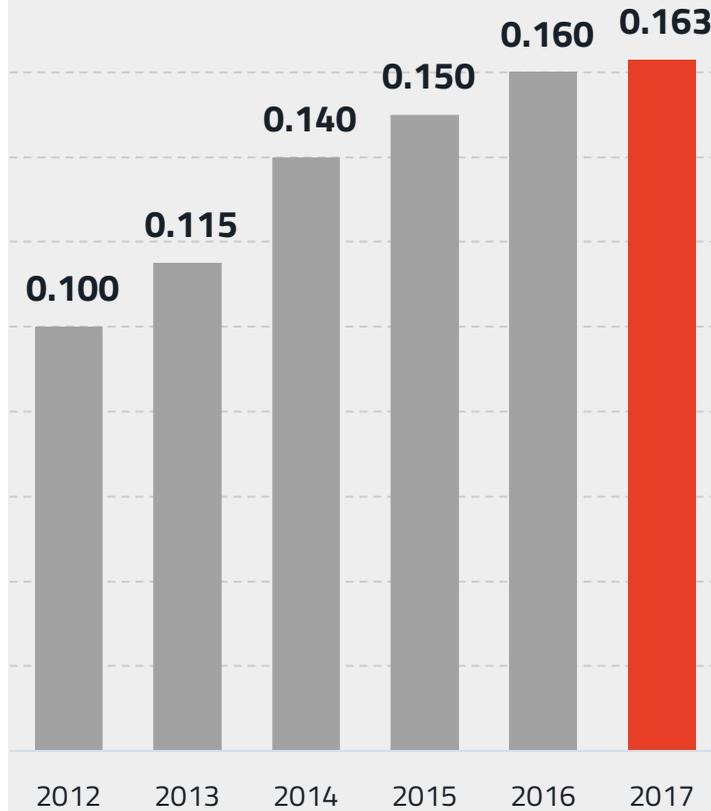
Dividend proposal of AED 0.163 per share to be approved by shareholders at AGM on 8 April 2018.

Gross dividend yield: 3.79%

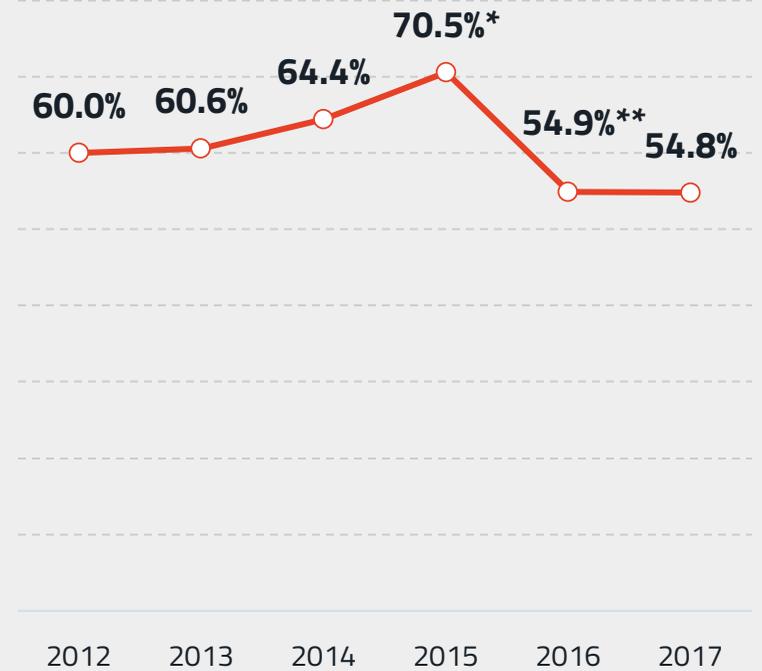
Long-term management target:

Dividend payout ratio of > 50%

Dividend Payout (AED / share)



Dividend Payout Ratio (%)



*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

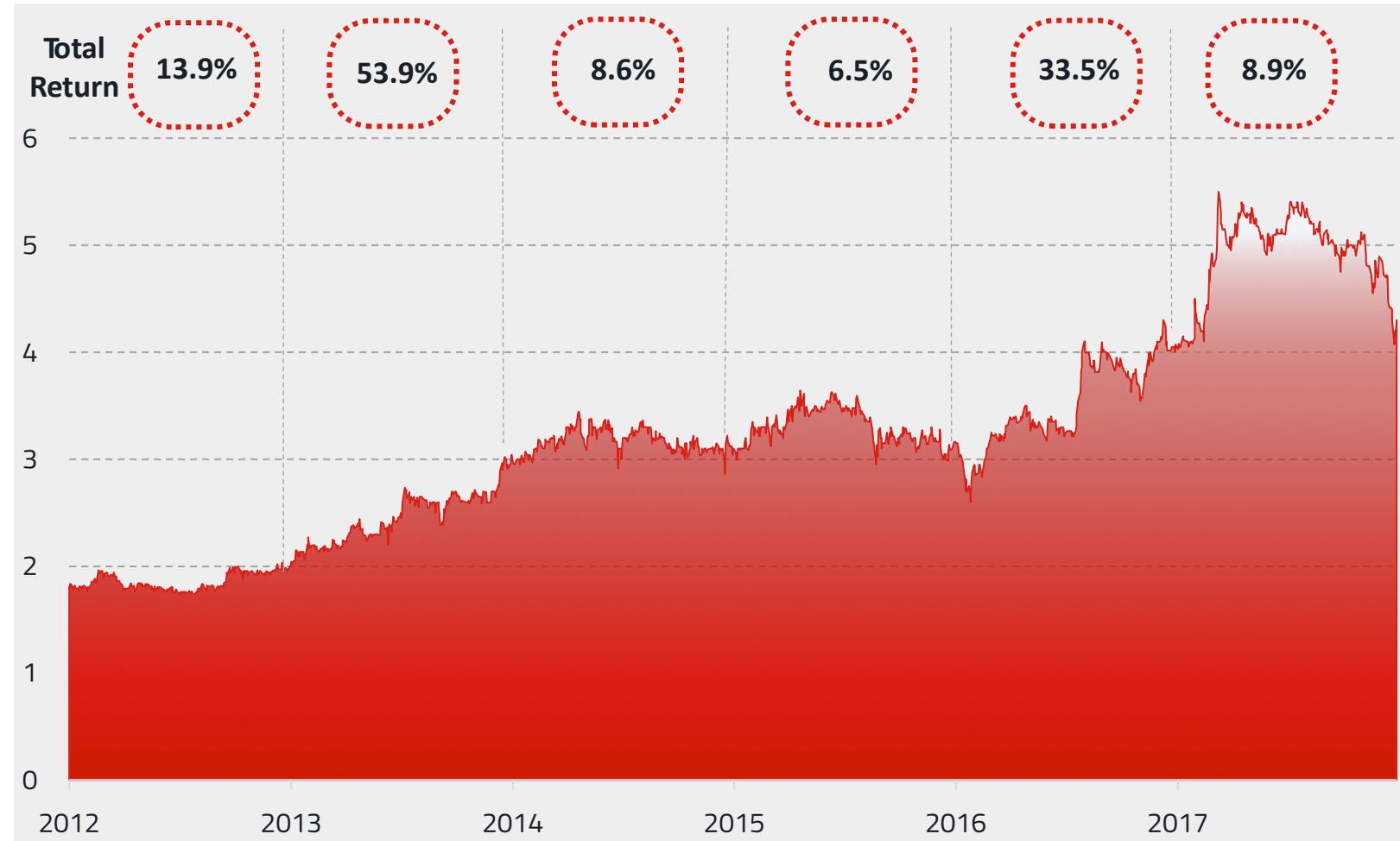
Performance (Jan 2012 - Dec 2017) →

Share Price Change: 138.89%

Annualized return: 15.6%

Total Return
(dividends reinvested): 196.44%

Annualized Total Return:
(dividends reinvested) 19.84%





Management Outlook

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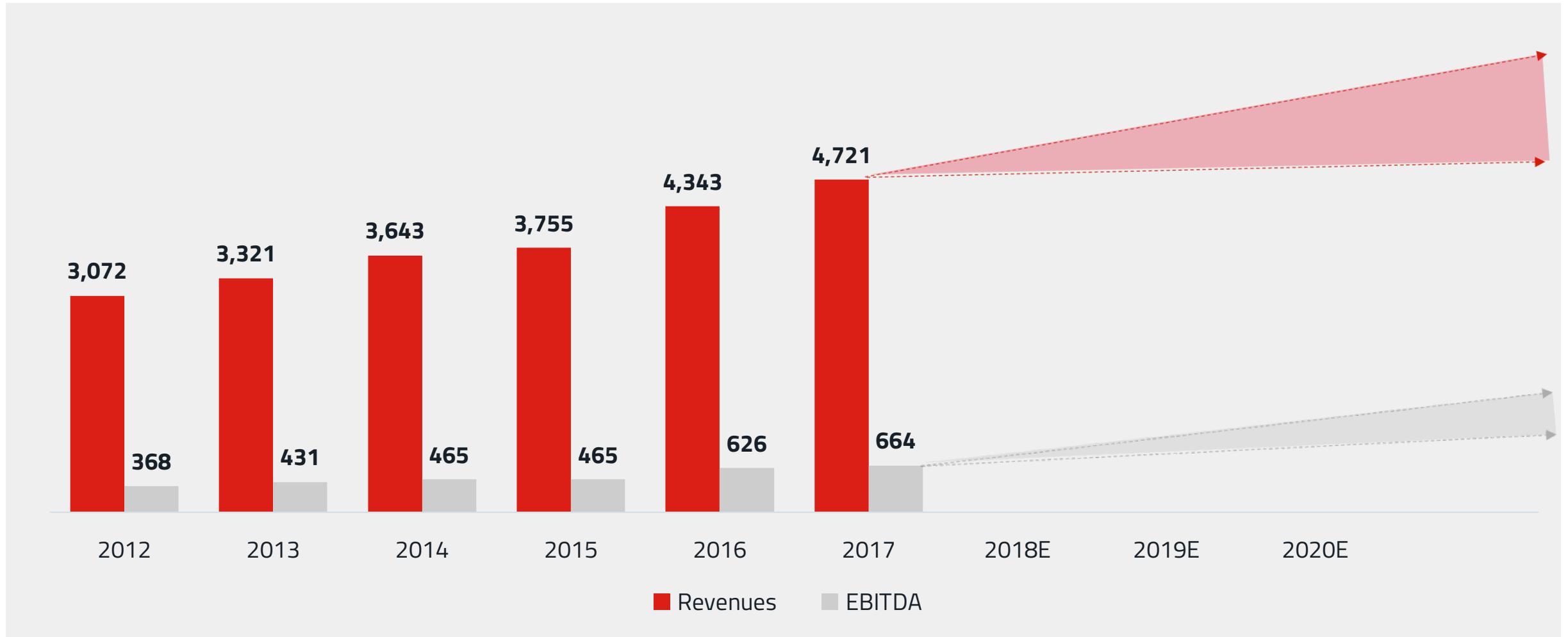
The Way Forward: Management Priorities

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
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Other	↑ 22%	AED 279 m	↓ 2%	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



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