



INVESTOR PRESENTATION

Q1 2023 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 Q1 2023
3. Q1 2023 Product Breakdown
4. Q1 2023 Group Financial Results

16,000+

Employees



65+

Countries

+600

Offices

USD 390M

Revenues Q1 2023

USD 1.31 B

Market Cap on 31 March 2023



International Express

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



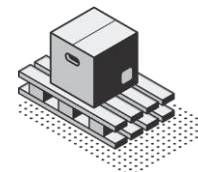
Freight Forwarding

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
Iran
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

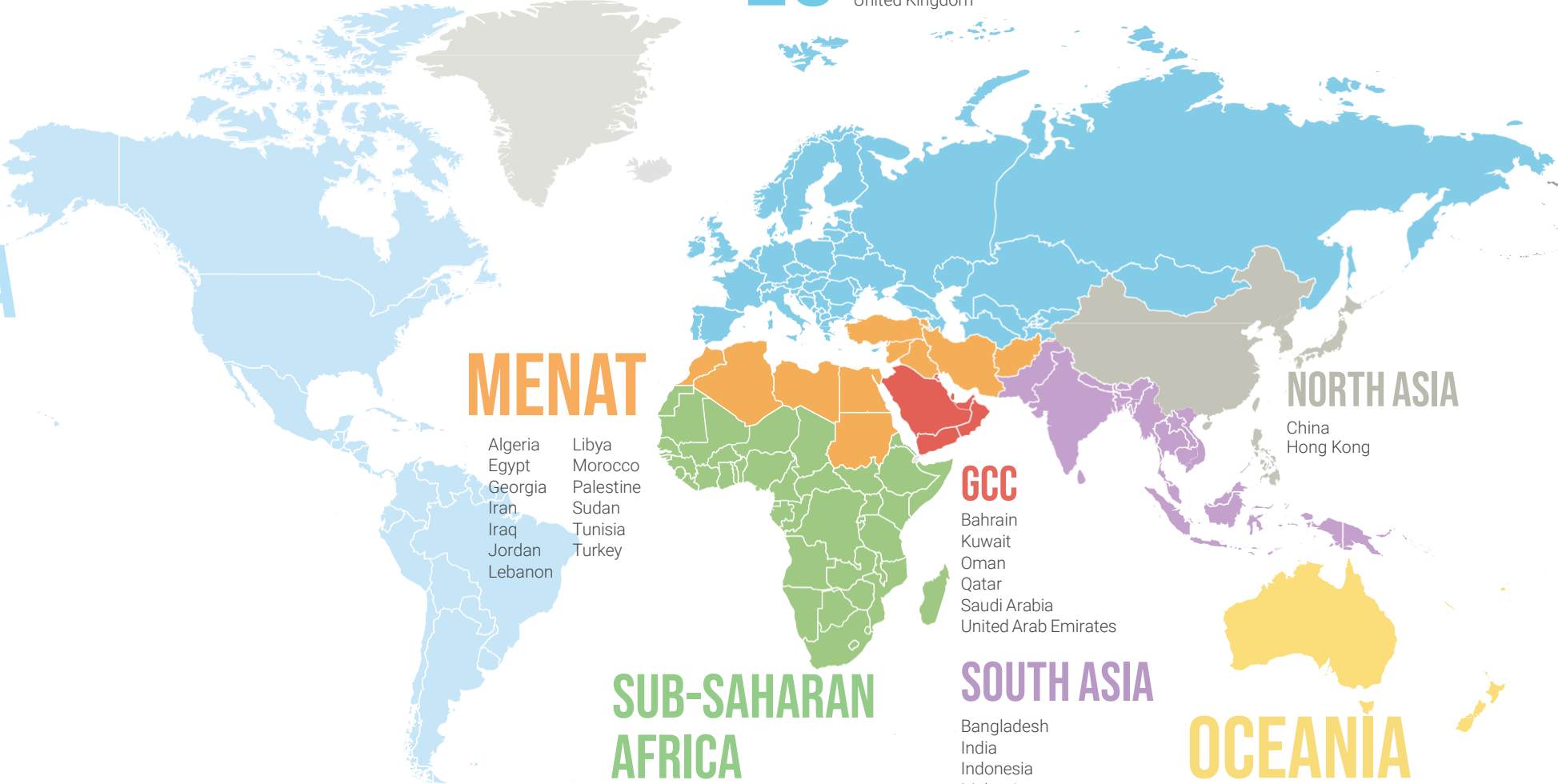
Bangladesh
India
Indonesia
Malaysia
Singapore
Sri Lanka
Thailand

NORTH ASIA

China
Hong Kong

OCEANIA

Australia
New Zealand





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
LOGISTICS

aramex
DOMESTIC

aramex
FREIGHT

~65% of Revenue

~34% of Revenue



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, showing a winding road and a red Aramex truck. The truck is positioned in the upper center of the frame, with the word 'aramex' written vertically on its side. The landscape is characterized by orange and brown tones, with some green vegetation and a river or stream visible in the upper left. The sky is filled with soft, white clouds.

aramex

IN THE MIDDLE EAST OF IT ALL

AN ARAMEX DOCUMENTARY | 40 YEARS OF OPERATIONS

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



Q1 2023 Key Highlights

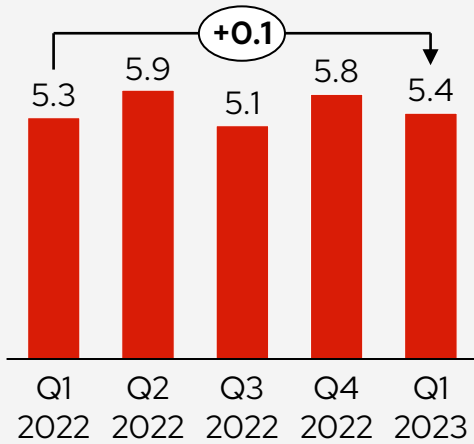


- *Amid softening of global shipment volumes, Aramex continued to deliver a resilient performance in the first quarter of 2023, while making further progress in executing its strategy. Revenue was USD 390m, down marginally by 1% YOY, outperforming global peers.*
- *Gross profit improved 4% YoY in Q1 2023, driven by consolidated growth in the international express business – with the MyUS acquisition providing a further boost. This reflects Aramex’s consistent investment in efficiency maximizing initiatives and cost optimization through the economic cycle.*
- *Freight-Forwarding and Logistics and Supply Chain Solutions Businesses performed strongly with 17% and 23% increases in Gross Profit respectively, strengthening the mix of quality revenues across the Group. International Express also improved Gross Profit by 3%, while Domestic Express declined by 6% due to domestic revenue decline of 4%, which is attributed to FX impact.*
- *Aramex’s strategically balanced geographical presence enabled the Company’s home markets to continue their strong performance, with the GCC accounting for 39% of total revenues, while also supporting solid revenue growth in Europe and North American outbound markets.*
- *Robustly positioned with a healthy cash balance of USD 197 million and a strong balance sheet with a net debt-to-EBITDA ratio of 2.3x.*
- *In line with the five-year strategy, the Group is focused on mid- and long-term growth, while continuing to attract talent and champion investments in innovation and technology.*

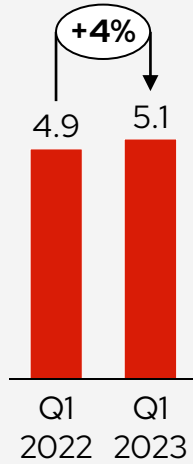


Product Breakdown

International Express Volumes (in million of shipments)

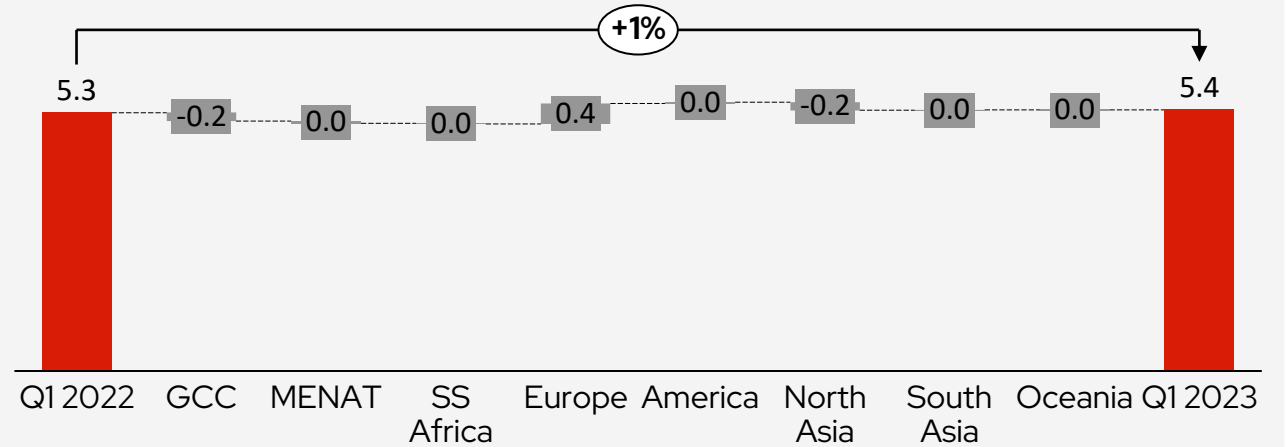


Group Express volumes



Group Express volumes excl volumes from MyUS and China customer

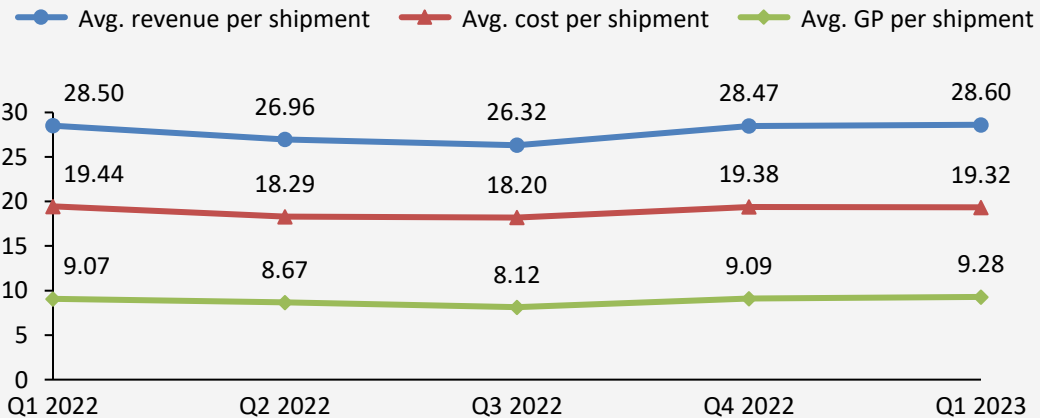
Geographic contributions to int'l express volumes in Q1 2023



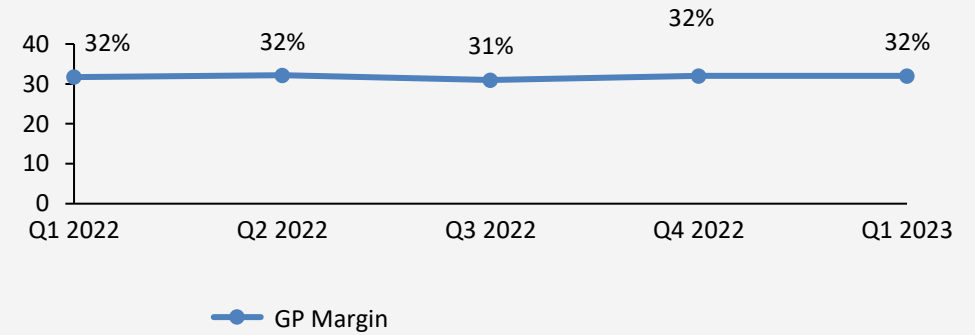
Quarter Financials (in USD thousands)

	Q1 2022	Q1 2023	Change
Revenue	152,202	154,272	1%
Total Direct Cost	103,794	104,227	0%
Gross Profit	48,408	50,045	3%
GP%	32%	32%	

Average KPIs per shipment

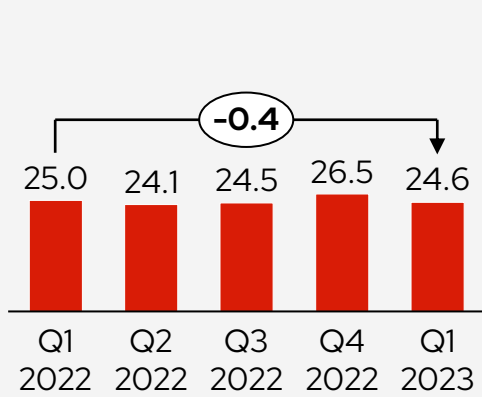


GP Margin and Commentary

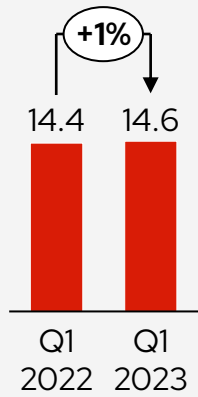


- Per shipment KPIs for the International Express business show resilience over the past few quarters, as well as improvement in Q1 2023 compared to Q1 2022. MyUs positively impacted performance in Q1 2023 and partially in Q4 2022.
- The increase in organic revenue per shipment due to 1) rate increases and fuel surcharges was offset by the declines primarily associated with 1) the change in customer mix and 2) FX

Quarterly Domestic Volumes (in million of shipments)

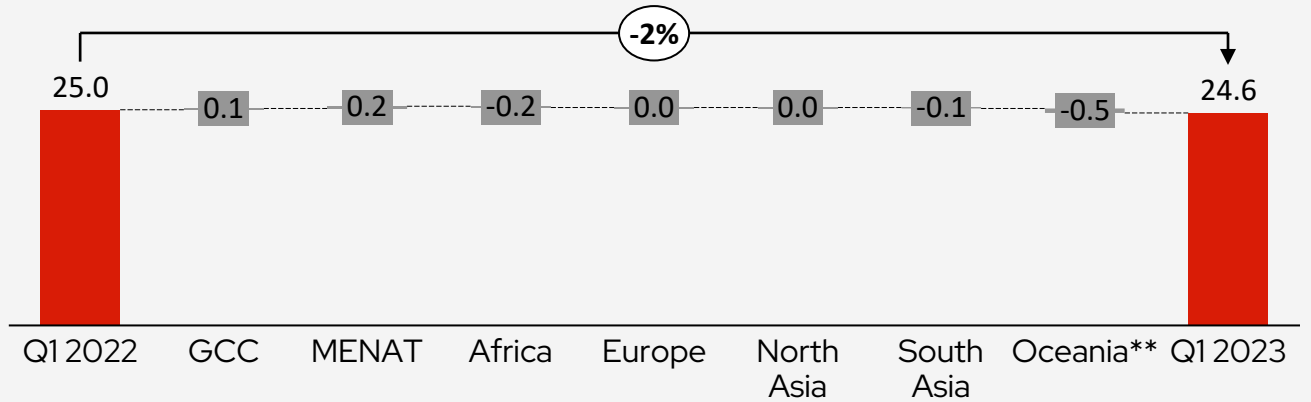


Group Domestic volumes



Group Domestic Volumes excl Oceania

Geographic contributions to domestic volumes in Q4 2022



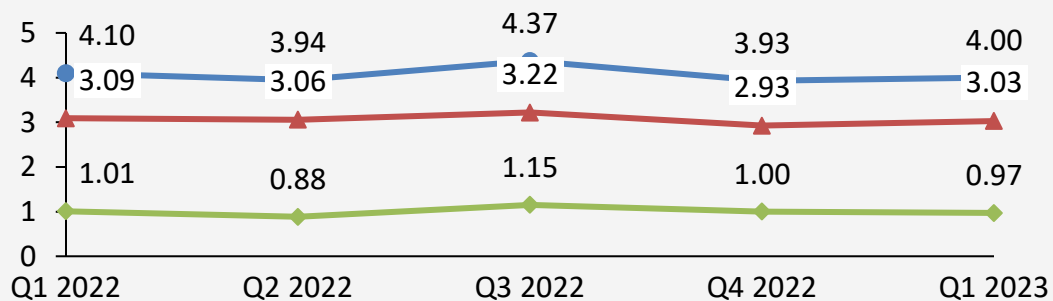
**Oceania restructuring plan is in place

Quarter Financials (in USD thousands)

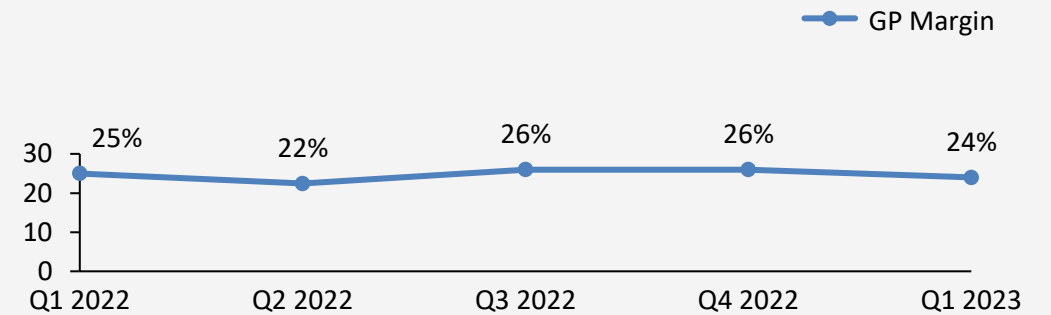
	Q1 2022	Q1 2023	Change
Revenue	102,554	98,473	(4%)
Total Direct Cost	77,295	74,611	(3%)
Gross Profit	25,259	23,862	(6%)
GP%	24.6%	24.2%	

Average KPIs per shipment

● Avg. revenue per shipment ▲ Avg. cost per shipment ◆ Avg. GP per shipment



GP Margin and Commentary



- Per shipment KPIs for the Domestic Express business show resilience in Q1 2023 compared to Q1 2022
- Revenue per shipment benefitted from 1) increases in rates and customer mix which was offset by 1) FX impact, 2) decrease in fuel surcharges

*Domestic Express Revenues were positively impacted by the reclassification of the "Other" Revenues. Other Revenues included, among others, Royalty and Franchisee revenues which are directly related to the Courier Business. The reclassification took place as management believes these revenues are directly attributable to the Courier Business and must therefore be reflected under Courier Revenues. The reclassification was applied at Q3 2022 and Q4 2022 and for the respective comparative periods in 2021; In 2023 the comparative period per quarter will be adjusted as the quarter commences.

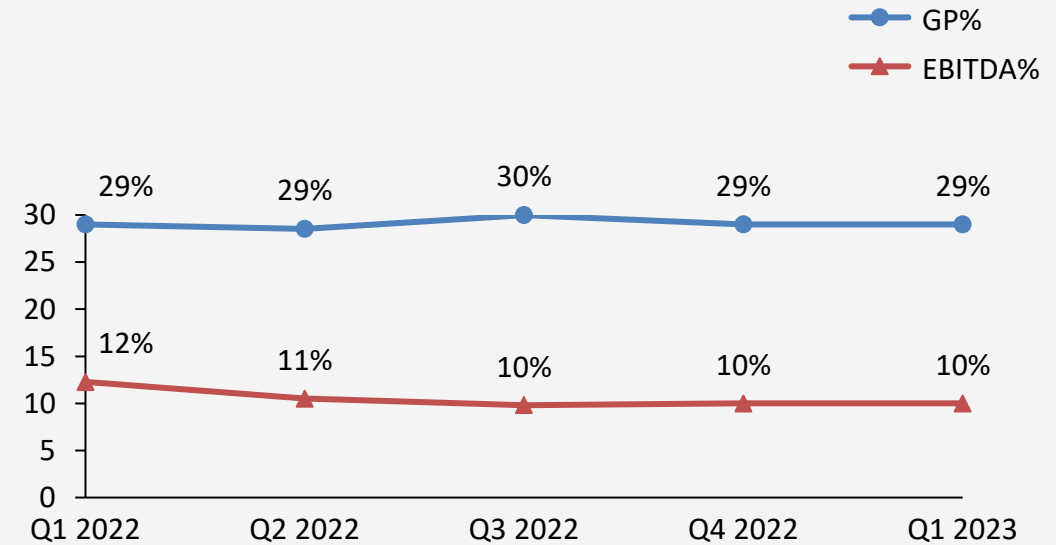
Financial & Performance Highlights | Courier Services (consolidated Domestic and International Express)



Quarter Financials (in USD thousands)

	Q1 2022	Q1 2023	Change
Revenue	254,756	252,745	(1%)
Total Direct Cost	181,089	178,838	(1%)
Gross Profit	73,667	73,907	0%
GP%	29%	29%	
EBIT	13,947	10,294	(26%)
EBIT%	5%	4%	
EBITDA	30,968	26,533	(14%)
EBITDA%	12%	10%	

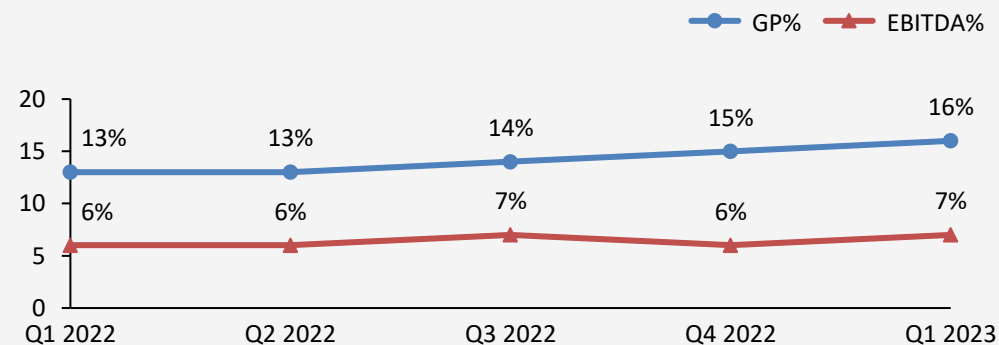
Courier Margins



Quarter Financials (in USD thousands) and Volumes

	Q1 2022	Q1 2023	Change
Revenue	106,500	104,948	(1%)
Total Direct Cost	92,327	88,297	(4%)
Gross Profit	14,173	16,651	17%
GP%	13%	16%	
EBIT	4,022	5,589	39%
EBIT%	4%	5%	
EBITDA	5,897	7,536	28%
EBITDA%	6%	7%	

Freight Margins and Volumes

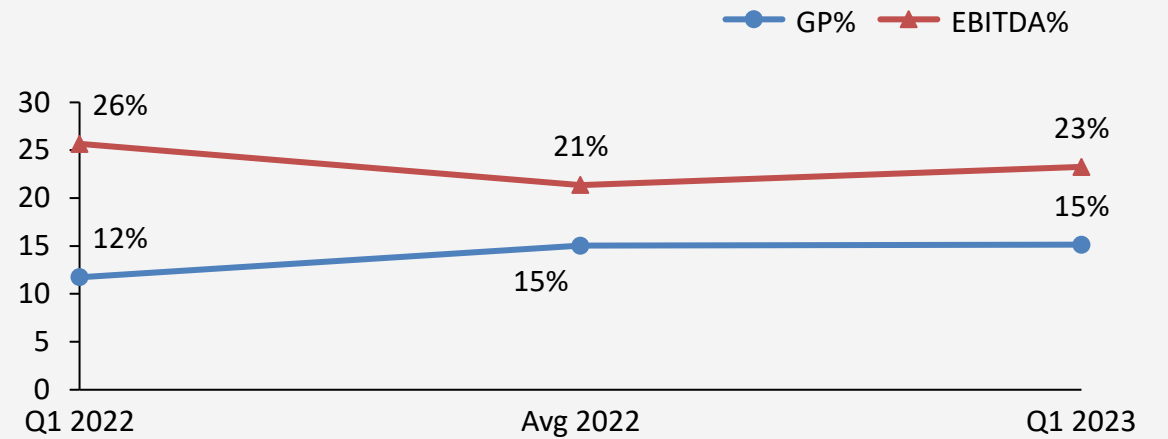


	Q1 2022	Q1 2023	Change
Land freight (FTL)	7,271	6,829	-6%
Land Freight (LTL KGs)	36,921,430	36,357,056	-2%
Sea Freight (FCL TEU)	8,142	7,004	-14%
Sea Freight (LCL CBM)	5,225	6,072	16%
Air Freight (KGs)	12,740,840	11,158,986	-12%

Quarter Financials (in USD thousands)

	Q1 2022	Q1 2023	Change
Revenue	30,525	29,147	(5%)
Total Direct Cost	26,938	24,735	(8%)
Gross Profit	3,586	4,412	23%
GP%	12%	15%	
EBIT	1,577	585	(63%)
EBIT%	5%	2%	
EBITDA	7,832	6,777	(13%)
EBITDA%	26%	23%	

Logistics Margins

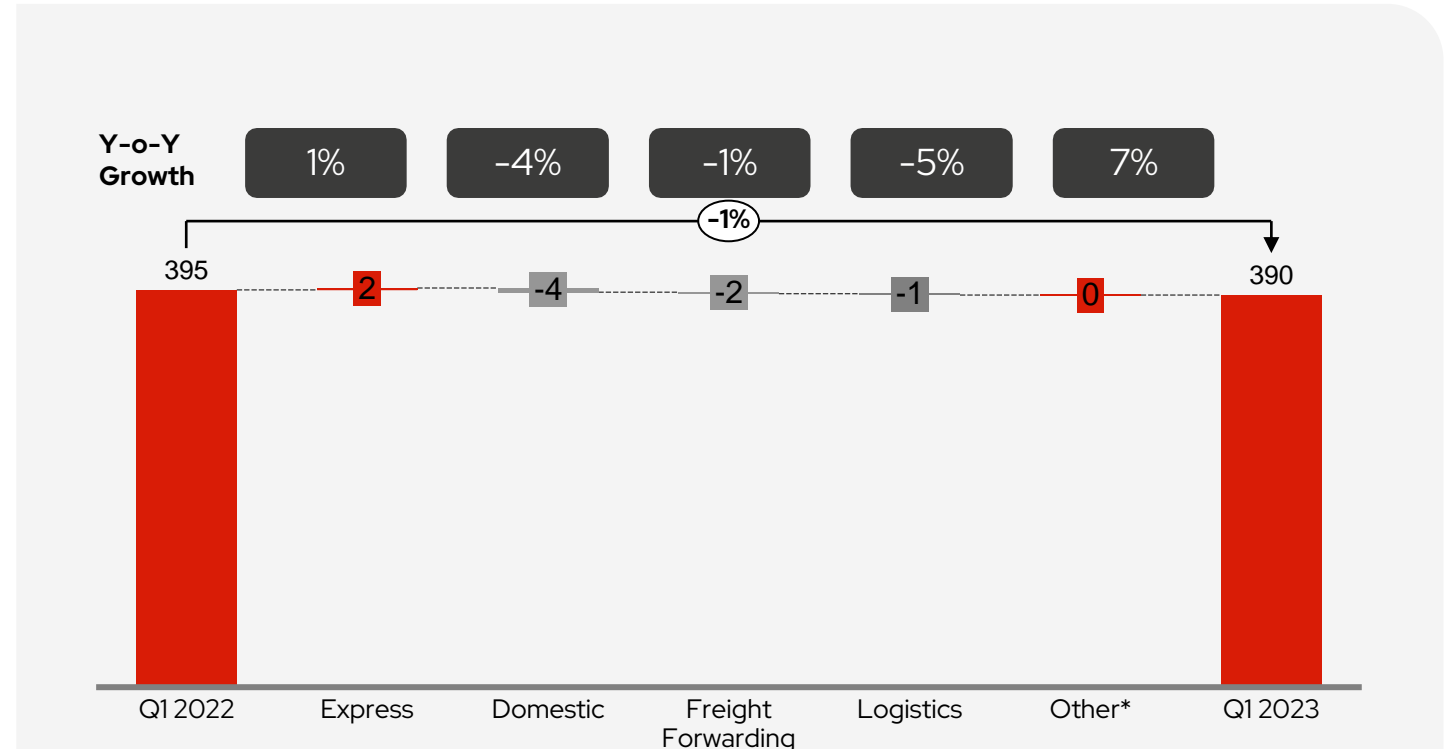
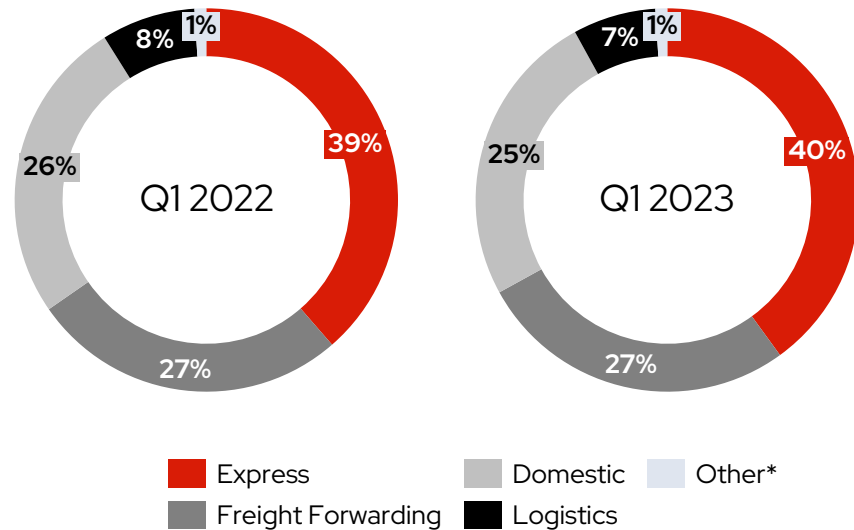




Group Financial Results



Revenues by Segment (USD m)

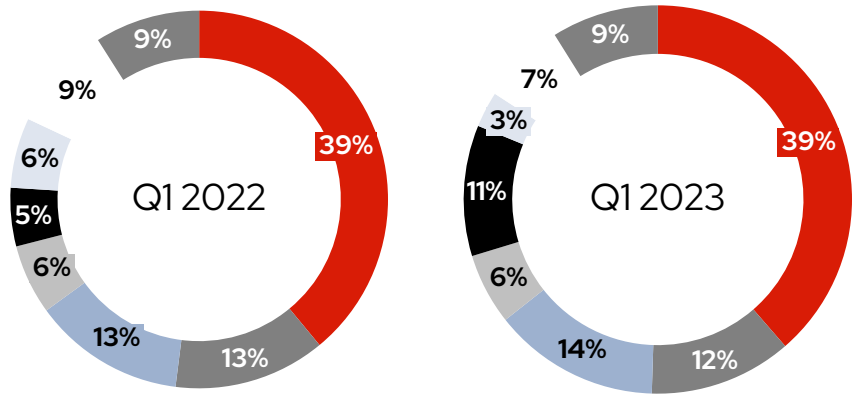


*Domestic Express Revenues were positively impacted by the reclassification of the "Other" Revenues. Other Revenues included, among others, Royalty and Franchisee revenues which are directly related to the Courier Business. The reclassification took place as management believes these revenues are directly attributable to the Courier Business and must therefore be reflected under Courier Revenues.

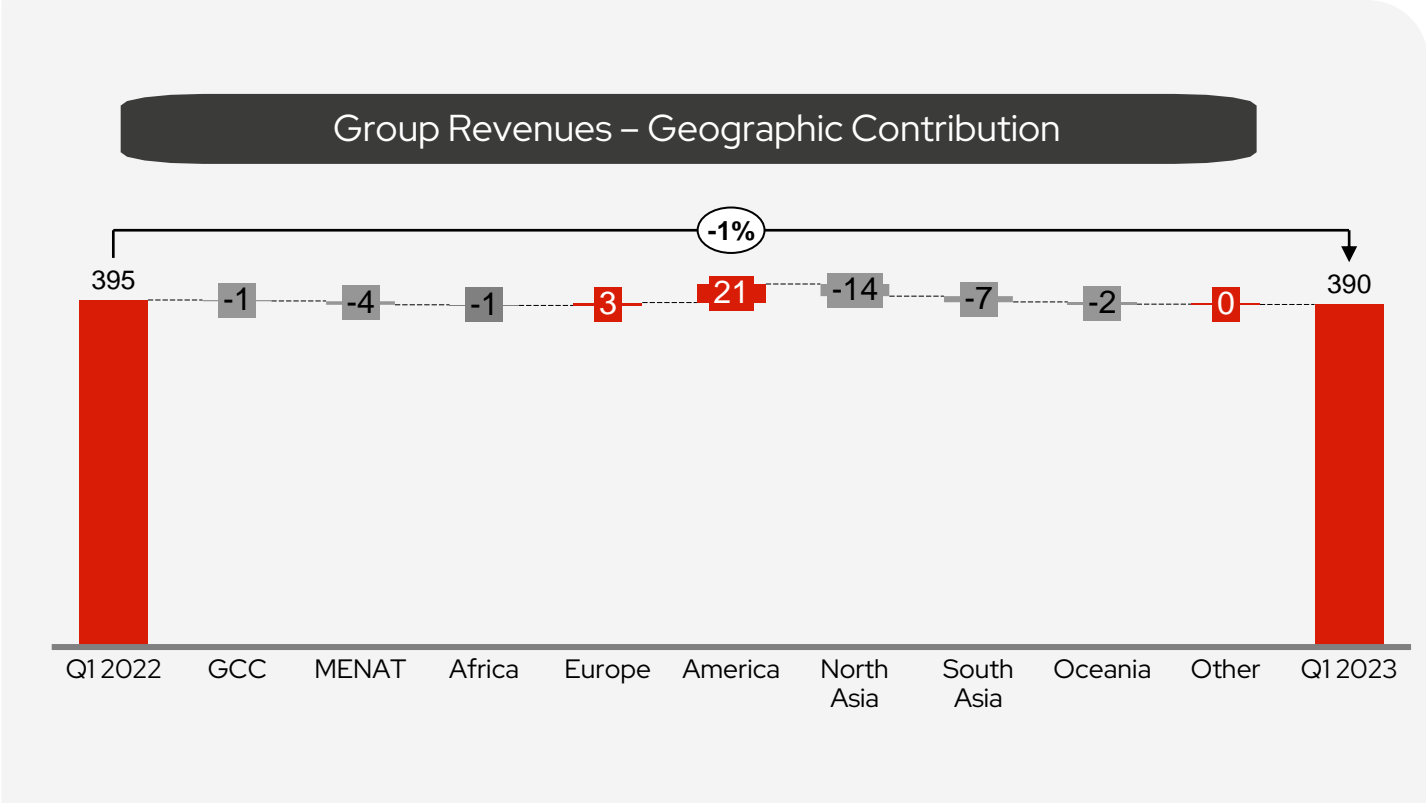
There is no impact on the condensed interim consolidated statement of profit or loss as a result of this change. The reclassification was done in Aug YTD 2022 and part of the revenue from the "others" segment from August YTD was allocated to Domestic in the subsequent quarters (Q3 2022, Q4 2022, Q1 2023) and for the corresponding quarters in the previous year.

Financial & Performance Highlights | Strong performance in GCC markets; 39% of total revenues

Revenues by Geography (USD m)



- GCC
- MENAT
- Europe
- SS Africa
- America
- North Asia
- South Asia
- Oceania



Regions (in thousands USD)

GCC		
Rev Ctrb to Group		39%
Rev & Grth	152,623	(1%)
GP & Grth	36,976	24%
Volumes	9,647,931	0%

MENAT		
Rev Ctrb to Group		12%
Rev & Grth	47,420	(8%)
GP & Grth	13,488	(10%)
Volumes	4,860,980	4%

Europe		
Rev Ctrb to Group		14%
Rev & Grth	53,023	7%
GP & Grth	7,216	(22%)
Volumes	1,613,062	35%

America		
Rev Ctrb to Group		11%
Rev & Grth	41,370	104%
GP & Grth	13,545	496%
Volumes	1,203,260	2%

SS Africa		
Rev Ctrb to Group		6%
Rev & Grth	22,968	(3%)
GP & Grth	7,123	(8%)
Volumes	1,413,996	(11%)

North Asia		
Rev Ctrb to Group		3%
Rev & Grth	9,772	(58%)
GP & Grth	2,474	(64%)
Volumes	206,723	(45%)

South Asia		
Rev Ctrb to Group		7%
Rev & Grth	26,829	(21%)
GP & Grth	5,544	31%
Volumes	997,977	(5%)

Oceania		
Rev Ctrb to Group		9%
Rev & Grth	34,051	(6%)
GP & Grth	6,911	(17%)
Volumes	10,069,834	(5%)

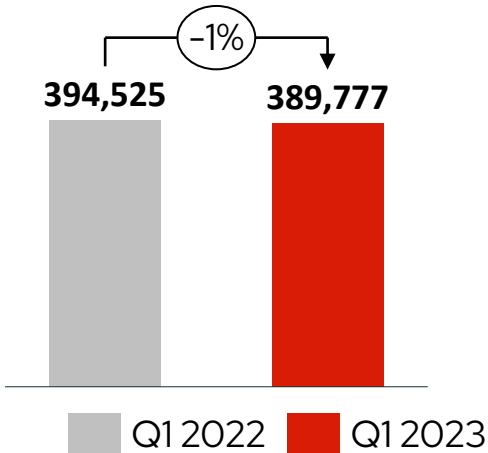
Revenues include revenues from all four product lines: International Express & SnS; Domestic Courier, Freight Forwarding and Logistics

Ctrb refers to regional revenue contribution to total group revenues.

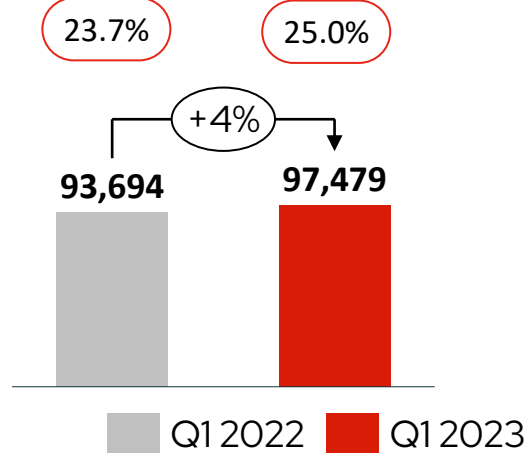
Volumes: includes volumes from International Express (incl. SnS and MyUS) and Domestic Courier; all volume numbers are actuals

Financial & Performance Highlights | Group Highlights Q1 2023

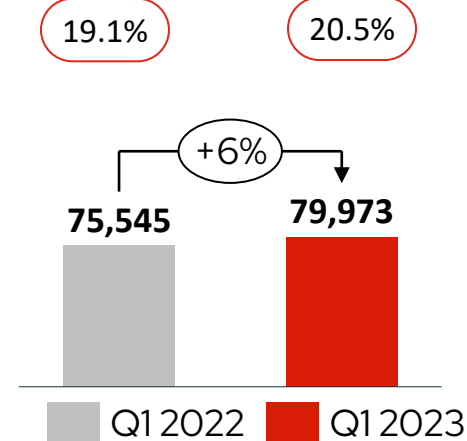
Revenue (USD m)



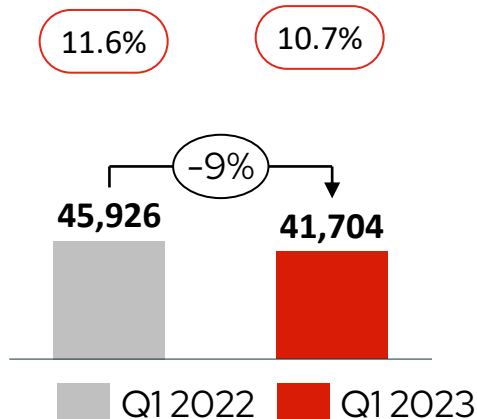
Gross Profit (USD m)



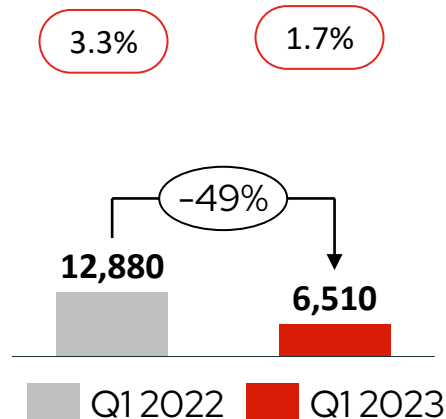
SG&A (USD m)



EBITDA (USD m)



Net Profit (USD m)



X%

Represents Margin in % of Revenue

- Revenue was USD 390m, down marginally by 1% YOY, outperforming industry peers.
- Gross profit improved 4% YoY Q1 2023, driven by consolidated growth in the international express business – with the MyUS acquisition providing a further boost. This reflects Aramex’s consistent investment in efficiency maximizing initiatives and cost optimization through the economic cycle.
- While consolidated SG&A increased by 6% YoY due to the addition of MyUS, the organic SG&A (which excludes MyUS) declined by 3%, reflecting the Company’s agility in cost management.
- Net Profit was USD 6.5m, compared to USD 12.9m in Q1 2022, impacted by the decline in revenues and an increase in finance expenses
- Effective Tax Rate was stable at 31% in Q1 2023 compared to 30% in Q1 2022

FCF Evolution

Free Cash Flow = Cash Flow from Operating – Lease Repayments + Interest Expense ROU + Cash Flow from Investing



- Free Cash Flow in Q1 2023 improved compared to Q1 in previous years.
- The improvement in Free Cash Flow in Q1 2023 is attributed to the improvement in DSO days as well as receivables.
- Free Cash Flow in Q4 2022 includes the consideration paid for the acquisition of MyUS.
- Normalised Free Cash Flow in Q4 2022 was \$72 million, representing 4.5% of sales and indicating the start of a good recovery compared to 2021
- Normalizations applied to FCF in Q4 2022 include the MyUS acquisition cash outflow, and certain 2021 non-recurring items including the proceeds from the sale of InfoFort

Financial & Performance Highlights | Healthy balance sheet, conservative leverage, and strong cash position

Balance Sheet Highlights (in USD thousands)

	31 March 2023	31 Dec 2022	Change	Change %
Current assets	573,600	594,401	(20,801)	-3%
Assets held for sale	1,684	1,789	(105)	-6%
Non-current assets	1,069,573	1,062,718	6,855	1%
Total assets	1,644,857	1,658,908	(14,051)	-1%
Current liabilities	390,244	412,500	(22,256)	-5%
Liabilities held for sale	1,233	1,336	(103)	-8%
Non-current liabilities	566,059	559,349	6,711	1%
Total liabilities	957,537	973,185	(15,648)	-2%
Non-controlling interest equity	2,418	2,414	4	0%
Equity Attributable to equity holders	684,902	683,310	1,593	0%
Total equity	687,320	685,724	1,597	0%
Key Ratios				
Net Debt TO EBITDA	2.3x	2.3x		
Debt to Equity	85.38%	87.50%		
Debt to Equity (Excluding IFRS 16)	46.79%	50.10%		

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