aramex
delivery unlimited

Aramex Acquires 25% Stake in "WS One General Trading"

- ***Acquisition aligned with Aramex's asset-light business model***
- ***Deal further expands Aramex's global e-commerce proposition***
- ***Agreement to grow Aramex's B2C business***

Dubai, UAE; January 20, 2016:

Aramex, the leading global logistics and transportation solutions provider, today announced the acquisition of a 25% stake in WS One General Trading LLC (WS1), a UAE cross-border parcel consolidation service provider operating out of Ohio, in the United States. The deal value is AED 9 million.

WS1 is a rapidly growing company that adds considerable value to the e-commerce logistics value chain. WS1 consolidates and ships packages to customers around the world. The company provides its global customer base with WS1 addresses to enable the purchase of online goods with economical delivery options. Once packages are received in the US, WS1 through its professionally managed warehouse ships them to over 20 different countries. This ensures the most efficient, cost-effective and secure shipping options for its customers, 40% of which already use Aramex.

The new deal will strengthen Aramex's e-commerce business and support its mission of facilitating enhanced cross-border trade. WS1's asset-light business model also makes it a strong fit for Aramex's global network. Maintaining low ownership of warehouse and transportation assets, WS1 works with global courier partners to maximize efficiencies and reduce costs. By consolidating freight, it ensures that its customers pay the lowest possible delivery costs.

Commenting on the acquisition, Hussein Hachem, Chief Executive Officer of Aramex said:
"We are excited to add WS1 to Aramex's global network. WS1 is an excellent strategic fit for Aramex, with scalable synergies with Aramex's own global infrastructure. It complements our existing international shipping service, Shop and Ship and presents opportunities for us to further expand our e-commerce proposition. We are confident that the agreement will help grow our B2C business by connecting more online shoppers directly to e-tailers in the US."

Tariq Khoshhal, the Chairman of WS1, said:
"We are very proud of the business we have built up so far. The investment we have made in the company to provide value add services, optimal delivery times and extend our reach globally has resulted in significant growth for our business and brand. Following the deal, we will continue to deliver happiness to our customers through the benefit of Aramex's global extended network, international expertise and scale, while still being able to enjoy our growing personalised, tailored services."

In 2014, Aramex made a series of strategic acquisitions in Africa and the Asia-Pacific to extend its global footprint. The WS1 deal will continue to provide significant opportunities for Aramex to further its global expansion and take advantage of increasing demand for logistics, delivery and e-commerce solutions worldwide.

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About Aramex:
Aramex (DFM: ARMX) is a leading global provider of comprehensive logistics and transportation solutions. Established in 1982 as an express operator, the company rapidly evolved into a global brand recognized for its customized services and innovative multi-product offering. Traded on the NASDAQ from 1997 to 2002, Aramex today is a publicly traded company on the Dubai Financial Market, employing more than 13,900 people in 354 locations across 60 countries and leads a strong alliance network providing global presence, and bringing together over 90 independent express companies from around the world. The range of services offered by Aramex includes integrated logistics solutions, international and domestic express delivery, freight forwarding, secure records and information management solutions, and e-services, including e-business solutions and Shop and Ship.

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