Date:	Wednesday, 4th November 2020
Name of the Listed Company:	Aramex PJSC
The period of the financial statements covered by the report:	Financial Statements for the third quarter and the first nine months ended 30th September 2020.
Overview of the main results during the financial period:	• Q3 2020 Revenue rose by 19% to AED 1,507 million compared to AED 1,270 million in Q3 2019. • Revenue for the nine-month period ending 30 September 2020 increased by 7% to AED 4,035 million, compared to AED 3,782 million in the corresponding period of 2019. • Net profit fell by 59% to AED 46.2 million in Q3 2020, compared to AED 113.8 million in the corresponding period of 2019. Excluding the non-recurring provision, Net Profit would have been down by only 13% year-on-year to AED 99.1 million. • Net Profit for the nine-month period decreased by 40% to AED 208 million compared to AED 344.94 million in the prior year period. Excluding the provision, nine months Net Profit would have been AED 260.89 million, a 24% decline from AED 344.94 million made in the same period last year.
Securities issued during the financial period:	The Company did not issue any securities during Q3 2020.
Summary of the key non-financial events and developments during the financial period:	• Q3 2020 top line rose across most of the Company's business lines, with International Express rebounding from the previous quarter as global business activities have generally started to pick up with Covid-19 related lockdowns, mobility restrictions and border closures easing over the three-month period. • To enable the Company to manage a robust increase in volumes, costs related to scaling operations rose over the period. Additionally, some cross-border costs including line haul rates remain high relative to their historical averages. Those costs have been pushed higher since the beginning of the Covid-19 pandemic. • Covid-19 has accelerated growth in the e-commerce industry, which remains the dominant driver of Aramex's top line growth. • Moreover, the Company also managed to capture new opportunities from other industries, namely healthcare and pharmaceutical as well as retail and food and beverage. This has enabled Aramex to further diversify its revenue mix, which is a core part of its commercial strategy to ensure it continues to grow sustainably through various market cycles. • However, Covid-19 has also increased Aramex's overall operating costs across multiple parts of its business including costs related to scaling last mile operations and cross border transportation. • Aramex experienced an exceptional 35% growth in total volumes over the period, with the majority of the contribution coming from its core markets including Saudi Arabia and UAE. • Over the period, the Company continued investing in its last mile infrastructure to support the strong growth in e-commerce activities including hiring more couriers, increasing its fleet, expanding its warehouse capacity and upgrading its clearance gateway capabilities.

	• The Company also invested in several IT solutions to help automate and digitize certain processes. These investments are crucial to ensuring Aramex is in a stronger position to efficiently handle current and future higher volumes and improve its level of service to customers.
Summary of operational performance during the financial period:	• **Cross-border International Express** revenues increased by 29% to AED 715 million and shipment volumes rose by 12% year-on-year and by 14% from Q2 2020. The majority of the growth has been coming from Asia and Europe origins into GCC markets. However, margins continue to be pressured because of Covid-19 induced higher operating costs. • **Domestic Express** business grew by 29% to AED 350 million and e-commerce volumes in core markets surged 71% over the period with particularly strong contribution from Saudi Arabia and the UAE, in addition to Australia. This was driven by a very strong demand from e-commerce activities. • **Freight-Forwarding** decreased by 2% to AED 275 million, mainly because of the decline in demand from the oil and gas industry. However, this business line witnessed some good recovery in other industries such as retail and a considerable increase from the pharmaceutical and healthcare industries. • **Logistics & Supply Chain Solutions** business rose by 6% to AED 94 million. This business line has recovered from Q2 2020 as regional retailers have witnessed a recovery in their sales activities since the loosening of Covid-19 lockdown measures and is also benefitting from solid growth from the healthcare industry. Of note, Aramex has made inroads into the food and beverage market and sees it as a growth market segment.
Summary of profit and loss during the financial period:	Please refer to Appendix 1
Summary of financial position as at the end of the financial period:	Please refer to Appendix 1
Summary of cash flow during the financial period:	Please refer to Appendix 2
Key Performance Indicators:	• Revenues • Net Operating profit • Overall performance of Last Mile Delivery Services • Employees Engagement
Expectations for the sector and the company's role in these expectations:	• Aramex believe that the regions' transportation, logistics and last mile delivery industry is ripe for consolidation and the Company is actively seeking potential opportunities that will realize synergies to enhance the sector's efficiency, reliability and end-to-end service level.
Expectations regarding the economy and its impact on the company and the sector:	• The road to recovery from COVID-19 is not yet clear. • There is also ambiguity around shifts in consumer demand trends in a post-COVID-19 world.
Future plans for growth and changes in operations in the future:	• Aramex has developed strategic plans to invest in infrastructure, technology and innovation in the last mile delivery services • Aramex has also strengthened its sales operations by developing its human capital and attracting the best talents specialized in strategic sectors for the Company.
The size and impact of current and projected capital expenditures on the company:	Please refer to Appendix 3

Developments of the implementation of projects, plans and deals addressed by the company's Board of Directors in the Directors' Report for the previous fiscal year:	• The Company continues to improve operating efficiencies and accelerated its digital transformation efforts in order to enhance service levels. • The Company continues to invest heavily in the last mile operations, one of the most critical and competitive stages of the delivery journey. • The Company continues to fast tracking its commercial transformation process to encourage accelerated growth in the B2B business lines.

Name of the Chairman of the Board of Directors or his representative	Bashar Obeid, Chief Executive Officer
Signature and Date:	Wednesday, 4th November 2020
Company Seal:	aramex (PJSC) PO Box 95946, Dubai - UAE ارامكس (ش م ع)

Aramex PJSC
AED'(000)

1- Balance sheet

	Sep-20	Dec-19
Current Assets	2,401,757	2,468,847
Non Current Assets	3,227,933	3,273,957
Current liabilities	2,022,922	2,083,108
Non Current liabilities	1,033,438	1,027,154
Shareholders Equity	2,573,330	2,632,542

2- Income statement	3rd Qtr'20	3rd Qtr'19	Sep YTD'20	Sep YTD'19
Revenue	1,507,240	1,269,940	4,034,858	3,782,280
Net Operating Profit	91,469	150,815	331,869	450,129
Net Profit for period	47,165	114,352	209,911	347,626
Earning per share	0.032	0.078	0.142	0.236

Cash Flow Summary for the period ended 30 of Sep
All amounts are in AED'000

	2020	2019
Net Cash Generated from Operating Activities	737,036	422,172
Net Cash Generated from Investing Activities	176,969	(361,380)
Net Cash Generated from Financing Activities	(520,431)	(162,339)
Net Foreign Exchange Difference	(19,405)	(53,081)
Cash and Cash equivalents at 1 January	588,114	709,955
Cash and Cash equivalents at 30th June	962,283	555,327

Capital Expenditures during the year ended 30th Sep
All amounts are in AED'000

	2020	2019
Capital Expenditures	88,835	94,924