

Date:	Thursday, 5 th March 2020
Name of the Listed Company:	Aramex PJSC
The period of the financial statements covered by the report:	Financial Statements for the Year 2019
Overview of the main results during the financial period:	<ul style="list-style-type: none"> • Full Year 2019 Revenue increased by 3% to AED 5,246 million, compared to AED 5,086 million in FY 2018. • FY 2019 Net Profit increased 1% to AED 497.4 million, compared to AED 492.6 million made in the year ago period.
Securities issued during the financial period:	The Company did not issue any securities during the year 2019.
Summary of the key non-financial events and developments during the financial period:	<ul style="list-style-type: none"> • In 2019, the Company continued to improve operating efficiencies and accelerated its digital transformation efforts in order to enhance service levels, especially in the last-mile delivery to be able to handle more capacity more efficiently and at a lower cost. • The Company strategically focused efforts on deepening its commitment to building a digital infrastructure that enables a higher service level to customers, more efficient processes to handle strong growth in shipment volumes and partial mitigation of impacts from pricing pressure, especially in our express business. • Aramex PJSC invested heavily in the last mile operations, one of the most critical and competitive stages of the delivery journey. This has enabled the Company to become the leaders in last mile in its core markets. • The Company continued to fast tracking its commercial transformation process to encourage accelerated growth in the B2B business lines such as fashion retail, telecommunications, manufacturing, chemicals and healthcare, which will help in diversifying its revenue mix.
Summary of operational performance during the financial period:	<ul style="list-style-type: none"> • In 2019, the Company launched a new, partially automated fulfilment center at Dubai Logistics City, which has improved its logistics and supply chain management solutions and offering. • The Company accelerated its digital transformation efforts to be leaner and more operationally efficient than ever before. It implemented technologies that helped reducing transit times and improved delivery accuracy and enhanced operating efficiencies.

	<ul style="list-style-type: none"> • Aramex PJSC embarked on setting up three new facilities in Saudi Arabia in response to increasing shipment volumes into and within the country. • The Company also did a major upgrade in an advanced automation system at its facility in New York to streamline sorting, processing and shipment transit times from North America to the region, which is a growth lane for the Company. • The Company invested in establishing new fulfillment facilities and increasing the number of Aramex PickUp and Drop Off (PUDO) points to be closer to end recipients, and introduced more automation in its operational and back office processes. • In 2019, Aramex PJSC announced the launch of its latest last mile delivery solution, Aramex Spot, across Saudi Arabia and the United Arab Emirates. As part of its efforts to enhance customer service and to accommodate the growing demand for more Pick-Up options, Aramex has partnered with commercial locations to utilize their outlets as convenient PUDO locations for its customers shipments.
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:	<ul style="list-style-type: none"> • 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:	The Company expects the logistics sector to achieve more growth, mainly driven by the increase in e-commerce volumes in the region, where Aramex is one of the largest companies in this sector in the Middle East, Asia, Europe and America.
Expectations regarding the economy and its impact on the company and the sector:	The economy in the Company's core markets is witnessing growth, which will have a positive impact on the Company's performance and increases its market share. However, Aramex expects competition to increase, which will affect profit margins.

Future plans for growth and changes in operations in the future:	<ul style="list-style-type: none"> • 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 2
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:	<ul style="list-style-type: none"> • In 2019, the Company continued to improve operating efficiencies and accelerated its digital transformation efforts in order to enhance service levels. • The Company invested heavily in the last mile operations, one of the most critical and competitive stages of the delivery journey. This has enabled the Company to become the leaders in last mile in its core markets. • The Company continued to fast tracking its commercial transformation process to encourage accelerated growth in the B2B business lines. • In 2019, the Company did not enter into any acquisition transactions.

Name of the Chairman of the Board of Directors or his representative	Mr. Abdullah M. Mazrui
Signature and Date:	Thursday, 5 th March 2020 <i>A. Mazrui</i>
Company Seal:	



**Preliminary Results of Public Joint Shareholders Company
(Final Result Brief for the year ended December 31st 2019)**

First - General Information :

Name of the company : ...Aramex (PJSC)

date Establishment : ...June 15, 2005.....

Paid up capital :AED 1,464,100,000.....

Subscribed capital : AED 1,464,100,000.....

Authorized capital : AED 1,464,100,000.....

Chairman of the Board : ...Mr. Abdullah M. Mazrui

Managing Director :Mr. Bashar Obeid.....

Name of the external auditor : ...PricewaterhouseCoopers.....

Mailing address : ... P.O. Box 95946, Dubai, UAE.....

Tel : ...+971 4 2833944.....

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E – mail : ...investors@aramex.com.....

- Preliminary Results (000 AED) :

	2019	2018
1- Current Assets	2,472,481	2,329,835
2- Non-Current Assets	3,270,320	2,374,446
3- Current Liabilities	2,083,106	1,862,192
4- Non-Current Liabilities	1,027,154	410,283
5- Shareholders Equity	2,632,542	2,431,806
6- Revenues	5,245,539	5,086,055
7- Net Operating Profit	649,848	684,696
8- Net profit for the period	497,400	492,635
9- Earnings per share (AED)	0.340	0.336

10- Summary of the company's performance for the last fiscal year.

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Chairman or authorized person signature:.....

A. Mazini

Company stamp:.....





Cash Flow Summary for the period ended 31st of Dec
All amounts are in AED'000

	2019	2018
Net Cash Generated from Operating Activities	859,916	494,477
Net Cash Generated from Investing Activities	(673,633)	(94,622)
Net Cash Generated from Financing Activities	(251,955)	(310,143)
Net Foreign Exchange Difference	(52,856)	(7,507)
Cash and Cash equivalents at 1 January	706,642	624,437
Cash and Cash equivalents at 31 December	588,114	706,642

Capital Expenditures during the year ended 31st December
All amounts are in AED'000

	2019	2018
Capital Expenditures	159,506	171,432