

Aramex 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 (DFM: ARMX), employing more than 8,600 people in over 310 locations around the globe, and has a strong alliance network providing worldwide presence.

The range of services offered by Aramex includes international and domestic express delivery, freight forwarding, logistics and warehousing, documents managements and online shopping services.

### History and Development – Timeline

| Year | Aramex   |  |  |  |  |  |  |
|------|--|--|--|--|--|--|--|
| 1982 | Started operations as an express wholesaler to US-based express delivery companies such as Federal Express (FedEx), Purolator, Burlington Northern, Emery, and Airborne Express  |  |  |  |  |  |  |
| 1990 | Co-founded with Airborne Express the Overseas Express Carriers (OEC), an alliance<br>of independent global express companies that functioned as a worldwide delivery<br>network for its members to compete with larger companies |  |  |  |  |  |  |
| 1994 | Pioneered a revolutionary service concept becoming the first company to offer express, domestic, and freight forwarding services under one roof  |  |  |  |  |  |  |
| 1997 | Became the first Arab company to trade its shares on the NASDAQ stock exchange   |  |  |  |  |  |  |
| 2002 | On its 20 <sup>th</sup> anniversary, the company was approached by Abraaj Capital, and was acquired in a leveraged management buyout. Consequently de-listing from the NASDAQ and returned to private ownership                  |  |  |  |  |  |  |
| 2003 | Co-founded the Global Distribution Alliance (GDA) and the World Freight Alliance (WFA) after DHL acquired Airborne Express, and launched a state-of-the-art in-<br>house developed global tracking system                        |  |  |  |  |  |  |
| 2005 | Went public on the Dubai Financial Market in a record breaking IPO with its shares traded under "ARMX", and launched a new global strategy to expand its product offering and geographic coverage                                |  |  |  |  |  |  |
| 2007 | Celebrated 25 years of success and innovation, and became the first company in the region to launch a Corporate University and adopt Sustainability Reporting  |  |  |  |  |  |  |
| 2010 | Weathered the economic crisis, emerging with a solid performance, released the second sustainability report, and reached new milestones in interactions with its stakeholders.   |  |  |  |  |  |  |

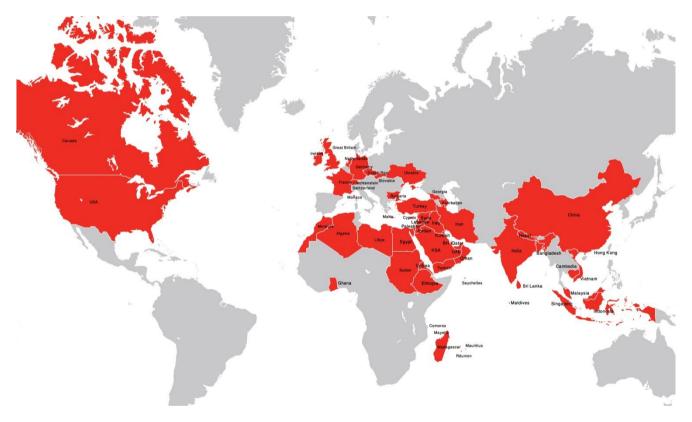
## **Global Network**

Aramex is a founding member and chairs the Global Distribution Alliance (GDA), which brings together over 40 leading express and logistics providers from around the world, each specializing in their own region and together covering the world with the same, unified quality standards and technology of Aramex. The network has more than 12,000 offices, 33,000 vehicles and 66,000 employees serving alliance customers and attending to their business around the clock in more than 240 countries.

Aramex is also a founding member of the World Freight Alliance (WFA), a global and dynamic network of freight forwarding specialists that provide both ocean and air freight services to customers.

#### **Aramex Offices**

Today, there are over 300 Aramex offices in 58 countries and 200 major cities worldwide. The network is continously growing and expanding.



# Awards and Accolades

Aramex has won many awards throughout the years in recognition of the company's high quality services, industry entrepreneurship and the strength of its brand.

| Year | Award   | From   |  |  |
|------|---|--|--|--|
| 2002 | Regional Express Company  | Institute of Transport Management            |  |  |
| 2003 | Gulf Brand of the Decade  | Gulf Marketing Review Magazine               |  |  |
| 2004 | UAE Superbrand  | Superbrands Council                          |  |  |
| 2004 | Regional Express Company  | Institute of Transport Management            |  |  |
| 2004 | Most Used Express Courier in MENA   | Middle East Travel Magazine                  |  |  |
| 2006 | Global Express Delivery Company   | Institute of Transport Management            |  |  |
| 2006 | Best Express Operator<br>Personality of the Year in Land Transport<br>Outstanding Achievement in<br>Entrepreneurship in Logistics | Middle East Logistics Awards (MELA)          |  |  |
| 2007 | "Retail Project" award for Shop&Ship  | Global Mail Awards                           |  |  |
| 2008 | 3 <sup>rd</sup> Party Logistics Provider of the Year<br>Corporate Social Responsibility   | Supply Chain and Transport Awards<br>(SCATA) |  |  |
| 2008 | Best Environmental Practices  | International Green Apple Awards             |  |  |
| 2009 | Environment Award   | British International Freight Association    |  |  |
| 2009 | Dubai Award for Sustainable Transport   | RTA - UAE                                    |  |  |

### Innovation and Technology

Innovation is deeply ingrained in our corporate culture, and has long been a driving force in the growth of Aramex services. It originally stems from listening to customers and developing new products and services that address market needs.

At Aramex, creativity is celebrated and rewarded. Small and big ideas come from all levels of the company to achieve the highest levels of customer satisfaction.

Aramex continuously invests in developing and utilizing the latest technologies to increase operational efficiency, enhance service quality, and empower its people.

#### Quality

Improving processes, eliminating bottlenecks and increasing efficiency of daily operations is an ongoing cycle in Aramex. We place high value on maintaining and enhancing quality in every facet of the organization. Therefore we have designed and implemented a quality management system to ensure a consistent level of high standards at all times, and we evaluate these standards regularly and work on technological and process innovations to improve upon them. The Aramex DQMS (Documented Quality Management System) complies with the requirements of the international standard of ISO 9001:2000 and includes a set of effective systems that measure customer satisfaction in order to ensure continuous service enhancement.

#### People

At Aramex, we believe that quality people produce consistently excellent service, and continuously innovate to meet customer needs, which is a cornerstone of our business. Therefore we strive to attract and maintain the best talents, while continuously nurturing and offering them opportunities to achieve and innovate.

People from every part of the world work under the Aramex banner, such diversity in backgrounds and outlooks enriches our discussions, perspectives and willingness to experiment. It paints the face of Aramex with cultural and linguistic riches and exudes a sense of a truly global culture that's tightly knit with one thread.

We believe in our people. That's why Aramex promotes from within at every opportunity, invests in people development, encourages personal growth, rewards excellence and supports career progression.

# **Corporate Activism**

For Aramex, sustainability is a strategy. Corporate activism then becomes embedded in our business model, and a reflection of how Aramex chooses to exist and operate.

As the first company in the region to report on its sustainable practices, Aramex continues to be accountable for its commitments to all stakeholders. Aramex is keen on continuously practicing its citizenship by being an active partner in development and serving its communities and the environment.

Aramex supports entrepreneurial initiatives, education and youth empowerment, sports and community organizing developing models (<u>www.ruwwad.net</u>) as a way to highlight the importance of human capital, citizenship and activism.

Moreover, Aramex continues to strive for new innovative measures and practices to offset its carbon footprint; from efficient, environmentally-friendly vehicles, to planting trees in several semi-arid locations, and using biodegradable or recycled material in packages, the journey never stops.

Aramex also tries to lend its technical support, expertise and know-how to disaster stricken areas in order to provide emergency relief and handle logistical support for donations.

# **Aramex Stations**

| Country        | Station | Country       | Station | Country              | Station |
|----------------|---------|---------------|---------|----------------------|---------|
| Azerbaijan     | BAK     | Indonesia     | JKT     | Qatar                | DOH     |
| Bahrain        | BAH     | Iran          | THR     | Reunion IS           | RUN     |
| Bangladesh     | DAC     | Iraq          | BGW     | Saudi Arabia         | DHA     |
|                | CGP     | Ireland       | XDB     |                      | JED     |
| Bulgaria       | SOF     |               | SNN     |                      | RUH     |
| Cambodia       | PNH     |               | ORK     |                      | XDM     |
| Canada         | YUL     |               | DBC     | Seychelles           | SEZ     |
|                | YYZ     | Jordan        | GSO     | Singapore            | SIN     |
| China          | SHX     |               | AMM     |                      | SIH     |
| Comoros        | YVA     |               | JDA     | Slovakia             | BTS     |
| Cyprus         | NIC     | Kuwait        | KWI     | Sri Lanka            | CMB     |
| Czech Republic | PRG     | Lebanon       | BEY     | Sudan                | KRT     |
| Egypt          | CAI     | Libya         | TIP     | Switzerland          | GVA     |
|                | ALY     | Liechtenstein | VAD     |                      | ZRH     |
|                | FPC     | Madagascar    | TNR     | Syria                | DAM     |
|                | AMC     | Maldives      | MLE     | Turkey               | IST     |
| Eritrea        | ASM     | Malta         | MLA     | United Arab Emirates | DXB     |
| Ethiopia       | ADD     | Mauritius     | AMU     |                      | AUH     |
| France         | PAR     | Mayotte       | MYO     |                      | DRO     |
| Georgia        | TBS     | Monaco        | MCM     | United Kingdom       | LON     |
| Ghana          | ACC     | Morocco       | CAS     |                      | MAN     |
| Hong Kong      | HKG     | Nepal         | KTM     |                      | WBR     |
| India          | BOM     | Netherlands   | XMS     |                      | CVT     |
|                | DEL     |               | RTM     |                      | BHX     |
|                | MAA     |               | AAM     |                      | HEY     |
|                | HYD     |               | EIN     |                      | LNN     |
|                | BLR     | Oman          | MCT     | United States        | JFK     |
|                | IRO     | Palestine     | JRS     |                      | LAX     |
|                | PNQ     |               | RMM     | Vietnam              | SGN     |
|                | СОК     |               |         | Yemen                | SAH     |
|                | CCU     |               |         |                      |         |