

For Immediate Release

Quantum Solutions Australia extends ecommerce logistics capabilities in Australia

- Acquisition of last mile delivery company CouriersPlease in line with SingPost Group's vision to become regional leader in ecommerce logistics



Singapore, 3 December 2014 – Quantum Solutions (Australia) Pty Ltd, the wholly-owned subsidiary of Singapore Post Ltd (SingPost Group), is acquiring 100% of Couriers Please Holdings Pty Limited (CP Holdings), an Australia-based parcel delivery company, from New Zealand Post Group for A\$ 95 million, complementing its ecommerce logistics capabilities in Australia, in an announcement by the Group.

Quantum Solutions is an established regional ecommerce logistics provider offering fulfilment and ecommerce solutions. With operations in 12 countries within the Asia Pacific region and access to more than 220 countries/territories worldwide, Quantum Solutions delivers a low-cost and reliable service in domestic markets and within the region. Quantum Solutions Australia's operations are headquartered in Sydney.

CouriersPlease is one of Australia's leading metropolitan small parcel delivery businesses. It has extensive national coverage, a low cost network and operates an asset light franchisee model, with depots located primarily in Eastern and Southern Australia, comprising the majority of the Australian delivery market. As one of the few operators with national coverage, CouriersPlease provides metropolitan and nationwide small parcel freight fulfilment. It has a network of 575 franchisees

nationwide and handled nearly 11 million consignments in its 2014 financial year. CouriersPlease's revenue for the year ended 30 June 2014 was more than A\$100 million.

Said Mr Kok Peet Leong, Regional Director (Pacific) of Quantum Solutions International: "Australia is an advanced market for ecommerce and we see good growth potential as regional emerging markets open up and further engage in ecommerce. With our end-to-end solutions, Quantum Solutions aim to enable large overseas brands as well as small and medium-sized enterprises (SMEs) in Australia to participate in ecommerce in Asia Pacific. In addition to deploying CourierPlease's last-mile expertise, we will continue to work with postal peers and other strategic partners to tap the growing ecommerce market in Australia and beyond."

Asia Pacific which accounts for nearly a third of all B2C ecommerce sales globally, is expected to lead growth in the share of worldwide spend online with a 16.7% growth in year 2016. Australia has seen B2C sales growing at a rapid pace. According to the Australian Bureau of Statistics, Australian consumers spent in excess of A\$ 10 billion (at least A\$ 6.23 billion on overseas purchases and A\$ 4.55 billion on domestic purchases) on online purchases in financial year 2012. The B2C ecommerce sales in Australia for 2016 is expected to grow to US\$ 31.24 billion (A\$ 36.8 billion). [Source: eMarketer]

Dr Wolfgang Baier, Group Chief Executive Officer of SingPost Group: "In line with our vision to be the regional leader in ecommerce logistics, we have been enhancing our capabilities in the areas of freight-forwarding, customs & regulatory management, warehousing & fulfillment, last-mile delivery & returns and front-end web-solutions. As part of this strategy, the acquisition of CouriersPlease, an established last mile service provider in Australia, will help to strengthen our ecommerce last mile capability to support our growing ecommerce logistics business in the region."

He added: "SingPost will add significant value to CouriersPlease through our access to marquee ecommerce customers, expertise in technology and automation, as well as innovations in our approach to last mile delivery and products. I look forward to harnessing our combined capabilities in operations and technology to develop innovative solutions not only for our customers in Australia but also in other markets. I expect to derive good synergies between the Group and CouriersPlease including implementing best practices from each party."

CouriersPlease will be able to immediately leverage SingPost Group's capabilities in the regional ecommerce logistics value chain. With more than 1,000 ecommerce customers in the B2B4C segment including global brands like adidas, Levis, Canon and Toshiba, the Group has developed a network of 22 distribution and fulfillment centres world-wide and recently started construction of a state-of-the art fully integrated ecommerce logistics hub in Singapore to serve regional customers. Group is working with its postal peers as well as regional partners. The Group also holds a majority stake in Famous Holdings a regional freight consolidator and freight-forwarder with a network in 7 countries namely Singapore, Japan, Australia, China, Malaysia, UK and the USA. The Group has also been scaling up its regional capabilities in self-storage solutions to serve small and medium sized businesses in Malaysia and Hong Kong.



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About Singapore Post Limited
(Reg. No. 199201623M)

Singapore Post Limited (SingPost) is the national postal service provider in Singapore offering **trusted communications** through domestic and international postal services as well as end-to-end integrated mail solutions covering secure data printing, letter-shopping, delivery and mailroom management, among others. As the trusted communications service provider for more than 150 years, SingPost today goes beyond physical postal communications to offer secure digital communications solutions as part of integrated solutions to its customers.

With its competencies in mail, logistics and e-commerce, SingPost is able to offer integrated **e-commerce logistics** solutions tailored to customers' needs. Having one of the largest multi-channel distribution networks in Singapore, regional operations in 12 countries and access to a global postal network of more than 220 countries/territories, SingPost is also well-positioned to provide end-to-end e-commerce logistics solutions such as warehousing, pick and pack, delivery and returns management for B2B, B2C and B2B4C customers in Singapore and the region.

SingPost recently gained international acclaim when it was bestowed the Service Provider of the Year 2014 award by Postal Technology International. SingPost remains as the only postal company in the world to have won the Express Mail Service (EMS) Cooperative Certification Gold Level Award by the Universal Postal Union for its *Speedpost* Worldwide Courier Service for 13 consecutive years since 2001.

SingPost was listed on the Main Board of the Singapore Exchange in 2003. To learn more about SingPost, please visit www.singpost.com.

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**For general information on SingPost, visit [www.singpost.com](http://www.singpost.com)**

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