

The Abraaj Group is lead investor in US\$ 30 million funding round for Southeast Asia's Ninja Van

- *Ninja Van is a technology enabled, last-mile logistics operator with operations in Singapore, Malaysia and Indonesia*
- *Investment will drive growth into Thailand, Vietnam and the Philippines and strengthen Ninja Van's leading position in Southeast Asia*

Singapore, Singapore, 14 April 2016: The Abraaj Group ("Abraaj" or the "Group"), a leading investor operating in global growth markets, today announced that it led a US\$30 million round of fundraising for Ninja Logistics Pte Ltd ("Ninja Van" or "the Company"), a technology enabled, last-mile logistics provider with operations in Singapore, Malaysia and Indonesia.

The investment, led by Abraaj through one of its Funds, alongside existing investor Monk's Hill Ventures and new investors B Capital Group and YJ Capital, marks Abraaj's 28th investment into Southeast Asia. Logistics is a major beneficiary and enabler of the e-commerce sector in which Abraaj has been active. Abraaj has also made investments in the logistics sector including Urbano, a leading courier and light logistics solutions company present in Peru, Ecuador and El Salvador, and Aramex, one of the most successful public-to-private transactions in the Middle East.

Ninja Van takes an innovative approach to last-mile logistics, using sophisticated algorithms to solve complex logistics issues and optimise delivery routes. Their aim is to create a regional logistics ecosystem layering an integrated self-collection network (Ninja Collect) over deliveries, supported by a crowd-sourced fleet partner program to provide scalable capacity. The Company also forges partnerships with complementary transport fleets to optimise utilisation through its proprietary systems and capacity sharing model.

Having successfully executed their model in Singapore, Malaysia and Indonesia, Ninja Van plans to use the capital raised to roll-out this comprehensive approach to last-mile delivery in new markets, including Thailand, Vietnam and the Philippines, by the end of 2016. The Company will also make significant investments to improve its customer-centric systems and triple customer service headcount across the region. This includes actively revamping operational and customer support processes in conjunction with extensive training, to achieve a seamless and hassle-free experience for their clients and end customers.

While initially emerging as a logistics provider for e-commerce businesses, Ninja Van now supports over 3,000 clients across different industries, delivering approximately 15,000 parcels per day. The Company has an impressive client base that includes Southeast Asia's leading e-commerce companies, as well as a broad range of large brick and mortar chains.

Commenting on the investment, Omar Lodhi, Partner and Head of Asia for The Abraaj Group, said, “Ninja Van is an innovative business that has developed an efficient logistics operation underpinned by strong technology and has grown tremendously in the past two years. We are impressed by Ninja Van’s technology platform, management and operational capabilities, and believe they are leading in a sector where innovation is required to succeed.”

Mr Lodhi added, “The Southeast Asia e-commerce sector is estimated to double in the next four years, with total e-commerce parcel delivery estimated to grow in line with the sector. Last-mile logistics, which is the backbone of e-commerce, remains a bottleneck, and Ninja Van is well-positioned to enhance the e-commerce experience for customers and businesses. As a key enabler of e-commerce businesses, Ninja Van plays an important role in the development of retail, jobs and entrepreneurship in the region and we are excited to partner with them.”

Chang Wen Lai, Co-Founder and Chief Executive Officer of Ninja Van, added: “We are on a mission to revolutionize the logistics industry in Southeast Asia. While maintaining a strong core fleet and customer support systems, now any store can be a Ninja Collect point and draw online foot traffic, anyone can deliver parcels during their spare time as a fleet partner, and any corporate fleet can tap into our fleet management systems and augment their spare capacity with our parcels.”

“This vote of confidence from Abraaj and our other new investors will allow us to expand beyond tier 1 cities in Southeast Asia to provide extensive coverage to support the growth in e-commerce, and build our ecosystem aggressively to offer a better experience than incumbents and smaller competitors. Continued investments in developing our people and technology, and an acute focus on customer service and customer loyalty, uniquely positions us to redefine logistics in Southeast Asia,” **added Mr Lai.**

The Abraaj Group has been present in Asia for over a decade and deployed over USD 1.4 billion in the region to date in a range of sectors including healthcare, financial services, logistics, e-commerce, consumer goods, and food and beverage.

The transaction is subject to customary closing conditions and is expected to conclude by the end of the month.


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About The Abraaj Group

The Abraaj Group (“Abraaj”) is a leading private equity investor, purpose-built for operating in the growth markets of Africa, Asia, Latin America, the Middle East, and Turkey.

Employing over 300 people, Abraaj has over 20 offices spread across five regions with hubs in Dubai, Istanbul, Mexico City, Nairobi and Singapore. The Group currently manages c. US\$ 9.5 billion across regional, sector and country-specific Funds.

Abraaj has realized c. US\$ 5.4 billion from 80 full and partial exits, and Funds managed by the Group have made over 140 investments across 10 sectors including consumer, energy, financials, healthcare and utilities. The Group is committed to the highest environmental, stakeholder engagement and corporate governance standards and is a signatory to the United Nations-backed Principles for Responsible Investment and the United Nations Global Compact. Abraaj’s founder, Arif Naqvi, was appointed to the United Nations Global Compact Board by UN Secretary-General Ban Ki-moon in 2012 and to the Interpol Foundation Board in 2014.

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About Ninja Van

Ninja Van (www.ninjavan.co) is Southeast Asia’s fastest growing express logistics company, and is currently present in Singapore, Malaysia and Indonesia. It was founded in April 2014 and aims to continue its rapid expansion by extending its footprint across Southeast Asia.

Powered by proprietary cloud-based technology, Ninja Van provides visibility, control and ease to allow businesses to unlock their full potential. Ninja Van’s delivery options include same-day, next-day, returns and self-collection through its unique ecosystem approach of managing self-owned and partner delivery assets and infrastructure.