



SHIPA/

Shipa.com

MEDIAKIT

SHIPA

Shipa.com is a digital logistics platform that lets businesses, entrepreneurs and consumers manage their freight, e-commerce, and urban deliveries online. Shipa.com makes life easier through technology, whether you are a small business running your supply chain with a few clicks, or a consumer getting your shopping delivered with a few taps on your phone

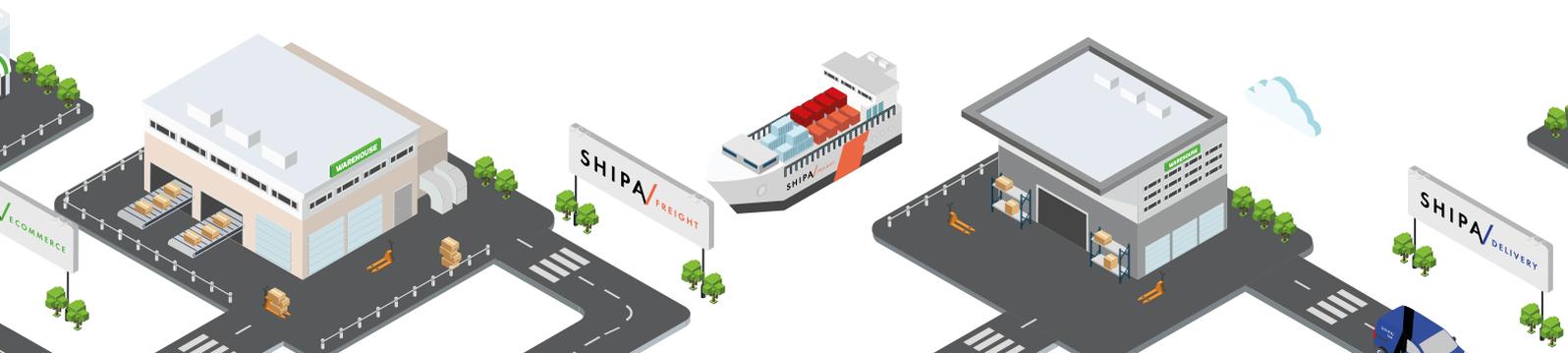
Service Lines

SHIPA ECOMMERCE

Shipa Ecommerce gives online merchants access to some of the world's fastest growing and most complex e-commerce markets. Shipa Ecommerce offers integrated freight, fulfillment, delivery and returns solutions across the Arabian Gulf with additional reach into the EU and Africa planned for the near future. Customers are cross-border retailers based in the US, EU and Asia, as well as regional merchants based in the Middle East. Shipa Ecommerce solutions are underpinned by easy-to-use digital integration: APIs and web interfaces such as checkout integration with customer portals, websites and apps.

SHIPA DELIVERY

Shipa Delivery offers businesses and consumers on-demand same-day, next-day or cross-border delivery across the Arabian Gulf. Intuitive and easy-to-use, the platform is accessible by mobile or directly integrated with its business customers' systems, and provides solutions to optimize for speed, convenience, and affordability. Hassle-free delivery is now a reality.





Shipa Freight allows small businesses to get instant and transparent freight quotes, and to book, pay and track ocean and air shipments around the world on any digital or mobile device. It is the industry's first and most advanced fully integrated online freight service, and is available in 100+ countries.

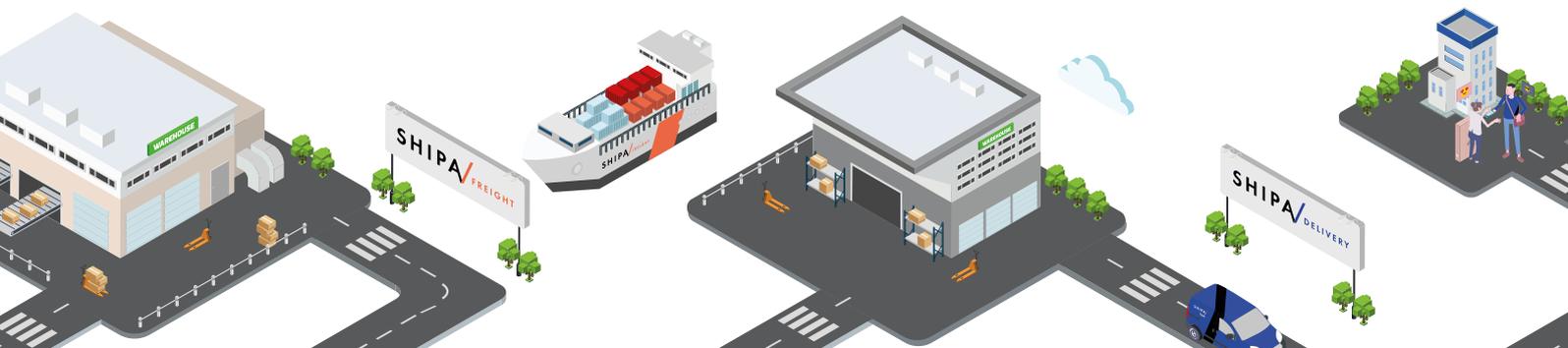
What Makes Us Different?

Logistics is the backbone of commerce. But it's complex, and that complexity is disproportionately difficult for small businesses to navigate because small businesses often lack access to the logistics resources, tools and solutions that larger businesses have. No wonder then, that when we interviewed 800 small and medium-sized businesses around the world, we found that 78% wanted to see their logistics move online. Shipa helps close that gap, empowering small businesses to take advantage of the opportunities being created by the global digital economy.

What is our relationship with Agility?

Shipa.com is powered by Agility's global network and infrastructure. Agility operates in more than 100 countries with 22,000 employees, and has warehouses in strategic locations around the world. It is the largest private owner of industrial real estate in the Middle East and Africa, and a leading developer of and investor in logistics technology.

Shipa.com is Agility's "innovation arm," accelerating the introduction of technology, development of new digital products, and the overall pace of change in both the parent company and the industry more broadly. Shipa.com is the marriage of Agility's logistics expertise and resources and the digital-first capabilities of the Shipa platform.



Meet the Leaders



Henadi Al-Saleh - Chairperson, Agility

Henadi Al-Saleh is the Chairperson of Agility's Board of Directors, and has been designated one of the most powerful businesswomen in the Middle East by Forbes Magazine. Al-Saleh oversees the company's corporate governance program while safeguarding the interests of investors and stakeholders. She also leads the company's technology ventures team, which partners with start-ups and entrepreneurs that are reshaping the supply chain. Before joining Agility, Al-Saleh was the head of debt/equity capital markets at NBK Capital in Kuwait. Al-Saleh earned a Bachelor of Economics from Tufts University. She sits on the board of the Gulf Warehousing Company in Qatar.



Hassan Mikail - Head of Shipa Ecommerce

Hassan has over 20 years combined experience in the digital, marketing & global partnerships. He has spent the last 11 years building scalable technology systems for businesses that are both consumer facing and merchant friendly, with a key focus on cross-border ecommerce. He has also achieved a BBA degree from MTSU-USA, an executive learning qualification from MIT in Artificial Intelligence & Design Thinking plus Advanced Strategic Management skills at IMD-Switzerland.





Borhene BenMena - CEO, Shipa Delivery

Borhene is trying to simplify urban logistics as CEO of Shipa Delivery, a new company that takes a fresh approach to solving last mile challenges. Previously Borhene was Senior Vice President with Agility, a global logistics company, where he focused on growth strategy, acquisition execution and partnership, and JV building primarily in emerging markets. As an extension to his current function Borhene is a member of an innovative platform that looks at the next disruptive technologies in logistics

Prior to Agility, Borhene gathered extensive industry expertise while working at the FIAT Group and Philips Electronics in diverse senior management positions across four different continents.

Borhene currently sits on the board of companies across the Middle East and Africa and holds an Engineering degree from UTC and a MBA from INSEAD.



Toby Edwards - CEO, Shipa Freight

Toby Edwards is the CEO of Shipa Freight a new online platform powered by Agility that makes it easy to get air and ocean freight quotes, book, pay and track shipments online.

Toby originally joined Agility in 2007 and worked in a number of different marketing roles, with his last role as SVP of Marketing for Agility's Global Integrated Logistics division. Prior to Agility, his roles included working in a shipping line, a global telecoms company, and research and consultancy.

Toby is passionate about how technology can be used to improve existing ways of doing business and how it can drive new processes and productivity and enable companies to compete on a global scale while creating value for all stakeholders. Toby is based in Dubai.

