EXPRESS COURIERS LIMITED

Media Information Pack:

Express Couriers acquires Roadstar Transport Ltd.

Why did Express Couriers make this acquisition?

In response to market demand, Express Couriers are seeking to expand its Whole Package solution for existing and potential customers. With the addition of a multipackage and palletised freight service complimenting their current Pace, CourierPost and Contract Logistics services, Express Couriers are now positioned well to deliver The Whole Package.

With the additional services Express Courier's Joint Venture owners, DHL and NZ Post, their Whole Package offer extends to both international and domestic express customers.

Why Roadstar?

The Roadstar Transport business was attractive to Express Couriers because of its strong business performance, its loyal customer base and proven track record of delivering superior service to its customers.

What does this acquisition bring to the table for customers?

In addition to merging premium brands within the transportation sector, this acquisition adds a multi-package and palletised capability to compliment the current Express Couriers services offered by Pace, CourierPost and Contract Logistics.

Both current and potential customers will have the opportunity to use a single solutions provider for all their logistics and transportation needs.

Pooling the experience, operations and abilities of two market leading businesses in this sector offers obvious advantages translating to superior services. Pace 🖻 👘

CourierPost 🖾

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Will the existing product portfolio expand/ reduce?

The two businesses will continue to operate independently. Each of their current portfolios of products and services will be maintained.

Will the current pricing structure be maintained?

Pricing is governed by market forces and will reflect the same value-proposition as is currently on offer.

How does this acquisition fit with Express Couriers future plans?

This acquisition further serves to demonstrate Express Couriers long-term commitment to our market. It enables us to provide customers with a fully integrated logistics solution.

Does Express Couriers intend to acquire other businesses?

We do not comment on such aspects of our business

How much is this deal worth?

This is commercially sensitive information.

When does this acquisition take effect?

1st July 2007

Under this acquisition do you intend to merge Roadstar with Express Couriers operations?

No. It is our intention to leave the business as they are..

How will Roadstar and Express Couriers current operations be affected?

It will be business as usual. Customers will continue to receive the same level of service that they currently enjoy from both companies, however they will have the opportunity to now use one provider – Express Couriers – for all their logistics and transportation requirements.

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What are the business implications of this acquisition for both companies?

Roadstar will operate as a subsidiary of Express Couriers, with all current staff and operations retained and functioning as normal from their branches nationwide. The current Roadstar management team will remain with the business and there are currently no planned staff redundancies or structural changes as a result of this acquisition.

Where can I access more information?

For further information please contact:

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Contract Logistics 😂

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