

India Retail News

HD **Quantum Solutions Australia Extends Ecommerce Logistics Capabilities in Australia**

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Dec. 3 -- Singapore Post Limited issued the following news release:

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.

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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 the few operators with national coverage, CouriersPlease provides metropolitan and nationwide small parcel freight fulfillment. 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**.

Source: Singapore Post Limited

CO conpln : CP Holdings Ltd | sinpos : Singapore Post Limited | nzpo : New Zealand Post Office

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