



Smart Automation Solutions

Press Release – Paris, June 24, 2021

Fives announces partnership with the National Association of Freight & Logistics (NAFL) to propel UAE's e-commerce and logistics growth

Fives, one of the world's most preferred partners for transforming supply chain facilities, today announced its partnership with NAFL, one of the Arabian Gulf's oldest and most active associations, to propel growth and automation across the UAE's e-commerce and logistics sectors.

Driving sector-wide efficiencies and digitalization

E-commerce in the UAE has grown by 40% in the last year.

With its global market knowledge and more than two centuries of experience, Fives, an international industrial engineering group, will accompany the growth of the UAE and the region, **by supporting NAFL's more than 400 member companies, which include global conglomerates as well as medium and large national organizations.**

With NAFL's help, Fives should **better understand the development needs of local SMEs can evolve SMEs and their expectations, particularly in terms of digital technology.**

"As NAFL's strategic partner in the UAE and in line with our ambitious growth target, we are ready to demonstrate the breadth of our expertise to best meet the needs of our local customers." said Massimiliano FOCHETTI, Global EVP Sales and Marketing for Fives' Smart Automation Solutions Division.

A crucial turning point for the UAE

NAFL's extensive experience in airfreight and logistics and Fives' leadership in automation and intralogistics will also **drive Emiratization, with upcoming projects to train and mentor local talent.**

Designed to explore opportunities to automate the logistics industry and support the burgeoning growth of e-commerce in the UAE, the MoU was signed by Nadia ABDUL AZIZ, President of NAFL and International Chamber of Commerce (ICC), Chair of the UAE Customs and Trade Facilitation Commission UAE and Umer SALEEM, Head of Business Development & Sales for MENA, South East Asia & Turkey, under the patronage of Massimiliano FOCHETTI, Global EVP Sales and Marketing for Fives' Smart Automation Solutions Division.

"By leveraging the global expertise of NAFL and Fives, we hope to achieve productive progress and accelerate the widespread adoption of technologically advanced methods that will ensure the UAE's competitive advantage in our target sectors," said Nadia ABDUL AZIZ.

Worth more than AED 220 billion (EUR 50 billion), the UAE's logistics market contributes more than 13% of the country's GDP. Developing the logistics ecosystem through digital and infrastructure investments is a key focus of current initiatives to support the nation's economic growth and enabling the UAE to become a true global logistics hub.

"The UAE is an ideal logistics hub because of its excellent connectivity by air, sea and land, as well as by rail," said AZIZ.

About the Fives Smart Automation Solutions Division

With 1,600 employees in Europe, Asia and North America, Fives' Smart Automation Solutions division supplies top of the range automation solutions with a huge portfolio of proprietary technologies and software intended for the retail and wholesale distribution markets, courier, postal and messenger services, e-commerce and general industry.

About Fives

As an industrial engineering Group with a heritage of over 200 years, Fives designs and supplies machines, process equipment and production lines for the world's largest industrial players in various sectors such as steel, aerospace and special machining, aluminium, the automotive and manufacturing industries, cement, energy, logistics and glass.

The effectiveness of its R&D programs enables Fives to design forward-thinking solutions that anticipate industrials' needs in terms of profitability, performance, quality, safety and respect for the environment.

In 2020, Fives' turnover was €1.6 billion, with over 8,000 employees in some thirty countries.

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