International Post Corporation

DHL eCommerce and CTT Expresso join forces to create leading parcel networks for Iberia

19-12-2024

This collaboration is set to create the most comprehensive pick-up and delivery network in Portugal and Spain.

DHL eCommerce and CTT Expresso have inked a groundbreaking strategic partnership poised to address the growth opportunities of the e-commerce and parcel delivery market across Spain and Portugal which, combined, form the 4th largest market in Europe. This collaboration is set to create the most comprehensive pick-up and delivery network in Portugal and Spain. For this purpose, the companies will set-up specialized joint ventures. As part of this, CTT Expresso will acquire the DHL eCommerce business in Portugal, ensuring that CTT Expresso becomes the joint processor and distributor of DHL eCommerce parcel volumes in Portugal. In Spain, the focus will be streamlined, with DHL eCommerce concentrating on B2B operations, while CTT Express, the Spanish entity of CTT Expresso, will cater to B2C services. This will create a highly efficient network for parcel processing and last-mile delivery, enhancing customer experience across Iberia.

"Today, we are laying the foundation for unmatched market access and expansion across Europe for our customers. E-commerce in Iberia is poised for significant growth in the coming years. Our investment and collaboration create a high-performing network, enhancing service quality and reliability for both B2B and B2C segments, aiming for 1billion EUR in revenue from joint operations. By leveraging the individual strengths of CTT and DHL eCommerce, this partnership positions us as the top choice for e-commerce businesses and retailers aiming to grow," states Pablo Ciano, CEO DHL eCommerce.

"CTT and DHL eCommerce share common values, as both are integral parts of companies with deep-rooted histories in the parcel and logistics sector. Quality and reliability have always been our common focus. By joining forces on the Iberian Peninsula, we will create real value for our customers and be the partner that the booming e-commerce trade needs. Moreover, by joining forces with DHL eCommerce in Spain and incorporating DHL eCommerce in Portugal, CTT Expresso accelerates its growth and market reach, improving its position as the fastest-growing e-commerce logistics player in Iberia," states João Bento, CEO of CTT - Correios de Portugal.

New collaboration to enhance customer convenience and service reliability

With a network of 20,000 service points (PUDOs), 22 hubs, and 257 depots in Spain in Portugal, along with more than 1,000 parcel lockers under the Locky brand, CTT Expresso is one of the leading parcel delivery companies in Portugal and the fastest growing one in Spain. DHL eCommerce has a particularly large footprint in Spain, with over 3,000 service points, seven hubs, and 73 depots. The integration of both networks enhances customer convenience by allowing them for example to drop off and receive packages at access points from either partner. It's planned to expand the joint out-of-home network by deploying 10,000 new parcel lockers over the next years. Additionally, leveraging DHL eCommerce's European network and expertise in cross-border parcel shipping, the collaboration will offer optimal solutions not only for domestic but also international e-commerce businesses.

The new partnership will operate under the independent brand labels "CTT Express, a partnership with DHL" in the B2C segment and "DHL, a partnership with CTT Express" in the B2B segment.

The deal and the outlined partnership are contingent upon the regulatory approvals. The transaction will only be implemented after obtaining clearance under the relevant merger control legal requirements.

Source: DHL

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