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DHL eCommerce to Acquire Venipak, Strengthening its Position Across the Baltic Region

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Bonn, Vilnius - DHL has signed a definitive agreement to acquire Venipak Group. Through the acquisition of Venipak companies in Lithuania, Latvia, and Estonia, DHL will establish a fully owned presence in the Baltic region, combining Venipak's local infrastructure with its global network. Subject to customary regulatory approvals, Venipak will become part of DHL eCommerce, a division of DHL Group.

Venipak is one of the largest independent parcel operators in the Baltics, with approximately 800 parcel lockers, an extensive pick-up point network, and established capabilities across both business-to-business (B2B) and business-to-consumers (B2C) delivery segments. For DHL eCommerce, the acquisition provides a well-established domestic delivery network in a region characterized by strong out-of-home delivery adoption and continued growth in e-commerce.

"The Baltic states are among the fastest-growing e-commerce markets in Europe today, which is why we were looking for a partner with deep local market expertise, a trusted brand and the ambition to continue growing," said Pablo Ciano, CEO of DHL eCommerce. "Venipak joins DHL as one of the strongest independent logistics companies in the Baltics, with a valued brand, a highly professional team, well-developed infrastructure, extensive local market expertise, and significant growth potential. Together, we will be able to create even more opportunities for both local businesses and international customers."

Ciano added that the acquisition supports DHL's strategic ambition to further expand its network of reliable, affordable, and sustainable parcel delivery services across Europe, while creating the conditions for Venipak's continued growth.

"From day one, we built Venipak by following global logistics best practices. Today, we are one of the leading independent logistics companies in the Baltic states, and this transaction validates the world-class business we have built. Together with DHL, Venipak will

continue strengthening its market position in the region, providing its customers with even greater opportunities to expand their businesses both domestically and internationally, while creating broader professional development opportunities for employees," said Venipak owner, Nerijus Raudonis.

Venipak Brand to Remain: Customers Gain Access to Broader International Markets

Subject to customary closing conditions and regulatory approvals, an integration process will begin following completion of the transaction. During this period Venipak will gradually become part of DHL Group's global logistics network while continuing to operate under its existing brand identity. The current management team and employees will remain in their roles.

Over the coming years, DHL plans to invest in Venipak's workforce, expand the company's parcel locker network, increase sorting capacity at key terminals, and further enhance its IT infrastructure. At the same time, Venipak customers across the Baltics will gain access to DHL eCommerce's global network, including industry-leading parcel delivery and returns solutions, as well as more than 165,000 out-of-home points, ideal for modern consumers.

"Joining DHL opens up entirely new opportunities for our customers. We will preserve everything customers across the Baltics value about Venipak today - speed, flexibility, and close customer relationships - while giving them access to one of the world's largest logistics networks. This means more choice, more convenient international shipping and returns, and even greater opportunities for Baltic businesses to expand into international markets," said Venipak CEO, Andrius Ladauskas.

Source: DHL Group

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