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# Media Release

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### Jersey Post to partner with Freselle Logistics

Jersey Post has today announced that it is embarking on a joint venture with the Estonian company, Freselle Logistics in a new company called GTS post.

Based in Tallinn, Estonia, Freselle Logistics is a large freight company operating in the Baltic countries, Eastern Europe and Russia. GTS post will provide international, cross-border postal and logistics services, including standard (untracked) mail delivery, registered, tracked, tracked and signed, and Express Mail Services (EMS) to both retail and business customers in the Baltic and Central and Eastern Europe. It will also provide Jersey Post's existing customers improved services into this region and Russia.

The deal is the latest in Jersey Post's strategy to address the long-term terminal decline in domestic mail volumes; a trend being experienced by postal authorities worldwide. In 2016, Jersey Post began implementing its international strategy to exploit opportunities outside of the finite local market with acquisitions being completed for a freight and logistics company and a commercial customs clearance broker, both based in the UK. Earlier in 2017, Jersey Post confirmed its investment in a US-based organisation, and today's announcement strengthens and provides a further component to Jersey Post's expanding international network.

Tim Brown, Chief Executive at Jersey Post stated, "We continue to invest in our international strategy to ensure long-term revenue growth and stability for Jersey Post, as we continue to experience significant postal volume decline in our local market. This joint venture, GTS Post, provides an exciting opportunity to reach the lucrative Baltic markets including Russia, which are showing consistent growth in postal and courier services."

GTS Post will be based in Tallinn, and the company will be run and managed by current Freselle Chief Executive Officer, Marko Lastik, and will use the existing facilities, resources and employees of Freselle Logistics to provide the cross-border line haul and network carriage services into, and out of Estonia.

Chief Executive, Marko Lastik confirmed, "We are delighted to be entering into this joint venture with Jersey Post. It enables us to maximise our existing resources and infrastructure, whilst reaching a much wider customer base than we are able to currently."

It is anticipated that this joint venture will be operational from 13 September.

**[ENDS]**

**If you require further information, please contact David McGrath, Head of Marketing at Jersey Post, on (01534) 616621, or via email [david.mcgrath@jerseypost.com](mailto:david.mcgrath@jerseypost.com)**

**Notes to editors:**

**Jersey Post**

- Since, 2007, packet and parcel volumes have increased by almost 200% year on year, whilst letter volumes have decreased by almost 60% in the same time frame.
- This increase has led to a number of developments locally, including the introduction of various parcel delivery options to increase first-time delivery success.
- Jersey Post employs just over 380 members of full and part time staff.
- Jersey Post purchased Fraser Freight – a premium logistics services company – in August 2016 and purchased Heathrow Import Clearance Services (HICS) – a commercial customs clearance broker – in December 2016. In February 2017, Jersey Post invested in Miami-based parcel business, Global e-Parcel Solutions (GePS).

**Freselle Logistics**

- Founded in 1995 by current Chief Executive Officer Marko Lastik, and is one of the oldest and largest logistics companies in Estonia.
- Full chain logistics service provider.
- Offices in Estonia, Latvia, Hong Kong and Russia.
- Approximately 2000 clients local and international in 32 countries EU and non-EU.
- Provides global full and part load transport by sea, land, rail and air, as well as door to door deliveries, daily distribution and courier services for EU, Baltics, Scandinavia and Russia and industrial and project cargos (oversized/ heavy).