

An aerial, high-angle photograph of a Lufthansa Cargo aircraft on a runway. The aircraft is white with "Lufthansa Cargo" written in blue on the fuselage. The runway is paved with concrete and has various white and yellow markings. The perspective is from above, looking down at the aircraft and the runway ahead.

## Lufthansa Cargo – Networking the world

GSV Forum Wirtschaftsfaktor Luftfahrt – Erfolg durch Vernetzung

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**Lufthansa Cargo**

Networking the world.

# The fascination of air freight



# Air freight powers world economy



# 40

... percent of global overseas exports are transported as air freight – in terms of the value of goods.

Measured in tonnage, this amounts to only two percent

## Air freight - the fastest mode of transport



# 24

... hours is all the time it takes for a rose picked in Kenya to arrive in Europe.

By the way: Cultivating this rose in a Greenhouse in Europe would cause an environmental impact that is six times higher

# Air freight comes in when time to market counts



# 216

... million tablet computers were sold worldwide in 2014. Research analysts at Gartner expect sales figures for these devices to reach about 233 million in 2015.

98% of smartphones in external trade are transported to Germany by air freight  
(Eurostat)

## Air freight - the right choice for sensitive products



# 86

... percent of German pharmaceutical manufacturers are reliant on air freight, according to a study by the ifo Institute

# Lufthansa Cargo Facts



# Our fleet



- 5 Boeing 777F by 2015
- 16 MD-11F
- 400 bellies
- 8 freighters from AeroLogic
- + Road Feeder Services



# We network the world



**300**

Destinations in around 100 countries

**9,000**

marketed flights per week

**50**

cities served by freighters

**3**

Hubs  
Frankfurt, Munich, Vienna

# Lufthansa Cargo Hub in Vienna – our first hub outside Germany



- Pivotal link between western and eastern Europe
- 260,000 tonnes cargo
- 231,000 flight movements

## Lufthansa Cargo in Vienna

- Freight share: 110,000 tonnes
- Hub belonging to our partner Austrian Airlines
- Europe's only tail-to-tail freight transfer (40 mins)

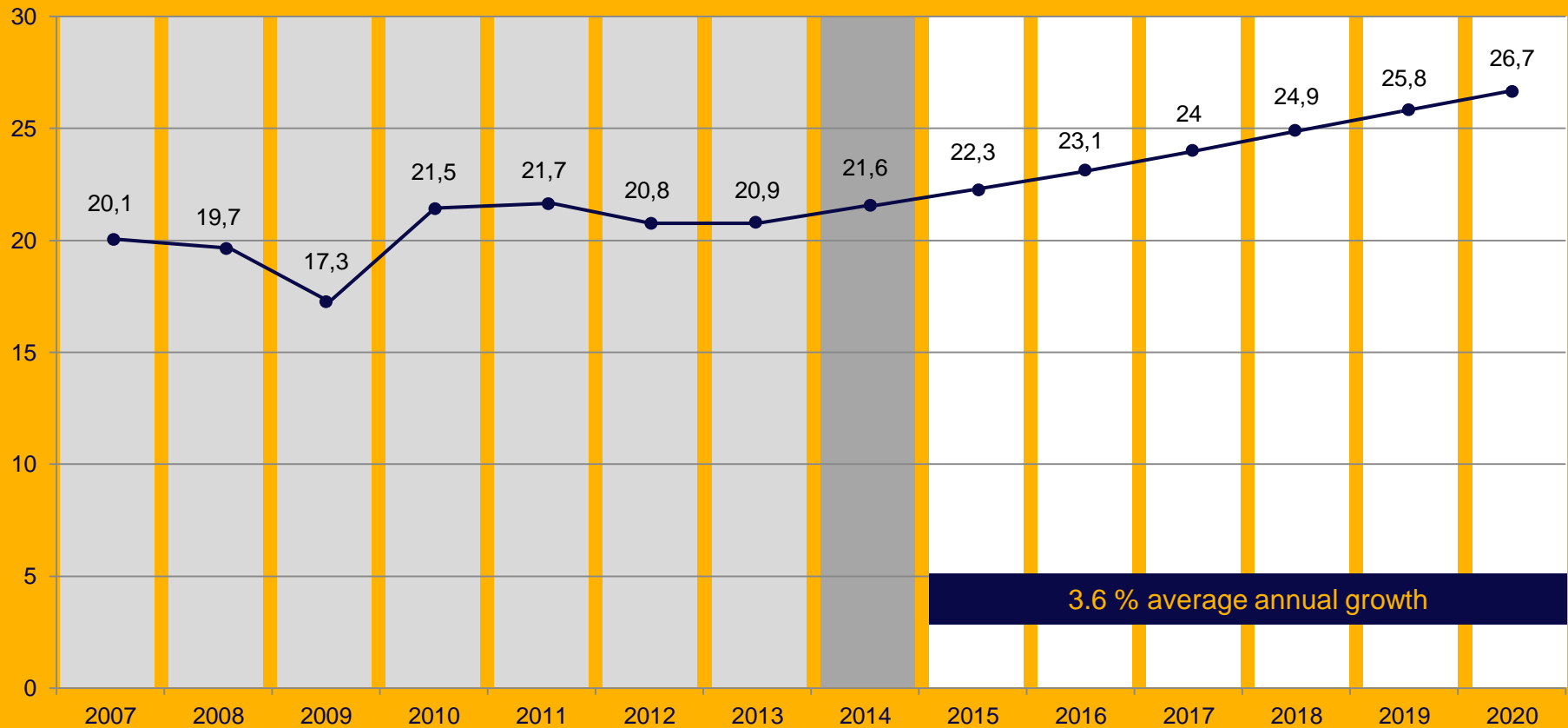
# Market & Challenges





# Air freight grows – European carriers hardly participate!

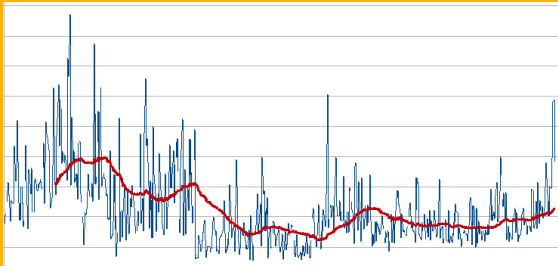
Global tonnage in million tonnes (review and forecast)





# The air freight industry is facing enormous challenges

**Volatility**



**Fair Competition**



**Environment**



**Night ban / Noise**



**Fuel cost**



**Security**



# Success factors



## Company Setup

## Stable & Fair Framework

### Cost Reduction



### Innovation



### Emission Trading



### Single Sky



### Efficiency



### Quality



### Night Flights



### Security





**Thank you for your attention!**