



# Cargolux in Kenya

Chamber of Commerce Country Seminar  
26 March 2019



# Introduction to Cargolux

# 01



# Quick Facts

Europe's #1 all-cargo carrier

Over 45 years of service experience

Fleet of 30 Boeing 747 freighters

Over 70 scheduled flight destinations

Extensive RFS (Trucking) network

85 sales offices in more than 55 countries

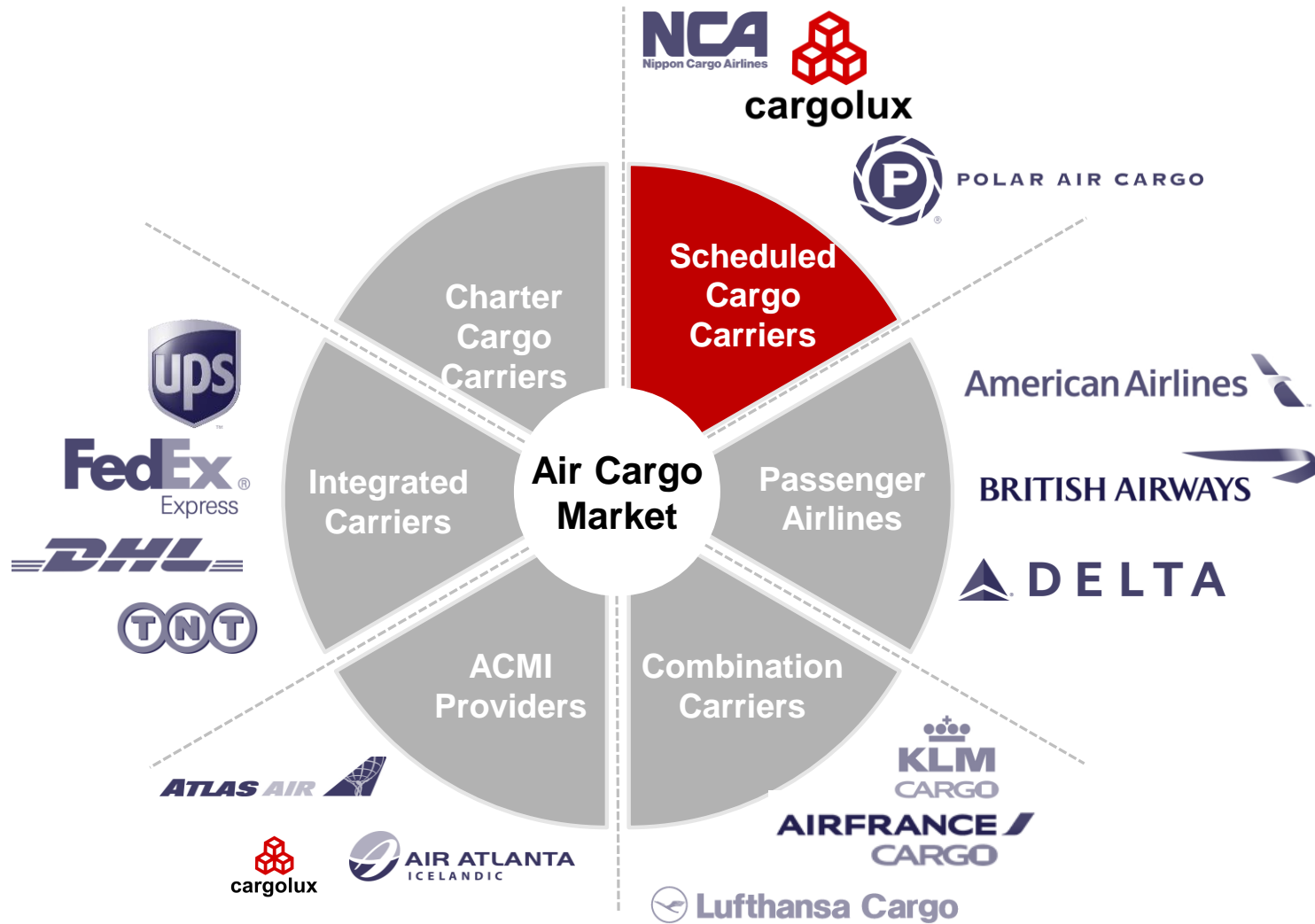
More than 2,000 employees worldwide

Environmentally sustainable approach



**cargolux**

*you name it, we fly it!*


















# IATA Top 10 Scheduled Air Cargo Carriers

In international scheduled freight ton kilometers (FTK's), YTD December 2018

Rank	Airline	Market Share 2018/12	FTK Growth 2017/12 - 2018/12
1	Emirates	5.5%	0.0%
2	Qatar Airways	5.5%	+15.6%
3	Cathay Pacific	5.1%	+4.9%
4	Lufthansa	4.3%	+0.9%
5	Air France	3.7%	+1.1%
<b>6</b>	<b>Cargolux</b>	<b>3.6%</b>	<b>-0.4%</b>
7	Fedex	3.5%	+4.8%
8	Singapore Airlines	3.1%	-0.9%
9	Korean Air	3.1%	+2.6%
10	UPS	2.7%	+5.6%
	<b>Industry Growth</b>		<b>+3.6%</b>

# Products & Solutions

## Cargolux Product Portfolio



	 	<b>CV classic</b>	<b>General Cargo</b> Fast and reliable way across continents & prime manufacturing regions!
industrial shipments	 	<b>CV power</b>	<b>Cars, Aircraft Engines, Helicopters</b> The tools & expertise to move them!
	 	<b>CV jumbo</b>	<b>Heavy &amp; Outsize</b> Catering for all shapes and sizes!
time-sensitive shipments	 	<b>CV alive</b>	<b>Horses, Exotic Breeds, Pets</b> Great, small, domesticated or not: flying first-class!
	 	<b>CV fresh</b>	<b>Perishables, Flowers</b> Goods around the world at the perfect temperature!
	 	<b>CV pharma</b>	<b>Pharmaceuticals &amp; Healthcare</b> Destined for patients worldwide!
high security shipments	 	<b>CV precious</b>	<b>Artwork, High Value</b> Security standards: we don't just follow, we set them!
	 	<b>CV hazmat</b>	<b>Dangerous Goods</b> Expert handling, swift delivery!



# Cargolux

## Cargolux Network



  (also) flown by Cargolux Italia

### High performance trucking due to a natural link to Europe

- ◆ 68,500 trucks
- ◆ 441,000 tons carried
- ◆ 439 lanes / destinations
- ◆ 33 million kilometers
- ◆ 58 active forwarders





# Cargolux in Africa



02

# Cargolux Africa Network

 14 destinations served

 22 weekly stops

 9 weekly flights





# Cargolux in Kenya



04

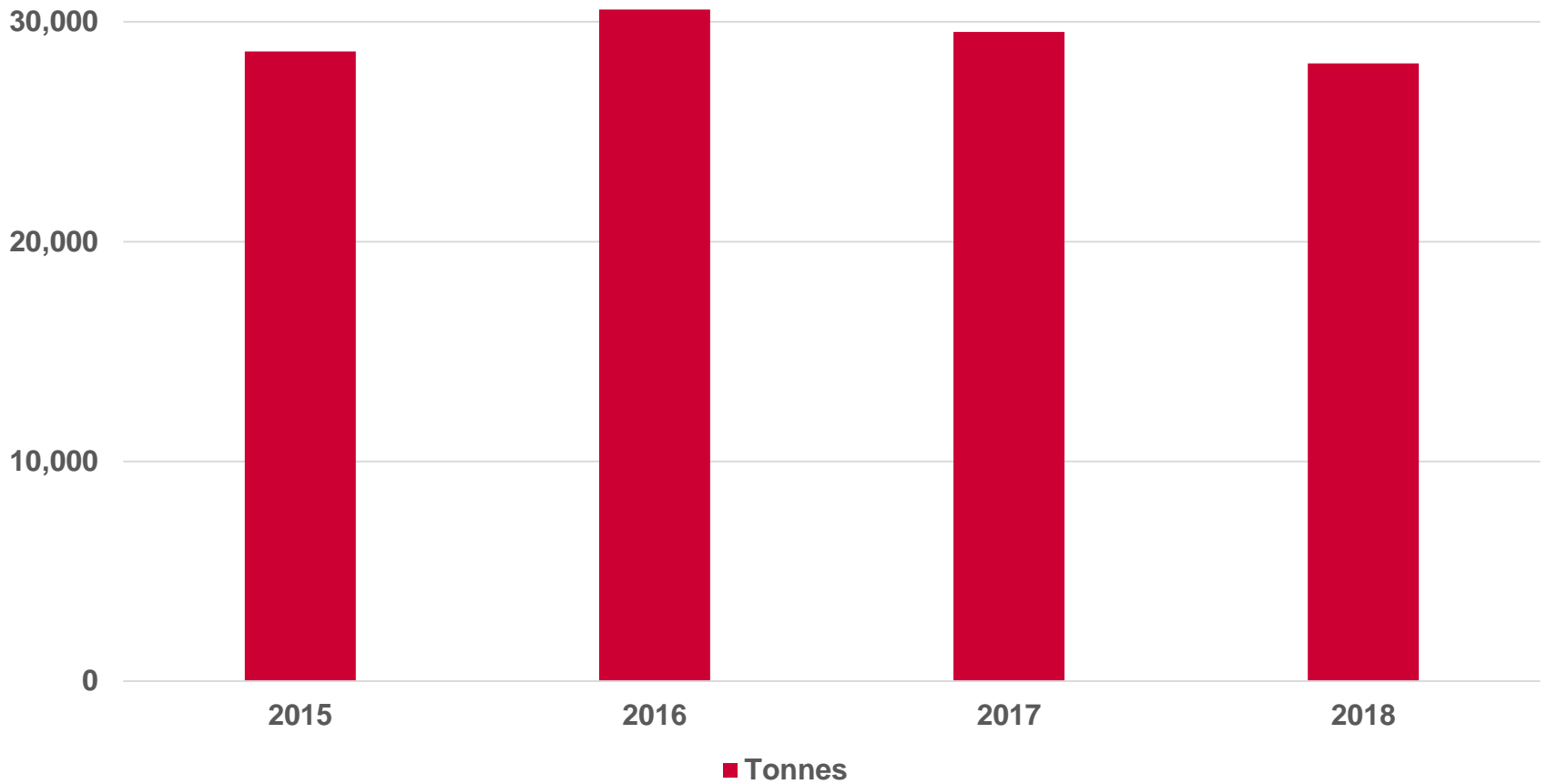
# Serving Nairobi Since the 1990s

- ◆ Key partner in the development of Kenya's export flower industry
- ◆ 6 flights per week from Nairobi to Europe
- ◆ Over 500,000 tonnes of flowers exported since operations started





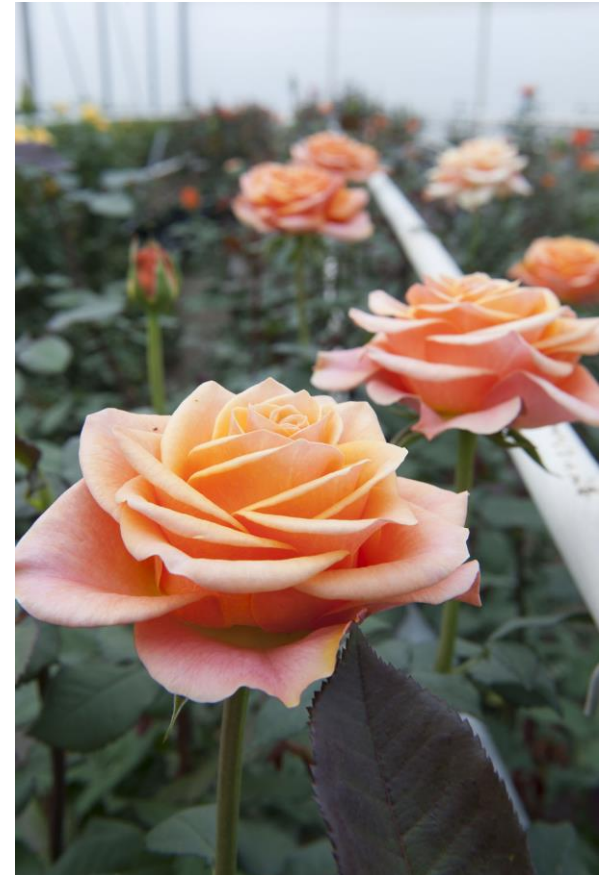
# Cargolux Exports from Nairobi



# Kenya's flower industry in a nutshell

- ◆ Ideal geographical location close to the equator
- ◆ Year-round stable, warm climate (20°C on average)
- ◆ 160,000t of flowers produced in 2017
- ◆ Employs 100,000 directly and 2,000,000 indirectly
- ◆ Contributes 1.1% of Kenyan GDP
- ◆ Modern production using latest horticultural technologies

*Source: Kenya Flower Council*



# Organisation structure in Kenya

- ◆ Cargolux is represented in Kenya by a local company, Afrika Aviation Services
- ◆ Service providers in Kenya include handling agents and airport services
- ◆ 100% Kenyan nationals employed by Cargolux in Kenya



# Working in Kenya – Cargolux's view

Over the past 20+ years of regular activity in Kenya, Cargolux found

- ◆ A well-organised, responsive administration
- ◆ Highly educated and skilled local partners and staff
- ◆ Friendly, dedicated staff
- ◆ Long-term, stable partnerships
- ◆ Very good, growing hotel infrastructure





# Is there room for improvement?

- ◆ First priority should be the negotiation of a Double-Taxation Agreement
- ◆ Administration could benefit from modernised processes
- ◆ Finding the right local partner is key to a successful operation





Questions?