



**cargolux**

*you name it, We fly it!*



# CARGOLUX PRESENTATION

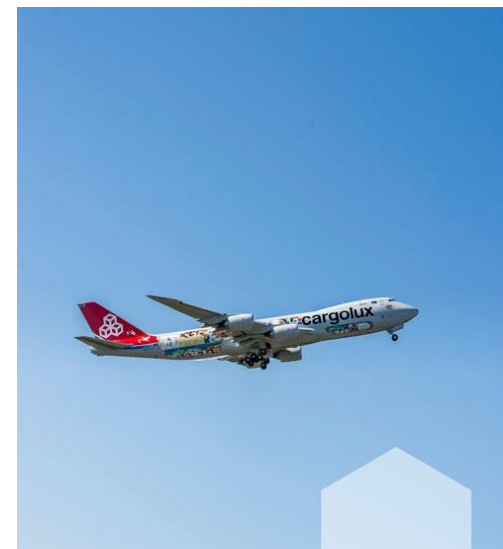
Chamber of Commerce

7<sup>th</sup> April 2017

# Cargolux

- Founded in March 1970: over 45 years of experience in all-cargo services
- Operating a modern and energy-efficient fleet of 26 aircraft (Boeing 747F)
- 1,817 employees worldwide  
1335 employees in Luxembourg
- Dual Hub Strategy with Zhengzhou Airport initiated in 2014

→ **Europe's #1 all cargo carrier, #8 worldwide**



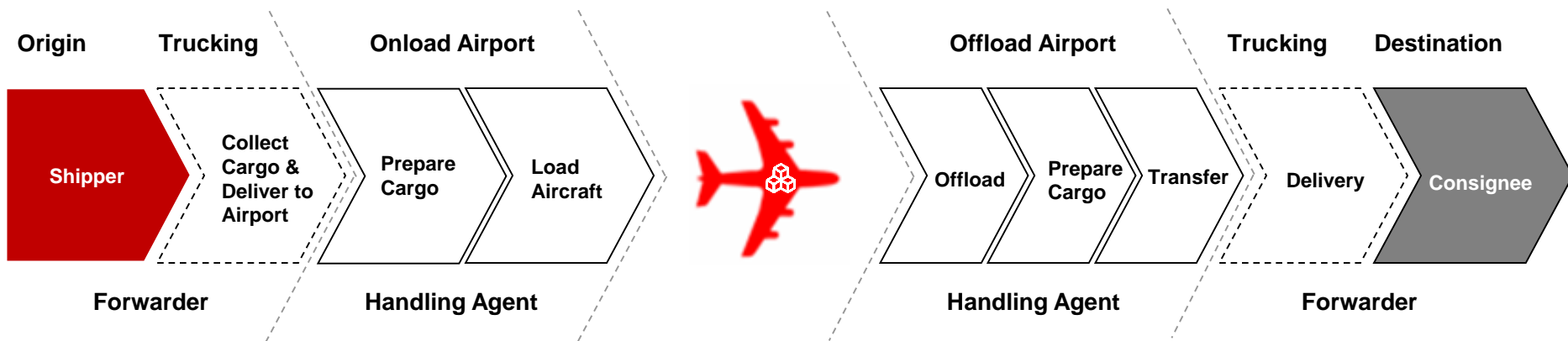
## Cargolux Destinations Map

## Cargolux Network





## Cargolux Position In the Supply Chain



## IATA Top 10 Scheduled Air Cargo Carriers

In international scheduled freight ton kilometers (FTK's), YTD January 2017

Rank	Airline	Market Share 2017/01	FTK Growth 2016/01-2017/01
1	Emirates	6.3%	+2.6%
2	Cathay Pacific	5.6%	+1.0%
3	Qatar Airways	5.2%	+23.4%
4	Lufthansa	4.2%	+6.1%
5	Air France	4.1%	-0.7%
<b>6</b>	<b>Cargolux</b>	<b>3.8%</b>	<b>+7.5%</b>
7	Singapore Airlines	3.6%	+5.8%
8	Fedex	3.5%	+2.5%
9	Korean Air	3.4%	-3.6%
10	UPS	3.2%	+9.7%
	Industry Growth		+8.0%



cargolux



POLAR AIR CARGO



Charter  
Cargo  
Carriers

Scheduled  
Cargo  
Carriers

Passenger  
Airlines

Air Cargo  
Market

Integrated  
Carriers

Combination  
Carriers

ACMI  
Providers

American Airlines

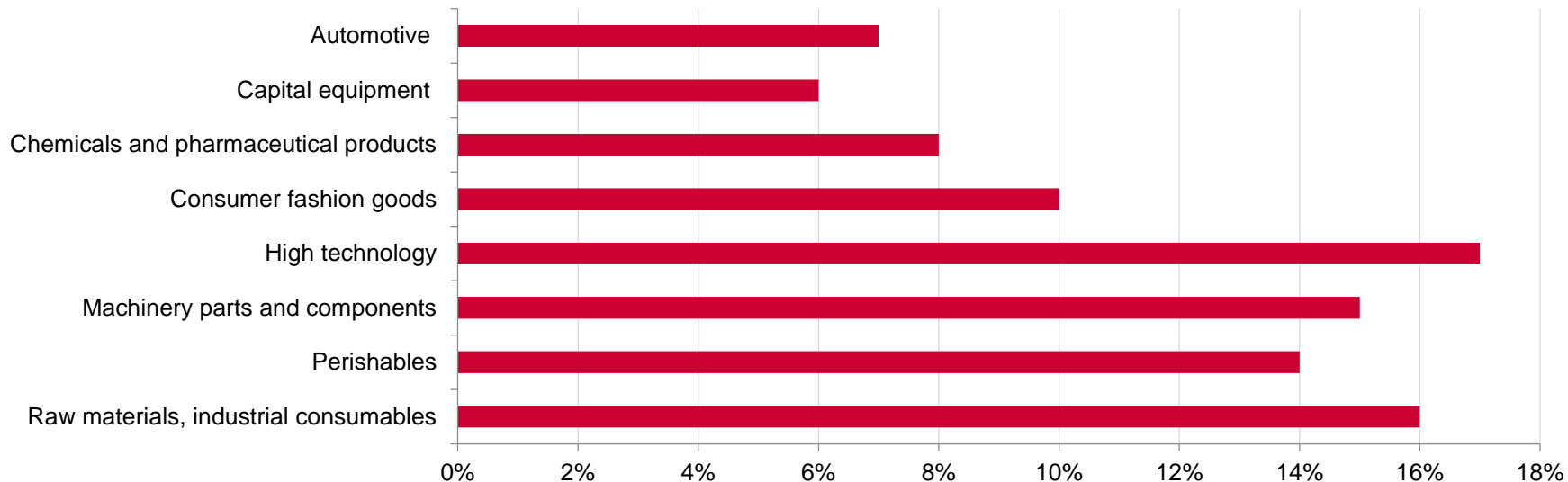
BRITISH AIRWAYS

DELTA



FedEx  
Express





1% moves by air in terms of volume

**35%** in terms of **value**

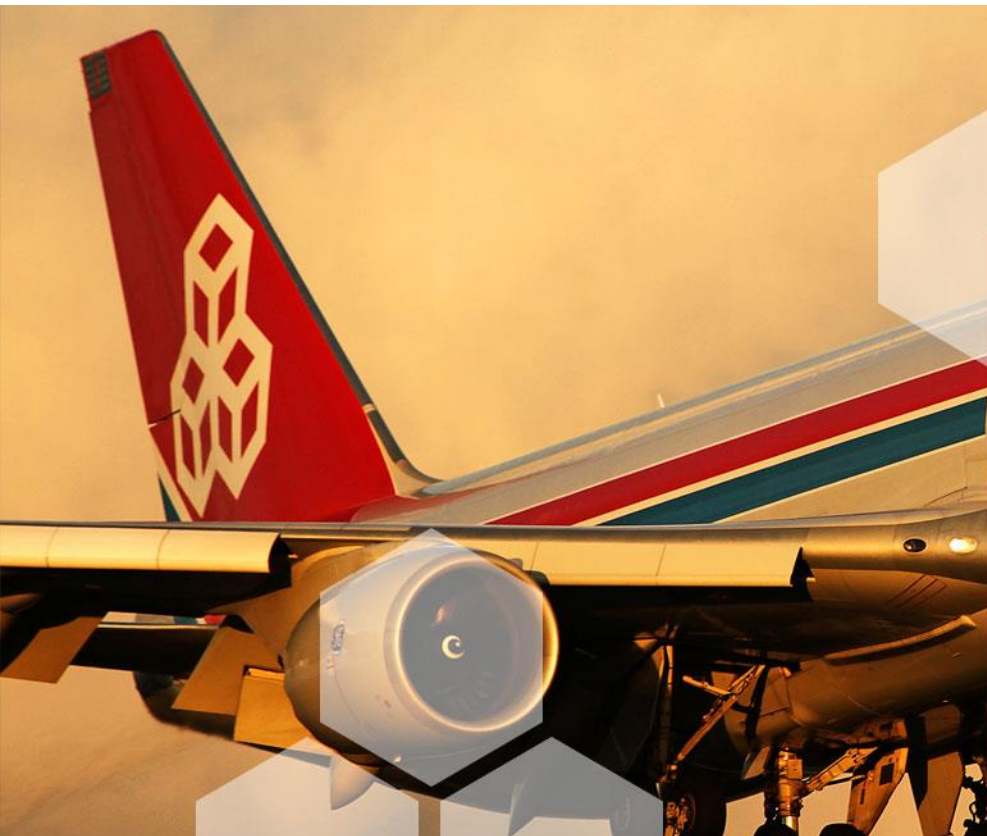
			<b>CV classic</b>	<b>General Cargo</b> Fast and reliable way across continents & prime manufacturing regions!
industrial shipments			<b>CV power</b>	Cars, Aircraft Engines, Helicopters The tools & expertise to move them!
			<b>CV jumbo</b>	Heavy & Outsized Catering for all shapes and sizes!
	time-sensitive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





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# CARGOLUX

## CHICAGO ACTIVITIES

## Cargolux Operations in ORD

- In 2004 Chicago got added to the CV North America Network
  - Europe – USA – Europe connection (3)
  - Transpacific flights as of 2013
    - HKG – ORD – LUX (7)
    - CGO – KMQ – ORD (2)
    - CGO – ORD – CGO (2)
- 2016 Cargolux ORD holds a market share of 8% (+3%)
  - Exports: 38,000T (+25%)
  - Imports: 48,000T (+31%)



➔ CV ORD is the biggest station in the US for CV, in flight frequencies, in freight volumes and revenues



## Service offering

- CV employs directly 17 full-time staff
  - Working with multiple local service providers
    - Trucking services & handling agents
- Cargo we move out of ORD originates from the entire mid-west of the USA, reaching from Ohio valley as far as Colorado
- Chicago acts as a large consolidation point for freight forwarders
  - Capital & industrial equipment / healthcare & Live Animals





## Recent Developments

- Pharmaceuticals and healthcare shipments we moved ex ORD increased in volumes by +90%, vs a market growth of 10% only
- With the start of operation into China, makes Cargolux a more attractive option to our customers
  - Main competitors on the transpacific trade lane are the Asian carriers
- CV ORD moved into new facilities, to further improve service quality and offering for temperature sensitive commodities such as pharmaceuticals and live animals



Horses | Working animals |  
Exotic breeds | Pets



CV pharma

Temperature excursions are not an option

Temperature excursions are not an option. The health and safety of our customers and the integrity of our products are our top priorities. We ensure the highest quality of service and the most reliable and secure transportation solutions for our customers. For more information, please contact us at [info@cargolux.com](mailto:info@cargolux.com) or [+31 20 230 000 000](tel:+312023000000).



you name it, we fly it!

CV alive



Noah's Ark of the skies



Big or small, domesticated or not, experts in the best class transport of live animals across the world. With our specially equipped, temperature-controlled cargo holds and high performance fleet ships, we assure that your live animals are in the best hands for their journey.

[www.cargolux.com](http://www.cargolux.com) | [products@cargolux.com](mailto:products@cargolux.com)



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# SUMMARY

**cargolux**

45  
Years



# CARGOLUX – THE RIGHT ANSWER FOR AIR CARGO

## The right time for CV products

- A history of 45 years service excellence for air cargo
- A foundational core competence – you name it, we fly it!
- Time to leverage the evolved global presence

## The right network for CV products

- World-wide services supported by air cargo specialists
- End-to-End global consistency with 85 offices in 55 countries
- Modern Boeing 747F fleet with best-in-class handling & trucking

## The right focus for CV products

- Clear identification with latest industry needs and developments
- Comprehensive product portfolio grown from experience
- “Thinking Beyond the Flight” with our customers & for our customers