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CARGO NEWSWIRE

Volume 15 | Issue 05 | February 2025 | ₹250 / $8 US

A Profiles Media Network Publication

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Emirates SkyCargo

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ECS Group's Global Growth Strategy:

Shaping the Future with Thoughtful Expansion

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Steering Through Geopolitical Changes with Tech & Innovation

Turkish Cargo

Launches e-Reservations via CargoWise Platform

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PUBLISHED MONTHLY BY
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PRINTED BY
STUDIO 9 PRODUCTIONS
C-59, Defence Colony, Chetna Marg,
New Delhi 110024, India

Volume 15, Issue 05, February 2025

RNI No. DELENG/2011/38982
Cargo Newswire is Printed Published Edited and Owned by **Devender Grover.** Printed at G S Graphic Arts, A-18, Naraina Industrial Area, New Delhi - 110028.

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IATA World Cargo Symposium 2025: Steering Through Geopolitical Changes with Tech & Innovation

Air cargo was a standout performer in 2024, growing 11.3% —outpacing passenger demand. E-commerce expansion and disruptions in sea shipping kept demand high, with yields 39% above 2019 levels. Looking ahead, 2025 is set for another 5.8% growth, but challenges loom: geopolitical uncertainty, inflation, and potential U.S. policy shifts, including new tariffs.

These pressing issues will take center stage at the *IATA World Cargo Symposium (WCS) 2025* in Dubai from the 15-17 April. Industry leaders will explore how air cargo can navigate an increasingly complex global trade environment. The symposium will feature plenary sessions, specialized tracks, workshops, and executive summits, addressing:

- **Digitalization:** The role of AI and automation in the future of air cargo.
- **Sustainability:** Strategies for decarbonization, reducing single-use plastics and ESG reporting.
- **Risk & Resilience:** Navigating geopolitical uncertainty, regulatory shifts, and supply chain disruptions.

Digitalization: The Future of Air Cargo

The strength of e-commerce will represent a growing portion of air cargo business. Currently, e-commerce averages about 20% of cargo business industry-wide, but it is expected to grow to at least a third of all cargo shipments. Given that, by 2027, e-commerce is expected to be an $8 trillion market segment, the sector stands to reap a significant reward if it can get its product correct.

The Digitalization Stream at WCS will explore how digital solutions are adapting to meet this demand and reshape the industry. Executives will open discussions with keynotes on implementing digital strategies, followed by a fireside chat on IATA's Digitalization Leadership Charter, which was established to accelerate and sustain the industry's digital transformation. As of December 2024, 17 organizations had signed on.

In addition, a panel will explore the challenges and opportunities as the industry moves towards its target for the adoption deadline for ONE Record by January 1, 2026—a major milestone in data standardization. Spotlight sessions will highlight the power of data transparency, workflow optimization, and AI-driven innovations to enhance efficiency and accuracy.

Sustainability: Building a Greener Air Cargo Industry

Digitalization and sustainability go hand in hand. With half of all air cargo traveling on passenger aircraft, sustainability efforts will significantly impact the industry's environmental goals. Reducing paper usage, optimizing cargo space, and minimizing single-use plastics are priorities. Circularity initiatives—such as recycling Unit Load Devices (ULDs) and increasing the use of Sustainable Aviation Fuel (SAF)—are critical to reducing air cargo's carbon footprint.

WCS 2025 will feature:

- A keynote on accelerating SAF adoption.
- A panel discussion on CO_2 reduction strategies.
- Sessions on mitigating supply chain sustainability risks, leveraging data and innovation, and promoting circularity in operations.
- A dedicated spotlight on sustainable pharmaceutical logistics, addressing trends, challenges, and best practices.

The day will conclude with real-world case studies, providing actionable insights into enhancing transparency in environmental reporting and social impacts.

Risk & Resilience: Navigating Global Uncertainty

Geopolitical risks remain a wildcard for air cargo. Potential U.S. tariffs could create short-term spikes in demand—

just as seen during the 2018–2019 U.S.-China trade war when businesses rushed to move goods before new duties took effect. Recent IATA data suggests a similar pattern, with December air cargo rates from Asia to the U.S. rising 8%.

However, the long-term effects could be more disruptive. Higher costs may weaken demand, drive regional sourcing, or push volumes toward ocean freight. Stricter e-commerce regulations, including changes to de minimis exemptions, could further complicate cross-border trade.

At WCS 2025, industry experts will discuss strategies to enhance resilience—from adapting to shifting trade policies and regulatory environments to strengthening supply chain security in an evolving threat landscape.

Workshops

To support the industry's goals, WCS will also feature workshops on key industry topics, including:

- **Future Talent:** Developing the next generation of air cargo leaders at the Future Air Cargo Executives Summit (FACES).
- **Competency-Based Training:** Enhancing workplace safety and performance through IATA's CBTA Center.
- **Market Performance:** Optimizing key segments with IATA CEIV programs (Pharma, Live Animals, Lithium Batteries, Fresh).
- **Cargo Solutions:** Leveraging IATA tools for better decision-making, compliance, and efficiency.
- **E-Commerce Forum:** Improving visibility between e-retailers and cargo operators to boost efficiency.
- **ULD Forum:** Exploring ULD design, AI applications, and sustainability data collection.

The Road Ahead: Collaboration is Key

The future of air cargo depends on collaboration across the ecosystem—airlines, logistics providers, technology firms, regulators, and shippers. Dubai, with its world-class logistics infrastructure and strategic position at the crossroads of global trade, offers the ideal setting for these crucial discussions.

As IATA, Emirates SkyCargo and dnata welcome industry stakeholders to WCS 2025, the focus will be on driving innovation, enhancing efficiency, and ensuring air cargo remains a pillar of global trade.

WCS 2025 is more than just an industry event—it's a call to action. The discussions in Dubai will shape the industry's trajectory for years to come. The question is not whether air cargo needs can navigate the current environment, but how quickly it can adapt to new global realities.

The answer will define the future of air cargo.

We are on

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ECS Group's Global Growth Strategy: Shaping the Future with Thoughtful Expansion

Harnessing Digital Innovation for Client Efficiency: ECS Group's Success Story in Air Cargo

ECS Group consistently strives to set new standards in the air cargo industry, ensuring both efficiency and profitability for all stakeholders. As the world's leading GSSA for the air cargo industry, ECS Group supplies tailor-made solutions using its vast range of highly specialized services for the ultimate customer experience. ECS Group is more than a GSSA. Aware of the challenges of today and tomorrow, the Group is committed to a completely new way of thinking about GSSA expertise through its "Augmented GSSA" strategy, which takes into account its 4 pillars: Commercial, Abilities, Technology and Sustainability. The Group is thus fully involved in building the future. **In an exclusive to Cargo Newswire Adrien Thominet, Executive Chairman of ECS Group shares inputs -**

1 ECS Group Striving for Bigger, Better, Brighter, in 2024. Could you please elucidate?

ECS Group continues to grow, achieving bigger expansion through network development, better performance with results 15% above targets, and a brighter future through enhanced capabilities and digital transformation.

2 How is eCommerce changing the air freight industry for the better as far as the GSSA industry is concerned?

E-commerce has become a major growth driver for air cargo, especially ex-Asia. It demands tailored solutions, greater flexibility, and innovative logistics models. ECS Group addresses these needs through Mail & More services, streamlined operations, and digital advancements to meet the fast-paced demands of e-commerce logistics.

3 In terms of volumes, how much percentage of cargo did ECS handle in 2023-2024 involving e-Commerce?

E-commerce represents an increasing share of ECS Group's volumes, rising from 5% to nearly 15% in January 2024. Growth is particularly strong in China/HKG, Vietnam, and Malaysia. ECS Group is continuously enhancing its operational capabilities to manage this demand efficiently.

4 ECS Group Selects Rotate's Live Capacity data product shared in (April), can you please detail?

ECS Group leverages Rotate's unique solutions for data, planning, and revenue optimization. The real-time data provided by Rotate improves decision-making, enhances collaboration with airlines, and strengthens sales steering through the Sales Cockpit tool.

5 ECS Group's priorities are set on the ongoing upskilling of its talented workforce, on expanding commercial partnerships, and on striving for digital perfection, kindly share your thoughts.

ECS Group remains focused on upskilling its workforce through the Discovery training platform, expanding into niche markets, and accelerating digital adoption across departments. Key partnerships, including CargoTech, and recent contract wins such as JetSmart, reinforce this commitment.

6 How have you been successful in Enhanced Global Presence Through Thoughtful Expansion?

ECS Group strategically expands into underserved markets, with notable acquisitions like America's Cargo GSA in 2024. North Asia, particularly South Korea and Japan, continues to perform strongly, recording double-digit growth year-over-year. The Group maintains consistent service quality while forging long-term airline partnerships globally.

7 Your success story on Embracing Digital Innovation for Client Benefit and Efficiency.

ECS Group's partnership with CargoTech delivers cutting-edge digital solutions that outperform other platforms. With innovations in eBooking, pricing, revenue optimization, forecasting, and dynamic pricing, alongside real-time tracking and capacity optimization, ECS Group ensures seamless operations and efficiency for clients.

8 Your thoughts on Pioneering Sustainability Through Digital Strategies.

As a leader in sustainability, ECS Group fully aligns with new European regulations effective from January 1, 2025. The Climate School initiative reinforces digitalization and sustainability training. ECS is also driving paperless operations, promoting eco-friendly technologies, and raising awareness of sustainable best practices within the industry.

9 How have you been building a strong digital basis and ECS Group's drive on technological innovation?

ECS Group has spent the last 10 years integrating advanced data analytics to optimize decision-making. Unified digital systems enable cross-team collaboration, while Discovery training ensures employees are well-equipped to leverage digital innovations.

10 What's the future outlook for ECS Group in the next five years?

ECS Group aims to lead the digitalization of GSSA services worldwide, increase its market share in sustainable and eCommerce cargo, and continue shaping a resilient and innovative air cargo industry. By adapting to industry shifts, fostering innovation, and offering forward-thinking solutions, ECS Group is well-positioned to drive future growth and maintain its global leadership.

Emirates SkyCargo heads into 2025 with a 15% increase in cargo capacity to meet surging global demand

- *The freight division wet-leased an additional two Boeing 747 freighters to unlock immediate capacity*
- *Received the first of its production-built Boeing 777 freighters, with a fleet of 21 aircraft expected by December 2026*
- *Ongoing deliveries of new A350 passenger aircraft will boost bellyhold capacity*

Throughout 2024, the demand for Emirates SkyCargo's specialist product portfolio, extensive global network and all widebody fleet continued to grow exponentially, with no signs of slowing down. To meet the burgeoning global demand, the airline has wet-leased two additional Boeing 747 freighters, starting 2025 with a

15% increase in critical main deck cargo capacity, compared to January 2024.

Badr Abbas, Divisional Senior Vice President, Emirates SkyCargo said: "Throughout 2024, we made significant investments in new and leased freighter aircraft to address the evolving supply chain and air cargo demands around the world to ensure we had a stable supply of capacity to best serve our global customers. This remains a key priority for Emirates SkyCargo, as we set our sights on the next era of growth.

"We anticipate that demand will continue to boom, reflecting Dubai's prominence as a global logistics hub. Enhancing our cargo capabilities is essential to support Dubai's Economic Agenda, enabling us to reach new destinations, bolster our current operations and elevate our specialist product portfolio."

The multi-year lease for the Boeing 747s was signed with the Compass Group, one of Emirates SkyCargo's longstanding and most reliable partners. This investment in additional Boeing 747F capacity enables the airline to unlock immediate capacity to cater to customer demand, while the partners discuss avenues for further expansion of the collaboration.

Emirates SkyCargo's leasing strategy complements its owned fleet, which continues to grow. In 2024, the airline received two of its new Boeing 777Fs, which immediately entered service, with a focus on the increasing demand of eCommerce shipments from Asian markets. The additional aircraft also enabled Emirates SkyCargo to expand its network of destinations served by freighters to 38, with the deployment of a weekly freighter to Copenhagen, Denmark.

The Emirates SkyCargo active operating fleet now consists of 10 Boeing 777Fs and six wet-leased Boeing 747s, bringing the aircraft count to 16. The airline also has 13 Boeing 777Fs on order, with expected delivery between 2025 and 2026. This substantial orderbook will support the airline through its next phase of growth, while it explores all options for the future fleet, including the Boeing 777-8F and Airbus A350-1000F.

Facilitating the swift, reliable and efficient movement of goods, Emirates SkyCargo harnesses the widebody fleet and multi-frequency schedules of Emirates' passenger operations. The recently increased passenger flights to key cities including Madagascar via the Seychelles, Uganda and Ethiopia, followed by Johannesburg, South Africa and Melbourne, Australia before the end of the financial year, will further bolster the freight division's capacity to transport goods worldwide. Finally, the arrival of the first A350, which entered service this month, will further boost bellyhold capacity, offering 12 tonnes on every flight.

Steffen Fessler joins Jettainer as Head of Cool ULD

In his previous position as Business Manager for Cargo Tools at Lufthansa Industry Solutions, Steffen Fessler was responsible for the implementation of various air cargo IT projects and already supported Jettainer in software development and infrastructure projects. In addition, Fessler gained extensive logistics expertise from his time at international building materials producer Puren, where he was heading the logistics department. He holds a master's degree in Global Management & Governance.

"With his IT and logistics background, ***Steffen Fessler*** *is the ideal candidate to consistently drive forward our service area of cool ULD management,"* says **Dr. Jan-Wilhelm Breithaupt, CEO of Jettainer.** *"The management of containers for temperature-sensitive goods is a highly complex process that requires absolutely precise and careful planning. We offer the world's most efficient solution contributing significantly to our customers' success which Steffen and his team will continue to improve technologically in the future."*

With cool&fly, Jettainer offers a one-stop-shop service that covers all processes of cool ULD leasing and management for its customers. As an intermediary between the airlines and the suppliers, Jettainer's cool ULD experts take care of ordering, efficient and timely positioning to reduce demurrage costs, monitoring and proactive interventions in case of irregularities. To ensure the smooth running of the entire cool ULD management journey, Jettainer runs a dedicated temperature control excellence center in Abu Dhabi, that operates 24/7/365. Steffen Fessler will lead the center with his innovative digital mindset, driving the expansion of cool&fly's service while enhancing state-of-the-art technology and processes.

Emirates SkyCargo adds Copenhagen to its dedicated freighter network

In response to growing demand out of Denmark, Emirates SkyCargo, the cargo division of the world's largest international airline, has deployed a dedicated weekly freighter to Copenhagen Airport. The deployment increases the network of destinations served by Emirates freighters to **38**.

Previously served via bellyhold capacity in passenger aircraft, the Boeing 777 freighter will increase capacity offered to Emirates' customers, with approximately **85 tonnes** allocated for cargo from Copenhagen, and neighbouring countries including Norway and Sweden.

Emirates SkyCargo has recorded significant **growth in volume of over 20%** from Denmark in the last financial year, driven largely by pharmaceutical shipments. With a thriving life sciences production industry and resilient cold chain infrastructure, Copenhagen serves as Europe's northern hub for pharma logistics. The increased capacity coupled with Emirates SkyCargo's fit-for-purpose pharmaceutical product portfolio and extensive global network will support more pharma exports from Denmark.

In addition to uplifting pharmaceutical cargo, Emirates SkyCargo will provide tailored solutions to transport goods via its multi-vertical product portfolio. From general cargo to temperature-sensitive perishables such as fish and other foods, the airline keeps goods moving from Copenhagen to the world, swiftly, efficiently and reliably.

Mette Jensen, Cargo Manager for Scandinavia, Emirates SkyCargo said, *"Demand has been strong across Scandinavia, with particular growth in Copenhagen, and we expect this to continue into the next financial year and beyond. Bolstering our operations to Copenhagen with a dedicated freighter, ensures that we are able to serve the current demand, and support our customers in reaching a large number of markets across the globe."*

Emirates SkyCargo serves 11 destinations across Europe with 38 dedicated freighter flights per week, complemented by over 485 passenger flights every week. This near-unrivalled frequency and capacity marks Europe as one of the airline's busiest destinations.

Effective from 1 January 2025, EK9746 will arrive in Copenhagen Airport on Wednesdays at 12:35AM*, departing for Dubai World Central at 15:05PM*.

**All timings are local time.*

Emirates SkyCargo and Astral Aviation sign MoU to Boost Global Trade to and from Africa

The partnership supports the aims of the Africa Continental Free Trade Agreement (AfCFTA), and the recently signed UAE-Kenya CEPA agreement, facilitating seamless global trade

Emirates SkyCargo, the cargo arm of the world's largest international airline, has signed a Memorandum of Understanding (MoU) with Astral Aviation, one of the leading cargo airlines in Africa, to explore ways to boost global trade to and from the continent.

Astral Aviation operates an extensive intra-Africa network of 50 destinations served via scheduled and adhoc charters. Matched with Emirates SkyCargo's vast global network of over 145 destinations and fleet of passenger aircraft and dedicated freighters, the partnership underscores the growing prominence of Africa as a competitive player in world trade. Both airlines bring particular experience in handling sensitive cargo, such as fresh fruits, vegetables, and lifesaving pharmaceuticals, which are key commodities transported to and from the market.

The agreement was signed at Air Cargo Africa by **Badr Abbas, Emirates SkyCargo's Divisional Senior Vice President** and **Mr. Sanjeev Gadhia, CEO of Astral Aviation Limited**. Under the terms of the MoU, Emirates SkyCargo and Astral Aviation will work closely on a number of initiatives, which include expanding cargo interline options and block space agreements, to enhance connectivity and boost the reach of African businesses.

Commenting on the partnership, **Badr Abbas** said, *"Home to 11 of the 20 fastest-growing economies, coupled with bold trade ambitions, there is immense growth potential in Africa. Given the breadth of our network, our all widebody fleet and specialist product portfolio, we are well placed to support businesses reach new suppliers and customers in every corner of the globe. This partnership with Astral Aviation solidifies our longstanding commitment to the market, creating mutually beneficial economic opportunities to keep goods flowing quickly, reliably and efficiently."*

Mr. Gadhia said, *"Today marks a pivotal step in our, over 15 years, commercial partnership and reflects our shared vision to elevate air cargo solutions to, from and within Africa. Together, we will unlock new opportunities, driving innovation and strengthening global trade connectivity."*

The economic and investment cooperation between the UAE and Africa continues to grow, with the UAE currently being the number one GCC and the fourth largest global investor in Africa. Most recently, the UAE and Kenya signed a landmark Comprehensive Economic Partnership Agreement (CEPA) to accelerate trade and investment in agriculture, infrastructure, healthcare, travel and tourism, financial services and renewable energy. The agreement between Emirates SkyCargo and Astral Aviation supports the prosperous relationship and lays a foundation for further growth, by improving trade flows and generating new opportunities that help strengthen global economies. This also helps to achieve the goals of the African Continental Free Trade Area (AfCFTA), which aims to increase Africa's exports to the rest of the world by 32% by 2035.

Emirates SkyCargo first began operations to Africa in April 1986, with the inaugural flight to Cairo, Egypt. Over the next four decades, the airline has steadily scaled operations and increased frequencies, now offering customers seven scheduled freighters and bellyhold capacity on 172 passenger flights per week to 20 destinations in Africa.

With global hubs in Nairobi, Johannesburg, Liege and Dubai, Astral Aviation has been flying the blue skies of Africa for 24 years, providing reliable and cost-effective airfreight solutions.

Hong Kong air cargo launches flights to Glasgow Prestwick airport

The airport is working with Scottish exporters to fill the return leg of e-commerce flights coming in from the Far East with Scottish salmon and whisky, two of the United Kingdom's biggest exports

*In October 2024, HKAC launched a route between Hong Kong International Airport and **Birmingham Airport in the UK.** In September last year, the airline launched a **new route between Hong Kong and Budapest in Hungary**. The airline also began a **freighter service to Oslo** in the same month as it looked to benefit from demand for seafood products in Asia. In March 2024, the carrier **launched a service to Riyadh, Saudi Arabia.** Shortly before, in February, the company began operating new routes to **Liege in Belgium** and **London Stansted**. Only in October 2023 did HKAC start operations in Europe for the first time with a service to **Milan Malpensa**.*

Meanwhile, PIK has recently been building its e-commerce cargo operations.

Glasgow Prestwick Airport (PIK) will be welcoming Hong Kong Air Cargo (HKAC) flights from 11th February 2025, making it the first Far East airline to operate at the airport. Hong Kong Air Cargo's first flight to PIK will be an Airbus A330-200F operating from Hong Kong, with additional flights already planned for 18th and 25th February 2025. *"The arrival of Hong Kong Air Cargo's flights is a clear sign that our efforts to develop Prestwick as a leading e-commerce hub are delivering results,"* said **Nico Le Roux, Business Development Director, PIK**.

"We have made significant investments over the past year to improve our cargo handling capabilities and attract traffic from the Far East, with new equipment and the appointment of a dedicated airport representative based in Greater China. "This comes on top of expansion based on our recently announced partnerships with Royal Mail Group and Chicago Rockford Airport in the US."

The first Hong Kong Air Cargo flights will be carrying shipments from three of the top four e-commerce platforms – SHEIN, Temu, and TikTok – all of which operate out of Hong Kong.

"PIK is our first new destination for 2025 and is the ideal choice to support our growing operations into the UK as we will benefit from fast turnaround times and an experienced cargo team," said **Tony Ma, Chairman, Hong Kong Air Cargo.** *"The hub's location is ideal for our e-commerce flights, with easy access to road and rail connections, as well as by sea to Ireland, and we are looking to fill our return leg with two of the UK's biggest exports to the Far East by weight. "We look forward to working closely with the team at Prestwick to develop this new route."*

Each flight will carry up to 60 tonnes of cargo, which will be processed and sorted at PIK before final mile delivery by Royal Mail Group and EVRI. PIK's Business Development team is now focussing on securing cargo for the return leg to Hong Kong.

"The next step is ensuring that the return flights to Hong Kong are fully utilised, presenting a major opportunity for Scottish exporters," said Le Roux. *"Scottish salmon and whisky are highly sought-after in Asia, and this new route provides a direct and efficient means of getting these premium products to the Hong Kong and mainland Chinese market."*

The airport is collaborating with Scottish export associations to increase exports flying out of PIK, avoiding the trucking of goods to London Heathrow Airport.

HKAC currently has five A330-200Fs that are dry leased from its parent company Hong Kong Airlines, plus an EFW-converted Airbus A330-300P2F that is on ACMI lease. By 2027, HKAC aims to have 15 aircraft – comprising owned and aircraft, crew, maintenance and insurance (ACMI) leased aircraft.

The First Cohort of Emirates SkyCargo Talent Graduates Executive Leadership Programme

The first cohort of high-performing Emirates SkyCargo cargo managers graduated the Executive Leadership training programme, with the second cycle set to begin in April with a new selection of candidates.

The course provided candidates with tools focussed on future operations and industry trends, such as the use of artificial intelligence (AI), embedding innovation, optimising current operations and implementing impactful sustainability initiatives. These skills will be implemented in the graduates' immediate roles as well as contributing to personal and organisational growth.

Badr Abbas, Divisional Senior Vice President, Emirates SkyCargo said, *"Our people are the crux of our success. As an employer of choice, we proudly attract and retain the best talent in the industry, and a large part of this is the access to development opportunities that hone skillsets and elevate personal development. Devised inhouse in coordination with Emirates Learning & Talent and HR teams, these programmes advance the skillset within our talent pool, ensuring Emirates SkyCargo is future-fit."*

Worldwide, the logistics industry faces a lack of skilled workforce, driven by a lack of awareness on career paths and progression, opportunities for learning and development and training on skills required for modern logistics. Emirates SkyCargo aims to combat this within its operations, by creating a wealth of opportunities to inspire employees across all levels to develop their career with the airline. In turn, this contributes to the long tenure of staff, and helps the division attract the best talent in the industry.

Emirates SkyCargo partnered with AviationNOW, an arm of the GrowNOW Group and member of The International Air Cargo Association (TIACA), to develop and deliver the training programme. Following a combination of theoretical and practical sessions hosted at Emirates Group headquarters in Dubai, each candidate achieved a diploma endorsed by AviationNOW.

Learning & Talent has long been a priority for the Emirates Group with thousands of employees participating in various training courses every month. The Group has implemented two Leadership Programmes in partnership with INSEAD, as well as programmes delivered in collaboration with London Business School, Warwick School of Business and Anwar Gargash Diplomatic Academy.

Turkish Cargo Now Provides e-Reservation Services Through the CargoWise Platform

Turkish Cargo continues to provide innovative and flexible solutions to the air cargo industry through digital transformation.

Boasting the world's widest international flight network, Turkish Cargo continues to provide innovative and flexible solutions to the air cargo industry through digital transformation. Through a direct data connection with CargoWise, Turkish Cargo offers shippers on the platform real-time rates, capacity availability, and e-Reservation services within the leading logistics operating system used by the world's largest freight forwarders and 3PLs.

The eReservation integration between CargoWise and Turkish Cargo's management system, COMIS, enables real-time access to air cargo rates, flight availability, and booking confirmations. Shippers can easily choose the suitable flights and make bookings with Turkish Cargo, all without leaving the CargoWise platform. The API connection enhances operational efficiency by eliminating errors due to manual data entry. This approach makes processes more transparent and helps reduce costs.

Commenting on the collaboration, **Turkish Airlines Senior Vice President of Cargo Marketing Selçuk Gençaslan**, said: "As Turkish Cargo, we transport approximately 2 million tons of cargo to over 360 destinations within our flight network every year. Our wide flight network and high capacity allow us to be globally accessible while offering competitively cost-effective, innovative solutions. Consequently, we focus on offering digital solutions to our customers by swiftly adapting to the evolving dynamics of the industry and thus, we are pleased to advance our mission of delivering the best service to our customers through this collaboration with Cargo Wise."

Jorre Cobelens, Vice President – Logistics Data and Connectivity, WiseTech Global, said: "By establishing direct data connectivity with Turkish Cargo we enable our CargoWise customers to efficiently process tens of thousands of unique shipments on the world's largest air cargo network from within CargoWise. This increases productivity for the entire industry during and after the eBooking process, avoids double data entry, reduces human errors, and eliminates unnecessary emails. The API integration provides Turkish Cargo's customers with real-time communication directly within CargoWise, which also includes the ability to modify a booking until final execution of the Master Air Waybill. With this partnership, the transparent data sharing enables Turkish Cargo to optimize their planning and capacity management."

Turkish Cargo continues to provide its business partners with more flexible, efficient, and reliable solutions by accelerating digital transformation projects in the logistics industry.

Qatar Airways Cargo and Unilode Announce a Major Digitalisation Partnership

The partnership will see the digitalization of the carrier's entire fleet of ULDs (unit load devices)

Qatar Airways Cargo, the leading air cargo carrier and Unilode Aviation Solutions, the market leader in outsourced Unit Load Device (ULD) management, repair and digital services, announce their partnership for the digitalisation of the airline's fleet of over 42,000 ULDs

The partnership represents the largest ULD digitalisation programme undertaken by an airline. Qatar Airways Cargo will leverage Unilode's advanced ULD digitalisation capabilities to gain data-driven insights and real-time visibility into ULD locations, sensory data, and asset utilisation rates.. Through Unilode's digital technologies Qatar Airways Cargo will continue to strengthen its position to be at the forefront when it comes to streamlining operations, optimising resources, increasing revenue opportunities, and boosting performance.

The partnership with Qatar Airways Cargo will make sure Unilode's tag and reader network is further extended to cover the carriage of ULDs on the airline's global passenger and cargo network. The tag and reader network will be supported by E-ULD, Unilode's in-house developed mobile app and web portal that enables real time visibility & tracking of ULDs, and Unilode'sEnterprise Data Warehouse and customer portal, which provide the airline with enhanced data analytics to improve ULD utilisation and further reduce costs.

Qatar Airways Cargo's Chief Officer Cargo, Mark D*"We are excited to join forces with Unilode to embark on this ground breaking transformative digital journey. Our shared vision for ULD digitalisation and innovation will undoubtedly set new benchmarks in the air cargo industry for operational excellence, enabling us to elevate our customer experience and further optimise our resources. By implementing Unilode's innovative digital solutions, we are able to allocate ULDs more effectively across our vast network of destinations and this in turn will increase asset utilisation, reduce costs, and contribute to a more sustainable and environmentally-friendly operation."***rusch** said,

Unilode, Chief Executive Officer, Ross Marino, said, *"Our collaboration with Qatar Airways Cargo represents a major digital milestone in the industry. This reinforces our commitment to our digital journey and providing our customers with technology-based solutions for their own fleet, or as part of our full service ULD management solutions.*

With this partnership we are confident that it will reshape ULD digitalisation across the industry and contribute to a more connected, efficient, and sustainable aviation ecosystem. With Qatar Airways Cargo as our partner, we look forward to working together on developing and enhancing our digital solutions further."

Recently, Qatar Airways Cargo introduced a new industry feature 'My Allotments', on the portal, that provides real-time visibility, prevents overbooking, and optimises shipment planning. Along with its own e-booking portal, the airline's omnichannel approach provides several industry booking options for its customers, ensuring a connected and improved e-booking experience.

- *The world's leading air cargo carrier has unveiled the most advanced and custom-crafted aerospace product for the aerospace industry*
- *AEROSPACE is a comprehensive solution for the aviation, defence, and space technology sectors, specifically tailored to provide swift, secure, and supervised parts and components logistics*
- *Qatar Airways Cargo is the only air cargo carrier to provide bespoke shock absorbing engine transport dollies at its hub in Doha, capable of carrying the largest engines including the Rolls Royce Trent 7000 and GEnx-2B engines, up to 20,000kg*

Out of this World: **Qatar Airways Cargo launches AEROSPACE product**

Mechanical failures, equipment malfunctions or technical issues discovered during scheduled maintenance, can all result in an aircraft having to remain grounded (Aircraft on Ground – AOG) until the necessary parts are sourced and repairs have been completed. AOG requirements are increasing and changing, given that international travel and cargo demand is on the

rise, Maintenance, Repair & Overhaul (MRO) service providers and Original Equipment Manufacturers (OEMs) are becoming more globalised, and national aerospace industries are growing at a rapid pace.

To meet these market requirements, the world's leading air cargo carrier, Qatar Airways Cargo, has now launched a leading edge new product, designed based on customer feedback, offering a tailored time-critical logistics solution to manufacturers, freight forwarders and partners working with commercial airlines, as well as those serving the defence and space technology sectors. AEROSPACE is unique in that it not only provides fast transport for traditional AOG commodities (commercial aircraft engines and spares), but also for all kinds of other critical aerospace parts and components such as avionics, electric propulsion equipment, airframe interiors, landing gears, and much more.

Qatar Airways Cargo, renowned for its exceptional care and unparalleled service, goes above and beyond to ensure safe and secure transport. It is the only air cargo carrier to introduce bespoke, shock absorbing 20-ft and 40-ft engine transport dollies at its hub in Doha, capable of carrying up to 20,000kg, ensuring smooth ground operations and protection of high value and critical aerospace equipment and products. The air cargo carrier also excels in floating loading technique for engines which further serves to minimise ground time and expedite aircraft turnaround.

"Time is money! That saying is particularly true when it comes to aviation in all its forms: every hour of downtime translates into lost revenue for airlines or sunk costs for aerospace projects," says **Mark Drusch, Qatar Airways Chief Officer Cargo.** *"Factor in the additional need for safety and constant supervision, and it's clear that our product – AEROSPACE – is the ideal solution for time-critical aviation parts and components."*

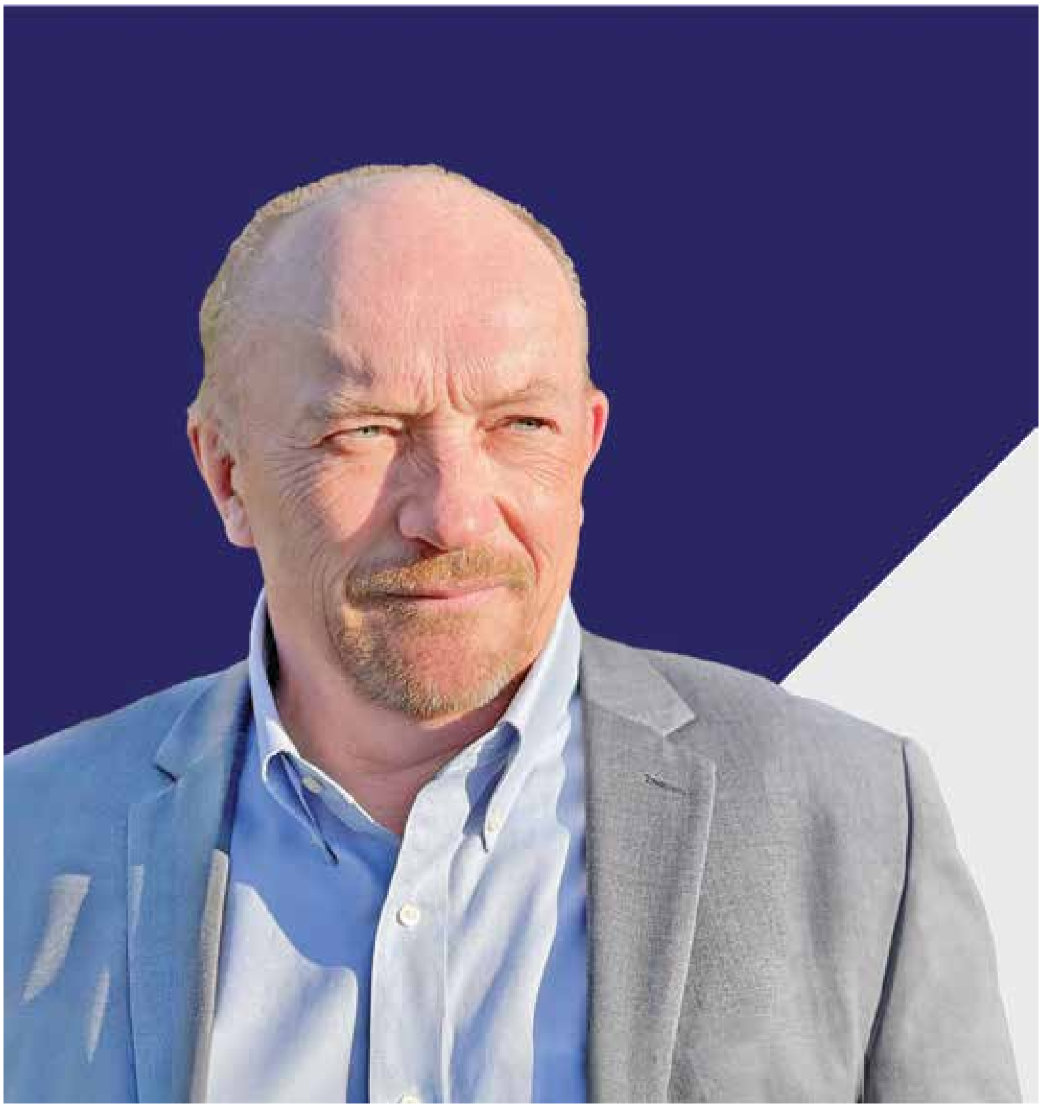
AEROSPACE is available across the entire Qatar Airways Cargo network, and comes with the highest loading priority, a dedicated handling team and Control Tower support to ensure the rapid processing and seamless transportation of crucial AOG shipments.

AEROSPACE is available across the entire Qatar Airways Cargo network, and comes with the highest loading priority, a dedicated handling team and Control Tower support to ensure the rapid processing and seamless transportation of crucial AOG shipments. Its dedicated special loads team will respond to customer enquiries on the loadability of aerospace equipment within just 45 minutes.

Qatar Airways Cargo's extensive global network, 28 Boeing 777 freighters and 230 belly-hold passenger aircraft offer fast connections, with tail-to-tail transfers in as little as 4 hours. Where required, adhoc charter operations can be arranged.

"With our AEROSPACE product, we will be the number one logistics expert for every type of Aerospace product - whether it is for commercial aviation, defence, even space technologies," Mark Drusch details. "I can assure you already today that, thanks to our inhouse advanced screening techniques and our highly skilled loading teams, your AEROSPACE shipments are in the best of hands and will be delivered quickly and safely, utilising our bespoke transport dollies in Doha, to wherever they are urgently needed."

Etihad Cargo operates over 300 flights from Ezhou to Abu Dhabi



- *Etihad Cargo has operated 329 flights from Ezhou Huahu Airport, Asia's first dedicated freighter hub, to Zayed International Airport, facilitating the movement of over 18,700 tonnes of export cargo in partnership with SF Airlines.*
- *Etihad Cargo and SF Airlines operate seven weekly flights from Ezhou to Abu Dhabi, ensuring seamless connections to global markets and bolstering capabilities for specialised cargo, including pharmaceuticals, with Ezhou Huahu Airport's recent IATA CEIV Pharma certification.*
- *Etihad Cargo's operations in Ezhou are a key component of the carrier's extensive network in Greater China, which will grow to 23 weekly freighters and 26 weekly passenger flights in 2025.*

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has operated 329 scheduled flights and charters from Ezhou Huahu Airport to Zayed International Airport, further reinforcing its position as a trusted partner for customers across diverse industries, including pharmaceuticals, e-commerce, and perishables. Since the carrier's inaugural flight to Ezhou Huahu Airport on August 18 2023, making it the first international airline to operate flights to Ezhou, Etihad Cargo has demonstrated its commitment to strengthening connectivity between Abu Dhabi and key markets in Asia, Europe, and beyond.

Ezhou Huahu Airport, Asia's first dedicated freighter hub, has provided a strategic base for Etihad Cargo's operations, facilitating the movement of over 18,700 tonnes of export cargo and more than 400 tonnes of imports through Abu Dhabi since 2023. The introduction of a sixth weekly scheduled flight in July 2024 and a seventh flight in 2025 have boosted the carrier's network, ensuring seamless and efficient connections to key global markets. The recently achieved IATA CEIV Pharma certification by Ezhou Huahu Airport's ground handling services has further improved its capabilities to support specialised cargo requirements, particularly for the pharmaceutical sector.

Stanislas Brun, Vice President Cargo at Etihad Cargo, said: *"As the first international carrier to operate from Ezhou, Etihad Cargo is proud to have played a pivotal role in demonstrating the airport's superior capabilities and strategic importance within just one year of operations. Etihad Cargo's customers have expressed high satisfaction with the reliability and efficiency of the service, validating the carrier's decision to partner with Ezhou and recognising its potential as a global cargo hub. Ezhou Huahu Airport's advanced infrastructure has impressed exporters and local customers alike, especially in facilitating seamless imports, while Etihad Cargo's efforts to showcase Ezhou's connectivity and capabilities to exporters in Europe and beyond are paving the way for even greater opportunities."*

Ezhou Huahu Airport, with its advanced facilities and strategic location, has emerged as a key logistics hub, enabling the seamless movement of goods across Asia and beyond. Its extensive network of 36 international cargo routes, combined with Etihad Cargo's global connectivity through Abu Dhabi, has created significant value for customers seeking efficient and reliable cargo solutions. The collaborative efforts of partners, stakeholders, and local authorities have been essential in driving the success of Etihad Cargo's operations in the region.

Li Wei, Deputy General Manager of Ezhou Huahu International Airport, said: «Ezhou Huahu International Airport is located in central China, boasting a strategic geographical advantage and solid foundational conditions. A domestic hub-and-spoke route network is already established, while international logistics channels are rapidly taking shape. Port functionalities are continuously improving, and operational capabilities are steadily advancing. In 2024, the airport's cargo and mail throughput is projected to rank fifth nationwide, with 36 international cargo routes already operational. Ezhou Huahu International Airport regards Etihad Cargo as a key strategic partner and supports the launch of more cargo routes at the airport, achieving even greater milestones in the future."

Etihad Cargo's operations in Ezhou are a key component of the carrier's extensive network in Greater China, which will grow to 23 weekly freighters and 25 weekly passenger flights in 2025.

Etihad Cargo
supports global flower movements
for Valentine's day and Mother's day

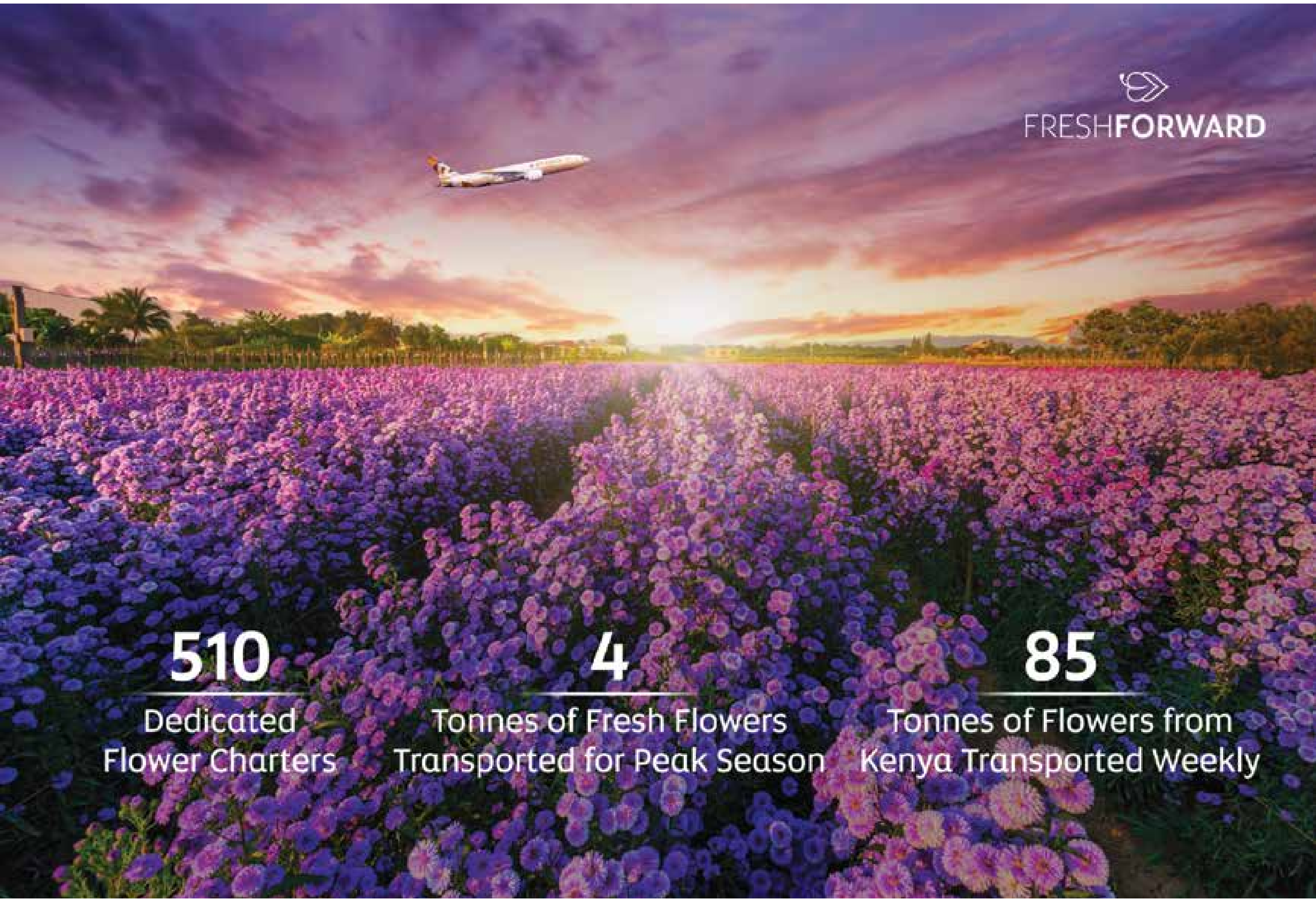
- *Etihad Cargo has transported over 500 tonnes of fresh flowers from Nairobi to Europe for Valentine's Day and Mother's Day, leveraging its IATA CEIV-certified FreshForward product to ensure pristine delivery.*
- *The carrier operated four dedicated flower charters for Valentine's Day and facilitated the export of approximately 95 tonnes of flowers weekly from Kenya via passenger and freighter services.*
- *In addition to flowers, Etihad Cargo supports the export of perishables such as fruits, vegetables, and meat from Africa, using advanced cool chain technologies to maintain freshness and quality.*
- *Etihad Cargo will expand its African network in 2025 with new routes to Algiers, Tunis, and El Alamein, increasing bellyhold capacity and strengthening connectivity across key markets.*

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has demonstrated its commitment to supporting global trade with the transport of over 500 tonnes of fresh flowers from Nairobi, Kenya, to key markets in Europe ahead of Valentine's Day and European Mother's Day. Leveraging its state-of-the-art cool chain solutions, including its IATA CEIV-certified FreshForward product, Etihad Cargo has ensured the efficient delivery of some of the world's most sought-after blooms.

Kenya is one of the largest exporters of cut flowers globally, and Etihad Cargo has played a key role in meeting the heightened demand for flowers during peak seasons. Ahead of Valentine's Day, the carrier operated four dedicated flower charters, moving 510 tonnes of flowers from Nairobi to destinations across Europe, including the Netherlands, Germany, and the United Kingdom. Additionally, with four weekly flights to Nairobi, including three passenger flights offering bellyhold capacity and one dedicated freighter service, Etihad Cargo facilitates the export of approximately 95 tonnes of flowers from Kenya every week, ensuring consistent support for the global floriculture industry.

Among the blooms transported are premium big-head roses, including High and Peace, Cappuccino, Cabaret, Topaz and Roseberry, as well as mixed selections tailored to meet the preferences of European markets. These flowers are expertly handled, with temperatures maintained between 2–8°C during transit, ensuring their freshness upon arrival. Specialised thermal covers and real-time IoT sensors further ensure the integrity of the shipments, mitigating risks and safeguarding the flowers' delicate nature.

Etihad Cargo is also actively supporting the export of other perishables from Africa via its FreshForward product. From Nairobi, the carrier transports a wide range of fresh fruits and vegetables, contributing to Kenya's position as a leading exporter of agricultural goods. In South Africa, Etihad Cargo facilitates the movement of approximately 72 tonnes of fresh fruits, vegetables, and meat to the UAE and beyond every month, supporting the country's thriving agricultural and livestock sectors. These shipments benefit



from the same advanced cool chain technologies that ensure optimal freshness and quality throughout their journey.

Stanislas Brun, Vice President Cargo at Etihad Cargo, commented: *"Etihad Cargo is proud to support the floriculture industry, which plays a vital role in connecting producers in Africa with consumers worldwide. The demand for flowers peaks during celebrations such as Valentine's Day and Mother's Day, and Etihad Cargo's FreshForward product is designed to provide world-class cool chain solutions, ensuring flowers arrive fresh and vibrant. Through Etihad Cargo's extensive network, advanced facilities, and dedicated expertise, the carrier is committed to connecting key markets and supporting the growth of global trade."*

Etihad Cargo's IATA CEIV-certified FreshForward product ensures that flowers and other perishable goods benefit from state-of-the-art cool chain infrastructure at the carrier's Abu Dhabi hub. The facility features temperature-controlled storage and advanced technologies, such as IoT-enabled sensors and predictive analytics, enabling proactive risk management and maintaining optimal conditions throughout the supply chain.

While Valentine's Day saw a surge in flower shipments, the carrier is also gearing up to support the upcoming European Mother's Day, with flowers continuing to be exported from Nairobi and beyond. The carrier's extensive network of over 85 destinations, combined with 41 passenger flights across Africa and two weekly freighter services to Nairobi and Johannesburg, ensures the carrier can meet the needs of its African customers and partners.

In 2025, Etihad Cargo is set to expand its African network with the launch of new passenger routes to Algiers, Tunis, and El Alamein. These new destinations will increase bellyhold capacity, boost connectivity across the continent and support the growing demand for cargo services between Africa, the Middle East, and beyond.

Lufthansa Cargo Drives Towards Sustainability with Electric Company Car Fleet

Lufthansa Cargo will be using electric cars in its fleet of company cars in the future. The total of 30 vehicles used for business trips at the Frankfurt hub are to be gradually replaced with new electric vehicles. After almost 1000 test kilometres driven by 71 test drivers, the team has decided on two vehicle types.

The first three new vehicles have already arrived and have been in use since the beginning of February 2025. At the same time, the complete charging infrastructure at the Lufthansa Cargo Center was implemented with a total of six charging points in two buildings.

Lufthansa Cargo is pursuing a clear sustainability strategy and, together with the Lufthansa Group, has set itself ambitious climate protection targets. Through reduction and compensation measures, the company aims to achieve a neutral CO2 balance by 2050. By 2030, net CO2 emissions are to be halved compared to 2019.

Also, in order to make the booking process on the Lufthansa Cargo website easier and more efficient in the future, the company has introduced FastTrack: in a new pilot environment within the booking page, freight customers can currently test a significantly shortened booking process and simultaneously make real bookings. With limited functions and a reduced product selection, the streamlined design and booking process can be completed with just a few clicks. This results in a time saving of around 30 per cent.

The new booking process also offers other innovative features: customers can request routings from different origins and destinations at the same time, save booking templates as favourites, choose from different views, and select and configure alpha and beta variants for various functions. The booking page, which is currently being tested, was developed in close collaboration with the carrier's customers and service teams, and their feedback is being implemented quickly.

"We are pleased to be able to implement our customers' feedback promptly with FastTrack and to be able to further improve our services in close collaboration with them. The response so far shows us that we, as a company, are on the right track when it comes to digital offerings and that it is important to constantly critically review and optimize our existing services," explains Marcel Kling, Head of Digital Sales at Lufthansa Cargo.

Atlas Air Signs Memorandum of Understanding with SATS and Worldwide Flight Services to Expand Global Cooperation

Atlas Air Inc., a subsidiary of Atlas Air Worldwide Holdings, Inc., a leading global provider of outsourced aviation logistics, has announced that it has signed a Memorandum of Understanding (MoU) with SATS Limited and Worldwide Flight Services (WFS) to expand their global cooperation and to leverage each other's networks.

The MoU aims to build on the strong working relationships between SATS, WFS and Atlas Air, particularly in North America where WFS provides handling for the airline at eight major airport gateways: Chicago, Dallas Fort Worth, Denver, Houston, Indianapolis, Miami, New York JFK, and Seattle. In addition, the agreement will also expand cooperation in Singapore, the headquarters of the SATS Group, as well as in Riyadh, Saudi Arabia. This includes strengthening relationships for warehouse services, freighter ramp handling, and crew transport solutions.

The MoU is the first of its kind between Atlas Air, which operates the world's largest fleet of B747 freighters and SATS, one of the world's largest providers of air cargo handling services. It expands the relationship between the partners to work together on a fully integrated ground and cargo handling model to address the growing demands of e-commerce as well as network solutions to facilitate growth in air cargo volumes, including perishables, pharmaceuticals, and other high value shipments. The partners will also collaborate on the development of digital and automation solutions to provide expanded supply chain visibility and traceability of cargo throughout the combined networks.

Reflecting their shared commitments, Atlas Air, SATS and WFS have also pledged to achieve further collaboration on major international airfreight trade lanes and cooperate on green and low-carbon initiatives which minimize the environmental impact of air cargo.

"This expanded partnership with SATS and WFS is a testament to our shared vision for the future of air cargo," said **Martin Drew, Chief Strategy and Transformation Officer, Atlas Air Worldwide**. *"By combining SATS and WFS' extensive ground handling expertise with Atlas Air's global network and commitment to innovation, we can unlock new opportunities for growth and efficiency."*

Drew added, *"This collaboration will deliver significant benefits to our customers by enhancing visibility, service quality, and reliability. It will also drive meaningful progress across the industry by promoting sustainability and spearheading digital transformation. We are confident this partnership will provide exceptional value and further strengthen our position as a global leader in the air cargo market."*

"We are pleased to have Atlas Air partner with SATS and WFS as we work together to drive efficiencies in the air cargo supply chain to better serve our customers," said **Kerry Mok, SATS President and Chief Executive Officer.** *"Our worldwide network, combined with Atlas Air's fleet of freighters and global presence, offers immense opportunities to develop value-added and specialized services that deliver speed and traceability to enhance our customers' competitiveness."*

SATS and WFS handle over 237,800 tonnes of airfreight annually for Atlas Air at these locations, carried onboard some 5,300 freighter flights.

Kenya Airways Doubles Down on 737-800 Freighters, Eyes Wide Body Expansion

Kenya Airways is sharpening its focus on Boeing 737-800 freighters, while also laying the groundwork for future investments in widebody cargo aircraft. This strategic pivot aims to bolster the airline's cargo capacity and expand its footprint across Africa and beyond.

The Nairobi-based carrier reaffirmed its commitment to the 737-800 freighter model, citing its superior range and operational efficiency compared to older models. "The 737-800Fs are really the model that we are looking at," said Peter Musola, Kenya Airways' Head of Cargo Commercial, during a panel discussion at Air Cargo Africa in Nairobi.

A Modern Fleet for Growing Demand

Kenya Airways currently operates two converted narrow-body 737-300 freighters, both 26 years old, delivered in 2013. In addition, the airline has two dry-leased standard-body 737-800 freighters—one 23 years old, delivered in January 2024, and another 24 years old, delivered in March 2024.

Musola emphasized the critical role of operational consistency in meeting growing cargo demands. "The consistency of capacity is fundamental to the growth of the air cargo industry in Africa," he explained. "Africa often experiences volatile shifts in freighter operations, which can disrupt supply chains. That's why Kenya Airways is very intentional about entering widebody freighter operations."

Eyes on Widebody Freighters

While the airline remains committed to the 737-800F, Musola hinted at future expansions into widebody freighters. "We've had numerous discussions with a number of lessors who can offer us these kinds of solutions," he revealed.

He also highlighted the appeal of the ACMI (Aircraft, Crew, Maintenance, and Insurance) leasing model, describing it as an effective way to test operational viability before committing to significant capital investments in new aircraft.

A Growing Market with Rising Demand

The cargo landscape in Africa is poised for substantial growth. Aaron Tayler, Boeing's Regional Director of Market Analysis, pointed to the company's World Air Cargo Forecast, which predicts that African air cargo volumes will double over the next two decades.

Tayler outlined a robust outlook for freighter capacity, noting that the African domestic market will require approximately 100 additional aircraft by the early 2040s, with the total fleet expected to exceed 150 aircraft.

However, the demand doesn't stop at Africa's borders. "There's also a significant need for freighter capacity from carriers based outside Africa," Tayler added.

He stressed the importance of fleet modernization, pointing out that many existing freighters are aging rapidly. "A lot of the African fleet is quite old. There are numerous 737 Classic freighters with an average age well over 30 years. Some 727s are still in operation, averaging around 40 years old, with a few pushing 50."

The Road Ahead

As Kenya Airways navigates this evolving landscape, its strategic focus on the 737-800 freighter—combined with a proactive approach toward widebody expansion—positions the airline to capitalize on Africa's burgeoning air cargo market. With global demand surging and fleet modernization becoming imperative, Kenya Airways is not just keeping pace but setting the stage for a robust future in air cargo.

Kenya Airways Cargo Named African Air Cargo Airline of the Year at Air Cargo Africa 2025

Kenya Airways Cargo (KQ Cargo) has been named Highly Acclaimed African Air Cargo Airline of the Year at the Air Cargo Africa Conference 2025, reaffirming its leadership and commitment to excellence in cargo operations across the continent.

The prestigious award recognizes KQ Cargo's exceptional service, innovation, and significant contributions to the growth of Africa's cargo industry.

Speaking at the award ceremony, **Mr. Dickson Murianki, Director Cargo at Kenya Airways,** expressed gratitude for the recognition: *"We are incredibly honored to receive this award, especially here in Nairobi, as we host the Air Cargo Africa Conference in Kenya for the first time. This achievement is a testament to the hard work and dedication of our entire cargo team."*

He further emphasized KQ Cargo's strategic focus, stating, *"Africa remains central to our operations, and we are committed to providing innovative, efficient, and reliable cargo solutions that drive trade and economic growth across the continent and beyond."*

This milestone coincides with Nairobi's debut as the host city for the Air Cargo Africa Conference, marking the first time the event has been held in Kenya in its 14-year history. The recognition highlights Jomo Kenyatta International Airport's (JKIA) growing status as a premier African cargo hub, facilitating trade and economic expansion across the region.

The Air Cargo Africa 2025 Conference attracted over 60 exhibitors and 2,000 attendees, including industry leaders in air cargo, freight logistics, and supply chain management. The event provided a valuable platform for networking, knowledge sharing, and strengthening partnerships with key stakeholders such as shippers, freight forwarders, e-tailers, manufacturers, and logistics professionals.

Building on this success, KQ Cargo is set to accelerate its strategic growth, leveraging its extensive network spanning 20 countries across three continents. The airline remains focused on expanding its freighter operations, enhancing capacity, and strengthening partnerships to solidify its position as Africa's preferred air cargo provider.

With its recent freighter network expansion and ongoing commitment to operational excellence, Kenya Airways Cargo continues to lead the way in shaping the future of African air cargo.

Avianca Cargo Becomes Top Flower Carrier from Colombia to the U.S., Leading in Los Angeles

- *Avianca Cargo successfully operated 300 cargo flights transporting flowers from Colombia and Ecuador to North America during the Valentine's Day season.*
- *For the first time, the airline secured the #1 position in flower transportation to Los Angeles, further strengthening its leadership in the U.S. market.*
- *As part of its growth strategy, Avianca Cargo will expand its fleet in 2025 with two additional Airbus A330 P2F aircraft*

Avianca Cargo, a leader in air cargo transportation, successfully concluded its Valentine's Day 2025 season with record-breaking flower shipments from Colombia and Ecuador to North America. To meet heightened demand, the airline doubled its regular capacity, prioritizing on-time performance, service excellence, and quality handling.

Throughout the season, Avianca Cargo operated approximately **300 cargo flights**, transporting around **18,000** tons of flowers to key hubs like **Miami and Los Angeles**. To support this increased volume, the airline invested in infrastructure enhancements, digitalization projects, and a **30% increase in workforce**, enabling it to successfully deliver on its value proposition.

"In preparation for Valentine's Day, we optimized our logistics to ensure a seamless season for our customers," **said Diogo Elias, Senior VP of Avianca Cargo.** "Our record-breaking efficiency gains included over 40% reduction in flower processing and delivery times of around 50% underscoring our commitment to excellence. We are proud to support the flower industry with superior service, driven by our dedicated team and strong partnerships across the supply chain."

Key Logistics & Operational Achievements in the U.S.:

- This season, Avianca Cargo achieved significant milestones in its U.S. operations, further solidifying its leadership in flower transportation:
- **Faster Processing & Delivery** – Reduced **flower processing and delivery times** in Miami by **57%**, ensuring **quicker and more reliable service**.
- **Market Leadership in Los Angeles** – Secured the **#1 position** in flower transportation to **Los Angeles** while reinforcing its leadership in **Miami**.
- **Expanded Workforce** – Increased the **U.S. operations team by 30%**, enhancing logistics efficiency in **Miami and Los Angeles**.
- **Doubled Seasonal Capacity** – Transported approximately **18,000** tons of flowers, adding **incremental flights** to meet heightened demand.
- **Service Excellence** – Maintained top industry **service levels**, reinforcing Avianca Cargo's commitment to **reliability and quality handling**.

"MIA is proud to be America's largest gateway for fresh flowers, with more than 1,500 tons projected to arrive daily this year for Valentine's Day, which would be a 3% increase over last year," **said Ralph Cutié, Director and CEO, Miami International Airport.** *"Thanks to our strong partnership with airlines like Avianca Cargo and federal support from U.S. Customs and Border Protection, millions of blooms will reach their destinations across the country in time for the holiday."*

As Avianca Cargo continues to lead the flower transportation market from Colombia to the United States, the airline remains committed to enhancing services and upgrading infrastructure. In 2025, Avianca Cargo will expand its fleet with **two additional Airbus A330 P2F aircraft**, significantly improving efficiency and capacity to better serve high-demand markets.

"At Avianca Cargo, we deliver on our promises to our customers. We provided the incremental capacity we promised for the season and ensured the fulfillment of our value proposition in Colombia and Ecuador," **said Diogo Elias, Senior Vice President of Avianca Cargo.**

With a strong focus on service excellence and operational innovation, Avianca Cargo aims to further solidify its leadership in transporting perishable goods—particularly flowers—across key markets, including Miami, Los Angeles, and Europe.

Cathay Cargo

becomes first carrier to exchange shipment information using IATA's ONE Record data protocol with forwarders in everyday usage

Cathay Cargo has become the first carrier to adopt the International Air Transport Association's (IATA) ONE Record data protocol in some of its day-to-day operations with forwarders. This achievement is one year ahead of IATA's target date for ONE Record implementation, which is scheduled for January 2026.

In December 2024, three freight forwarders on the Chinese Mainland – Sinotrans Air Freight, WECAN International Freight Forwarding International Logistics and ALL-LINK Logistics – started exchanging electronic air waybill (eAWB) and shipment status information with Cathay Cargo using an application programme interface (API) designed to ONE Record data protocols.

In January 2025, Sinotrans Hong Kong Air Transportation Development became the first Hong Kong forwarder to submit eAWB information and is now

able to review shipment information from Cathay Cargo using ONE Record data protocols.

Cathay Director Cargo Tom Owen said: *"These successful real-world use cases demonstrate the continuing commitment of Cathay Cargo to taking a leadership role in the digitalisation of the air-cargo shipment process. We are well positioned to meet IATA's ONE Record implementation target of January 2026. The technical ease of aligning our key customers' systems using ONE Record protocols with APIs highlights that there is nothing to fear in making the change and lots to be gained from the operational efficiencies, enhanced security and greater transparency of the overall shipment process."*

IATA's ONE Record initiative enables end-to-end transparency for consignments, logging progress as they pass through multiple links in the air-cargo chain from shipper to agent, airline, warehouse and statutory authorities such as customs, following IATA's protocols for APIs – the interfaces that enable users to connect to the system and share data in a secure way.

Sinotrans uploaded its eAWB information through ONE Record via a specialised digital interface coordinated, designed and hosted by Cathay Cargo's innovation partner, Global Logistics System (HK) Company Limited (GLS), which also designed other industry-leading digitalisation projects for the carrier's commercial and operational settings, including Click & Ship, Cathay Cargo's online booking platform.

This connection enables all stakeholders in the shipment process to extract richer data from ONE Record beyond the standard departure and arrival data derived from CIMP (Cargo Interchange Message Procedure), the standard communication link between airline and forwarder. With ONE Record, multi-dimensional data from Cathay Cargo's next-generation Ultra Track solution, like temperature and geolocation, can be accessed, and the same applies to data from cooltainers with data transmitters, particularly Envirotainer's Releye packaging.

Sinotrans Director of Digitalisation Wen Xuan Zang said: *"We are thrilled to be the first cargo forwarder to partner with Cathay in the roll-out of ONE Record for data communication. This innovative approach will revolutionise our operations, enhancing efficiency and transparency in cargo shipment processes. We look forward to setting new industry standards together with Cathay Cargo and providing our custolsh mers with an even higher level of service."*

The air-cargo industry has many stakeholders, including shippers, forwarders, airlines, ground handlers and customs services, all of which need to see and process cargo and its data before, during and after the transport process. IATA's ONE Record is designed to make shipment information relevant to stakeholders visible and accessible.

IATA Head of Digital Cargo Henk Mulder said: *"All this data is only meaningful when considered together, in the context of one shipment. IATA's ONE Record data-sharing standard offers an intelligent data infrastructure where data is linked in a vast and decentralised network where stakeholders can access relevant data securely, receiving relevant updates to drive their transport and logistics processes. I am delighted to see this real-world production example of communication between different cargo stakeholders."*

Cathay's Tom Owen added: *"At Cathay Cargo, we know how important it is to work with our customers to increase the transparency and data connectivity of air cargo. We will continue to take the lead in providing the API links necessary to customers, and look forward to helping more of them implement direct connection with us, using the ONE Record protocols."*

Cathay Cargo flies in the equine stars of the Hong Kong International Horse Show

Cathay Cargo has flown in around 70 horses that are participating in the Longines Hong Kong International Horse Show, which will be held at AsiaWorld-Expo between 14 and 16 February, 2025.

The show, which sees top-flight equestrianism and show jumping returning to Hong Kong for the first time in more than five years, will feature international show jumpers in competition, along with other equine entertainment across three days.

Cathay Director Cargo Tom Owen said: *"We are proud to be the official airline partner of the Hong Kong International Horse Show as it makes its debut in Hong Kong this February. We have flown in around 70 of the world's finest sports horses based in Europe from Liège and London to Hong Kong, ensuring they were well taken care of and that they arrived in the best condition for their highly anticipated performances."*

Working with the show organisers, Cathay Cargo planned a charter flight from Liège in Belgium using one of its Boeing 747 freighters to carry most of the showjumping and specialist high-jump puissance horses to Hong Kong on the aircraft's main deck. They were accompanied by four grooms, who were charged with looking after the horses to ensure they were comfortable on the flight. The remaining horses, including diminutive Shetland ponies, which will be ridden by child jockeys in the event's "Shetland Pony Grand National", were flown into Hong Kong by Cathay Cargo from London Heathrow on scheduled 747 freighter services.

Over 25,000 attendees from Hong Kong and the rest of the Greater Bay Area (GBA) are expected at the event, which will feature some of the world's best show jumpers over three days of top-flight competition. Cathay Cargo will sponsor one of the showjumping events, while some of the obstacles and jumps will carry Cathay Cargo branding. Additionally, Cathay Cargo will also have a stand in the exhibition area, where event visitors will be able to learn more about Cathay Cargo and its Live Animal shipment solution.

Event Director Jo Peck at HPower International, the event delivery company for the show, which also organises the London International Horse Show, said: "We have been delighted to work with our airline partner Cathay Cargo in planning and delivering the logistics of flying these horses from Europe. The care and expertise demonstrated in handling these valuable sports horses using its Cathay Live Animal shipment solution has been hugely appreciated both by us and their riders.

Owen added: *"We look forward to showing people how our 'We Know How' ethos and shipment expertise enabled these three action-packed days of intense competition with world-class horses, riders and thrilling displays in Hong Kong."*

Qatar Airways Cargo transports 42 million red roses for Valentine's Day

Qatar Airways Cargo has transported 2,800 tonnes of flowers, the equivalent of 42 million fresh-cut red roses from Kenya and South America in time for Valentine's Day. From Nairobi, the carrier transported almost 1,600 tonnes of red roses on its scheduled flights and charters. Additionally, from Bogota and Quito, it carried close to 1,200 tonnes to key markets including Amsterdam, Middle East, Asia and Australia.

In addition to its regular scheduled passenger-and-cargo flights, the cargo carrier operated nine (9) additional Boeing 777 charters from Nairobi and ten (10) additional charters from Quito in the fortnight leading up to Valentine's Day, to support the increased demand during this peak season.

Qatar Airways Cargo's Chief Officer Cargo, Mr Mark Drusch says: *"Both Kenya and South America's floriculture sectors are success stories that must be celebrated and supported. Both countries are well-known for producing incredibly beautiful cut roses of unparalleled quality. As the world's leading air cargo carrier, we are proud to be able to play our part in sharing this great product with the world and supporting the local economies of Kenya and Bogota and Quito."*

"As part of our commitment to contribute to socio-economic development, Qatar Airways Cargo increased capacity by adding extra charter freighters to connect Kenya, Bogota and Quito's floriculture sector to key markets and customers worldwide through our network of over 170 passenger and 60 freighter destinations. The additional charter flights are in addition to our scheduled passenger-and-cargo flights.

"Because of Valentine's Day, February is a crucial month and an important economic opportunity for the floriculture sector. Qatar Airways Cargo's services are critical in helping reward the dedicated farm workers, farmers and entrepreneurs behind this blossoming agribusiness sector." concludes Drusch.

The cargo carrier uses its state-of-the-art Boeing 777 freighter for its freighter and charter operations, the aircraft is a key enabler of on-time performance. Through its innovative Fresh product, the carrier ensures a seamless cool chain for all flowers transported on its flights from origin ensuring they arrive fresh and on time, helping millions of people globally express their love and admiration with flowers.

MIA earns straight A's from bond rating agencies

KBRA also adds a positive outlook upgrade, noting financial strength

Miami International Airport (MIA) has once again demonstrated its financial strength and industry leadership, earning 'A+' ratings and stable outlooks from Fitch Ratings and S&P Global Ratings for its 2025A-C aviation revenue refunding bonds and outstanding aviation revenue bonds. Both agencies citied the airport's strong performance, financial resilience, and essential role in American Airlines' network. Additionally, Kroll Bond Rating Agency (KBRA) reaffirmed its AA- rating for MIA's bonds while also upgrading the global gateway's financial outlook from stable to positive.

This achievement is a testament to the exceptional leadership of MIA Director and CEO Ralph Cutié, the dedication of our industry partners, and the hard work of the entire MIA team. Their commitment to operational excellence, financial stewardship, and world-class service continues to strengthen MIA's position as a premier global gateway. This recognition not only highlights our airport's success but also signifies the positive impact on our community, including increased job creation and economic growth. Together, we are making history at MIA.

Miami-Dade County Mayor Daniella Levine Cava

In its rating commentary, Fitch said: "The rating reflects MIA's strong position as a leading international gateway, with a dominant position for Latin American and Caribbean air services, and its strategic importance to American Airlines. The rating also reflects the airport's strong cost-recovery framework, which supports stable financial performance."

KBRA's rating report noted, "MIA's long-term rating continues to reflect a large and growing air service area, the airport's long-standing role as the leading U.S. gateway to Latin America and the Caribbean, the continued expansion of domestic and international service by a diverse mix of MIA's air carriers; and the Miami-Dade Aviation Department's track record of managing multi-phase, large and complex capital programs."

S&P wrote in its overview, "The rating reflects our view of MIA's strong performance as a large hub in a growing service area, its outperformance of peers, and its essentiality to the American Airlines route network. In addition, our positive holistic analysis reflects our view of the airport's financial resiliency and stability through multiple economic cycles."

MIA's consistent growth and ability to exceed industry benchmarks underscore the airport's vital role in Miami-Dade County's economy. With a solid financial foundation, MIA is well-positioned to continue investing in infrastructure improvements, enhancing the passenger experience, and supporting the region's economic expansion.

Ralph Cutie, MIA Director and CEO

Miami International Airport, America's busiest airport for international freight and the second busiest for international passengers, is receiving an unprecedented investment *of $9 billion in capital improvements and maintenance upgrades. MIA offers more flights to Latin America and the Caribbean than any other U.S. airport and is also the leading economic engine for Miami-Dade County and the state of Florida, generating business revenue of $118 billion and approximately 60 percent of all international visitors to Florida annually.*

American Airlines Cargo nearly doubles long-term plastic waste reduction with BioNatur Plastics™ partnership

The carrier reduced plastic waste equivalent of 12.6 million plastic water bottles

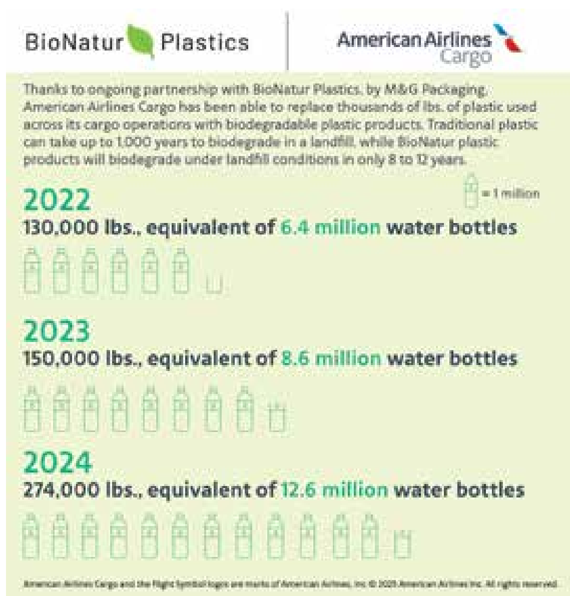
American Airlines Cargo has announced impressive results following continued partnership with BioNatur Plastics as its sustainable supplier of biodegradable plastic products for use in cargo operations. The partnership began in 2022, first enabling the carrier to reduce its yearly long-term traditional plastic waste by the equivalent of 6.4 million plastic water bottles. In 2024, American replaced more than 274,000 lbs. of traditional plastic used across its network with the BioNatur line which resulted in a yearly reduction of long-term plastic waste by the equivalent of 12.6 million plastic water bottles – a nearly 100% increase compared to when the partnership began.

BioNatur Plastics aims to provide eco-conscious alternatives to traditional plastics without compromising on quality or performance. They supply biodegradable and 100% recyclable plastic products with all the functionality of traditional plastic, but BioNatur's products do not break down into micro-plastics and instead biodegrade in a landfill environment within 8 to 12 years.

American currently uses BioNatur plastic at most of its U.S. hubs, as well as at smaller domestic stations and in Latin America, with plans to continue expanding use of the biodegradable plastic across all operations in place of traditional plastic. Distributed by M&G Packaging, BioNatur plastic product uses include lower deck pallet covers, heavy duty poly sheeting, stretch wrap, bottom sheeting and plastic covers – all which are an important part of the building process for Unit Loading Devices, or ULDs.

"*We have a strong and successful partnership with BioNatur Plastics, and I'm pleased to see how much our efforts to migrate more of our operations plastic use to their biodegradable products is helping us reduce our long-term waste and overall footprint,*" says **Greg Schwendinger, President, American Airlines Cargo.** "To see the progress over just three years shows how implementing sustainable practices can truly make a difference. We look forward to continuing to work toward a green future."

Chris Paladino, President of BioNatur Plastics adds, *"American continues to be a leader in sustainability and we are proud to have supported the cargo team as they more than doubled their impact in 2024. BioNatur's biodegradable and recyclable plastics are ideal for cargo that is being distributed around the world. We look forward to an even bigger 2025."*



Cargojet Surpasses C$1 Billion in Revenue for 2024, Eyes Growth Slowdown in 2025

Cargojet, the Canada-based freighter operator, has crossed a significant milestone, reporting revenues exceeding C$1 billion for the first time in 2024. This achievement marks a 14.1% increase from the previous year, with the company's earnings before income tax (EBIT) soaring 166.3% to C$137.8 million and net earnings jumping 190.6% to C$108.4 million.

The revenue surge was driven by a C$20.9 million boost in domestic network revenues, a C$36.5 million rise in ACMI (Aircraft, Crew, Maintenance, and Insurance) revenues, and an impressive C$58.7 million gain in all-in charter revenues.

Key Drivers of Growth

The domestic revenue growth was largely fueled by a surge in e-commerce and B2B volumes. ACMI revenues benefited from the short-term deployment of an additional aircraft and increased ad hoc flights. Meanwhile, charter revenues gained momentum through scheduled services between China and Canada launched earlier in the year, alongside a rise in ad hoc charters.

Operating expenses rose 4.8% year-over-year, but the revenue growth outpaced costs, contributing to the notable profit margins.

Strong Q4 Performance, Cautious Outlook for 2025

In Q4, Cargojet posted a 32.1% year-over-year revenue increase, reaching C$293.2 million, primarily driven by robust charter and ACMI operations.

Looking ahead, the company remains optimistic but cautious. "The growth in the fourth quarter of 2024 reflected a strong recovery from the prior year and indicates the resilience of our diversified business model," the company stated.

However, management expects growth to slow in 2025 due to uncertainties surrounding proposed tariffs, potential trade tensions, and their possible impact on global air cargo demand.

Fleet Expansion and Optimization

Cargojet is actively expanding its fleet, with three Boeing 767-300 aircraft currently undergoing conversion, scheduled to join the operation in 2025. The first two converted freighters are expected by the end of Q1, with the third following in Q3.

Additionally, the company is acquiring a factory-manufactured freighter, also slated for Q1 delivery. To maintain an optimized fleet, a leased Boeing 767-200 will be returned to the lessor in April 2025, balancing operational needs with maintenance and growth strategies.

Cargojet also holds feedstock for two more freighters, available for conversion to support future long-term growth when needed.

As Cargojet navigates the evolving global logistics landscape, its strong financial performance in 2024 underscores its resilience and strategic foresight, even as it prepares for a potentially challenging year ahead.

Avianca Cargo Earns ESG Award for Sustainability Excellence for Second Year in a Row

- *Avianca Cargo wins the ESG & Sustainability Award at the Aviation Achievement Awards 2025, marking the second consecutive year the airline has earned this honor for its sustainability efforts.*
- *Avianca Cargo's sustainability initiatives include adopting biodegradable plastic pallet covers, using zero GWP refrigerants, and implementing over 24 fuel-saving SOPs, reducing 2,480 tons of CO2 emissions in 2024.*
- *Avianca Cargo's commitment to social impact includes transporting over 125 tons of humanitarian aid in 2024, and supporting key programs in healthcare, education, and environmental conservation.*

Avianca Cargo has been awarded the ESG & Sustainability Award at the Aviation Achievement Awards 2025, held on February 26 in Dubai, UAE. The award recognizes Avianca Cargo for its ongoing dedication to sustainability and reducing its environmental impact, as well as its contributions to social and corporate governance.

The Aviation Achievement Awards celebrate organizations and projects in the aviation sector that have demonstrated excellence in areas such as logistics, innovation, and teamwork. Avianca Cargo earned the ESG Award due to its strong commitment to environmental, social, and governance (ESG) initiatives, including the operation of its Airbus A330F fleet, which is the freighter with the lowest environmental impact in Latin America.

"As a 52-year-old airline, we continue to evolve and strengthen our commitment to sustainability," **said Diogo Elias, Senior Vice President of Avianca Cargo.** *"Winning the ESG Award for the second consecutive year reflects our ongoing efforts to lead the air cargo industry toward a sustainable future. Our modern fleet, innovative environmental practices, and strong dedication to our clients and communities showcase our determination to drive positive change in the industry."*

Avianca Cargo's achievements in sustainability include several key initiatives aimed at reducing the environmental impact of its operations, such as the adoption of biodegradable plastic pallet covers, the use of zero Global Warming Potential (GWP) refrigerants in cooling facilities, and over 24 fuel-saving SOPs that have helped avoid 2,480 tons of CO2 emissions in 2024 alone. The airline's fleet of A330 freighters is significantly more fuel-efficient than the regional average, and its newer aircraft fleet has contributed to a reduction in CO2 emissions per Revenue Ton Kilometer (RTK). Avianca Cargo's achievements also include its LEED® MRO certification, which includes a 30% solar energy contribution, and its partnership with Deprisa and Fundación Hábitat Sur to remove plastic waste from the Amazon, with over +2 tons of plastics transported for recycling.

In addition to its environmental strategy, Avianca Cargo continues to support a range of social initiatives, partnering with key humanitarian organizations, transporting over 125 tons of aid in 2024, and supporting programs for healthcare, education, and the environment. In addition, Avianca Cargo's commitment to diversity and inclusion is reflected in its workplace culture, with a focus on equal opportunities and staff welfare.

Avianca Cargo operates over 220 dedicated cargo flights and 1,400 flights with belly cargo capacity weekly, supported by 70 interline agreements spanning more than 350 destinations worldwide. These efforts have established Avianca Cargo as a trusted partner in the global logistics network, delivering reliable service while prioritizing sustainability.

ATA Conference 2025: A Successful Edition Hosted by Qatar Airways Cargo

The ATA Conference 2025 brought together 146 industry experts to discuss the future of live animal transportation. Hosted in Doha, Qatar the event was marked by insightful discussions on AVI handling, animal welfare, compliance, and innovation in transport solutions.

Key moments included a welcome speech by Eric Wilson, SVP Global Sales at Qatar Airways Cargo, an engaging AVI Handling and Animal Welfare Panel featuring Michael Wambold, Head of Cargo Terminal Services, and the appointment of Willem Lodewijk Berk, Regional Cargo Sales Manager, as ATA President. Participants also had the opportunity to visit Qatar Airways Cargo's state-of-the-art Animal Centre.

The conference addressed critical industry challenges, including animal motion sickness, transport risks, equine transport complexities, avoiding paperwork errors, and the nutritional consequences of transporting horses. A strong focus was placed on the 'prevention is better than the cure' approach to improve animal welfare throughout the supply chain.

"The safe transport of live animals requires expertise, collaboration, continuous innovation, and respect for animals. At Qatar Airways Cargo, we are committed to setting the highest standards and supporting industry-wide improvements," said **Mark Drusch, Chief Officer Cargo at Qatar Airways Cargo.**

Newly appointed ATA President Willem Lodewijk Berk added: "Taking on this role is a great responsibility. The industry is facing new challenges, and it's essential that we work together to improve safety, compliance, and animal welfare.

As the official host and sponsor, Qatar Airways Cargo arranged a visit for participants to see its state-of-the-art Animal Centre. The 5,260 sqm facility is equipped with many cutting edge features and greatly enhances the experience for all animals arriving in or transiting through the Hamad International Airport in Doha.

The air cargo carrier has reaffirmed its commitment to animal welfare and will continue working with industry leaders to enhance transport standards and best practices. Qatar Airways Cargo and its Doha ground handler QAS Cargo are the first companies globally to complete the full suite of IATA CEIV certifications, including CEIV Live certification, which recertification was recently obtained for. It will continue to confirm its commitment to initiatives such as its WeQare – Rewild the Planet programme.

Lufthansa Cargo offers customers a simplified booking process in a pilot environment

In order to make the booking process on the Lufthansa Cargo website easier and more efficient in the future, the company has introduced FastTrack: in a new pilot environment within the booking page, freight customers can currently test a significantly shortened booking process and simultaneously make real bookings. With limited functions and a reduced product selection, the streamlined design and booking process can be completed with just a few clicks. This results in a time saving of around 30 percent.

The new booking process also offers other innovative features: customers can request routings from different origins and destinations at the same time, save booking templates as favorites, choose from different views, and select and configure alpha and beta variants for various functions. The booking page, which is currently being tested, was developed in close collaboration with the carrier's customers and service teams, and their feedback keeps being implemented quickly.

"We are pleased to be able to implement our customers' feedback promptly with FastTrack and to be able to further improve our services in close collaboration with them. The response so far shows us that we, as a company, are on the right track when it comes to digital offerings and that it is important to constantly critically review and optimize our existing services," explains Marcel Kling, Head of Digital Sales at Lufthansa Cargo.

The experiences and lessons learned from FastTrack will also be transferred to the regular booking platform in the future. For the time being, FastTrack is still only accessible to a selected pilot group and for general cargo bookings. However, the user group will be gradually expanded to include additional customers who are interested.

CB Customs Broker cleared 25.6 million eCommerce shipments in 2024

CB Customs Broker, the digital customs clearance specialist and subsidiary of Lufthansa Cargo, has reached a new milestone by clearing 25.6 million eCommerce shipments in 2024. This achievement follows the company's previous report of clearing 50 million eCommerce shipments through customs in just three years, representing a 44% increase in customs clearance rate.

The rise in clearance volume is largely attributed to the operation of a dedicated eCommerce Terminal at Frankfurt Airport and the continuous optimization of the company's scalable software. The company data also reflects the continued high demand for cross-border online trade, with November, the peak season month, seeing the strongest volume at 2.7 million eCommerce shipments cleared.

JFK receives CEIV Pharma certification

The Lufthansa Cargo station in New York, JFK, has received the IATA CEIV Pharma seal for the first time in the fourth quarter of 2024, expanding the network of CEIV-certified locations. The pharmaceutical storage facilities at JFK make it possible to process temperature-sensitive pharmaceutical shipments in accordance with the highest international quality standards. Equipped with walk-in refrigerators (2 to 8°C), walk-in freezers (-10 to -20°C) and temperature-controlled storage areas (15 to 25°C), the station is ready to take on any pharmaceutical challenge. This new certification underlines the commitment to excellence and the safe transportation of pharmaceuticals. With one of the largest pharmaceutical networks worldwide, Lufthansa Cargo offers over 28 CEIV-certified and 5 GDP-certified stations as well as CEIV Pharma certification as an airline.

Swissport grows air cargo handling in Australia and expands to New Zealand

Swissport International grows its air cargo handling business further in Australia, serving airline customers and freight forwarders in new air cargo centers in Melbourne and Sydney. A newly acquired facility in Auckland, New Zealand, is scheduled to open in late March 2025.

Swissport International, the global leader in airport ground services and air cargo handling, is significantly investing in the expansion of its air cargo handling capacity in Australia and New Zealand. Airline customers and freight forwarders will benefit from additional capacity at Swissport's three new locations, designed to enhance operational efficiency and provide tailored solutions for diverse cargo needs. This strategic move will allow Swissport to further solidify its position as a key logistics partner for the industry.

"Swissport is ready to support the rapidly growing air cargo demand in Australia and New Zealand, enabling businesses to thrive," says **Joel Greig, General Manager Cargo for Australia, and New Zealand at Swissport**. "Our new locations in Melbourne, Sydney and soon Auckland feature advanced temperature-controlled spaces, direct airside access, and state-of-the-art equipment to ensure safe and efficient operations. These capabilities empower our customers to deliver exceptional service quality across the supply chain."

TEMPERATURE CONTROLLED SPACES

Swissport's new location at Tullamarine Airport, Melbourne, is strategically positioned as the closest facility with direct airside access, offering a significant competitive edge for freight forwarders. Spanning a total area of 9,366 sqm, including almost 5,000 sqm of warehouse floor space, the warehouse features temperature-controlled storage systems designed to handle perishables and pharmaceuticals, maintaining conditions of 2-8°C and 15-25°C – depending on the specific requirements of the shipments.

Also at Sydney Airport, Swissport has expanded its footprint with a newly renovated facility, increasing its total handling area to over 4,500 sqm. The temperature-controlled air cargo center is equipped to handle a wide range of products, including perishables, pharmaceuticals, mail, express shipments, and general cargo, ensuring seamless operations for diverse customer needs. It is fully licensed to meet all customs, biosecurity, and screening requirements for Regulated Air Cargo Agents (RACA).

Additionally, dedicated express delivery transport trucks, capable of loading airside, will enable swift delivery to freight forwarders within just 45 minutes of an aircraft's arrival.

EXPANDING INTO NEW ZEALAND

Besides its expansion in Australia, Swissport is also marking its entry into the New Zealand air cargo market. Starting in late March 2025, its services will be available at Auckland Airport. The facility is equipped with the airport`s largest and most advanced X-ray machine, featuring high-penetration, dual-view technology and detection alerts for explosives and narcotics.

Swissport's capacity expansion in Australia began just months ago, with Vietjet and Batik Air as its launch customers. Since then, its customer base has grown to include LATAM Airlines and a suite of freight forwarders. The company's commitment to innovation, operational excellence, and customer satisfaction underscores its ambition to be the partner of choice for air cargo services in the region and beyond.

In Australia and New Zealand, Swissport has been offering airport ground services to 29 domestic and international airline customers at 18 airports. In 2024, the company served 10.16 million passengers and handled 226,358 flights. Swissport employs more than 3.600 aviation professionals across all business lines in Australia and New Zealand.

Flower imports at MIA are in full bloom before Valentine's Day

America's flower gateway expects to receive 1,500 tons of imports daily

Miami-Dade County takes pride in being the nation's gateway for fresh flowers, especially during peak seasons like Valentine's Day. The incredible volume of blooms arriving here each day reflects the strength of our global connections and the critical role MIA plays in supporting businesses and consumers alike. We're grateful for the dedicated partnerships with our cargo airlines and the tireless efforts of the U.S. Customs and Border Protection to ensure these flowers reach their destinations on time, spreading joy across the country.

Miami-Dade County Mayor Daniella Levine Cava

Business has been blooming at Miami International Airport in the weeks leading up to Valentine's Day, with the cargo gateway projecting that more than 1,500 tons of cut flowers will arrive daily between January 1 and the end of February – a 3% increase over the airport's record-breaking peak season in 2024. America's largest gateway for flowers, which welcomes 91% of all imports by air to the U.S., expects to receive 90,154 tons of cut flowers valued at more than $400 million during this year's Valentine's Day rush.

Flowers continue to be MIA's largest imported product by weight, accounting for 359,396 tons annually worth $1.65 billion. MIA benefits from having the nation's most extensive air route network with Colombia and Ecuador, the two top flower-producing countries in the region that account for approximately 86% of all flowers imported to the U.S. by air. Twelve cargo airlines provide freighter service from Colombia, and nine airlines have freighter service from Ecuador. Additionally, four airlines operate passenger flights carrying belly cargo from Colombia, while two passenger airlines carry belly cargo from Ecuador.

"MIA is proud to be America's largest gateway for fresh flowers, with more than 1,500 tons projected to arrive daily this year for Valentine's Day, which would be a 3% increase over last year. Thanks to our strong partnership with the world's top cargo airlines for transporting flowers and federal support from U.S. Customs and Border Protection, millions of blooms will reach their destinations across the country in time for the holiday."

Ralph Cutie, MIA Director and CEO.

Miami International Airport, America's busiest airport for international freight and the second busiest for international passengers, is receiving an unprecedented investment *of $9 billion in capital improvements and maintenance upgrades. MIA offers more flights to Latin America and the Caribbean than any other U.S. airport and is also the leading economic engine for Miami-Dade County and the state of Florida, generating business revenue of $118 billion and approximately 60 percent of all international visitors to Florida annually.*

Significant Growth in 2024 at Schiphol Cargo

As worldwide air cargo demand rose in 2024, Schiphol Cargo has seen its volumes grow and strengthened its position in the air logistics sector

At Schiphol Cargo – total air cargo tonnage reached 1.5 million tonnes in 2024, marking an 8.2 percent increase on 2023.

Electronics, machinery and spare parts, perishables, clothing, e-commerce goods, and pharmaceuticals are some of the largest categories by freight volume.

Air cargo growth was driven by a surge in e-commerce and various global geo-political developments and ocean shipping restrictions.

The Full Freighter to Belly ratio stood at 57 percent to 43 percent, reflecting a shift towards a higher proportion of belly freight (up from 39 percent in 2023) – this trend is predicted to continue in the coming years.

With a small decrease in full freighter flights, higher volumes carried by the aircraft led to a 1 percent average year-on-year increase in full freighter tonnage.

Belly freight saw a notable 19.8 percent increase, driven by a higher number of flights carrying belly cargo, as passenger flights continued their post-COVID recovery.

All regions experienced strong growth, except for Latin America, which saw a decline, partly due to the reallocation of routes to and from Asia driven by e-commerce demand.

Growth in both Inbound and Outbound Tonnage:

- Inbound tonnage grew by 7.8 percent, fueled by strong demand from regions including the Middle East (India), Far East (China, Japan, Korea), Africa (Kenya, South Africa), and the US.
- Outbound tonnage saw an 8.8 percent increase, primarily driven by demand from the US. Significant growth also stemmed from The Middle East, Africa and Europe.

MIKE breaks ground on New State-of-the-art Cargo Facility

New development brings jobs, enhanced cargo operations to Wisconsin

Milwaukee Mitchell International Airport (MKE), together with Crow Holdings, kicked off construction of its new state-of-the-art air cargo facility with a groundbreaking ceremony on Thursday, February 27. The new facility aims to provide a more efficient alternative for businesses looking to avoid the congestion, delays, and higher costs associated with operating at Illinois airports.

The project will transform a significant portion of the former 440th Airlift Wing, now known as the MKE Regional Business Park, into a 337,000-square-foot air cargo facility featuring a dedicated air cargo building, a new Milwaukee County Highway Maintenance Facility to support both County and State transportation needs, and enhancements to adjacent taxiways to improve accessibility for wide-body cargo aircraft. The facility will have the capacity to accommodate five B747-400 aircraft at the same time and expects to generate over $1.3M in annual aircraft landing fees as well as over $1M in annual ground lease rents and fees.

The former 440th campus was turned over to the Airport in 2008. Since that time, the underutilized property has been marketed to developers. Some of the buildings are currently used by the Airport while others will have been leased to a variety of short-term tenants.

The public-private project benefits Wisconsin businesses and consumers while also creating new jobs at the Airport and generating demand for the redevelopment and revitalization of neighborhoods near the Airport. The project also has the potential to attract new passenger airlines and destinations, as well as air cargo services, by lowering the overall operating cost for all airlines at MKE.

"We all know that Milwaukee Mitchell International Airport is one of the largest drivers of economic activity in Wisconsin, and this investment will lead to the creation of hundreds of jobs and have a major economic impact in our community," Milwaukee County Executive David Crowley said. "Kudos to the entire Airport team for pulling this project together and doing so – remarkably – at no cost to the Airport or Milwaukee County taxpayers."

"This project represents a generational investment for Milwaukee Mitchell International Airport," said Airport Director Brian Dranzik. "This public-private partnership is a win-win-win for the Airport, Milwaukee County, and manufacturers across Wisconsin. When this project is complete, builders and suppliers will be able to transport their raw materials and finished products in and out of Wisconsin more quickly and efficiently."

"After close to three years of intensive efforts, and over $2 Million in diligence dollars spent, we are thrilled to reach this milestone with the Airport and the County. This project is a true testament of what can be achieved when public and private forces align," said Jack Rabenn, Vice President at Crow Holdings. "We believe that this project will not only be an economic catalyst for Milwaukee, but also for the entire southeastern Wisconsin region and greater Midwest as a new port of entry into the United States. We are excited to formally kick this project off." The new facility is projected to be completed in 2026.

Milwaukee Mitchell International Airport offers nonstop flights to 30+ destinations coast-to-coast, and more than 200 international destinations are available with one easy connection. MKE is served by Alaska, American, Delta, Frontier, JetBlue, Southwest, Spirit, Sun Country, and United. The complete list of nonstop cities can be found at flymke.com. MKE, the winner of 2021 and 2022 ASQ Best Airport – North America awards for outstanding customer experience, is owned by Milwaukee County and operated by the Department of Transportation, Airport Division, under the policy direction of the Milwaukee County Executive and the County Board of Supervisors. The Airport is entirely funded by user fees; no property tax dollars are used for the Airport's capital improvements or for its day to-day operation.

cargo.one offers CMA CGM AIR CARGO capacity, boosting the airline's digital reach and market responsiveness

- *CMA CGM AIR CARGO brings all of its global capacity to cargo.one – the go-to digital air freight procurement and sales platform for over 25,000 freight forwarders*
- *Freight forwarders can now combine CMA CGM AIR CARGO services with cargo.one's seamless booking experience, export customer support, and innovative tools*

Cargo.one, the leading digital air freight procurement and sales platform, today announced that CMA CGM AIR CARGO's global capacity is now available for instant digital booking. As the air logistics division of CMA CGM Group — a global leader in sea, land, air, and logistics solutions — CMA CGM AIR CARGO brings an extensive network to freight forwarders. Forwarders in the United States, Germany, France, The Netherlands, Belgium, and Italy, can now use the most seamless and user-friendly method to quote and book CMA CGM AIR CARGO services around the clock. The global partnership delivers CMA CGM AIR CARGO access to cargo.one's vast global footprint, and strong in-house digital sales expertise, gained from digitalizing sales for more than 60 airlines globally.

Since April 2021, CMA CGM AIR CARGO has delivered strong air capacity options to complement its extensive maritime, ground and intermodal services. Leveraging modern facilities in Paris-Charles de Gaulles and a rapidly expanding fleet of all freighter aircraft, CMA CGM AIR CARGO offers forwarders high frequency, large capacity services from across Europe to important hubs in Asia Pacific. An extensive road feeder network linking its Paris hub with Milan-Malpensa, Amsterdam, Liege, Munich, and Frankfurt, ensures highly flexible and reliable capacity options. Additionally, CMA CGM AIR CARGO operates Transpacific routes connecting Greater China and North America.

With cargo.one, thousands more forwarders have better accessibility, booking speed and convenience when quoting and booking CMA CGM AIR CARGO capacity. cargo.one's intuitive interface delivers them the best possible supply solutions and the ability to make confirmed bookings in seconds, and so enhances their ability to win shipments around the clock. Customers booking CMA CGM AIR CARGO services on cargo.one also benefit from renowned expert support, and unique and innovative tools for managing shipments effectively.

Moritz Claussen, Founder and Co-CEO, cargo.one, commented, "The addition of CMA CGM AIR CARGO capacity to our portfolio reflects the unique depth and diversity of our carrier options. We are delighted to add our expertise to CMA CGM AIR CARGO's digital strategy and bring its compelling services within the quickest, most convenient reach of many more forwarders."

As CMA CGM AIR CARGO continues to expand its fleet, it is leveraging cargo.one's digital platform to accelerate global growth, enhance market responsiveness, and drive sales efficiency. Available in over 130 countries and the go-to digital platform in over 9000 forwarding branches, cargo.one will boost visibility for CMA CGM AIR CARGO services and ensure the airline capitalizes on all its market strengths.

Today, freight forwarders using cargo.one in the United States, Germany, France, The Netherlands, Belgium, and Italy, can now book capacity for general cargo and perishable shipments to destinations including Shanghai, Hong Kong, Incheon, Guangzhou and Chicago. Capacity options are available up to 5000kg with CMA CGM Standard service, and with Express service on applicable routes. In time, more available markets are planned to be added.

CHAMP Cargosystems wins Jettainer ULD Challenge at IATA ONE Record Hackathon 2025

CHAMP's team, United Lethal Developers (ULDs), secured the prize with the creation of the LUNA app.

CHAMP's United Lethal Developers Myke Villaneuva, Souleymane Draba, Martin Lhota, Lucas Fernandez, and Caribe Breese with Jettainer CEO Dr. Jan-Wilhelm Breithaupt and CITO Stefanie Pauly.

A team of CHAMP Cargosystems professionals emerged victorious at this year's IATA ONE Record Hackathon. The team, named United Lethal Developers (ULDs), won the Jettainer ULD challenge with their innovative LUNA app.

All teams were asked to build solutions to enhance cargo products using the ONE Record Data Sharing standard by multimodal means. The hosts asked the teams to address at least one of the related challenges by using at least one of the APIs available at the event.

CHAMP's team accepted the Jettainer ULD Challenge which entailed creating an AI-assisted serviceability check for Unit Load Devices (ULDs). They created the LUNA app, an AI-powered assistant for ULD damage assessment, improving accuracy and efficiency, paired with decentralized identity for secure, plug-and-play ONE Record authentication without shared credentials.

After deliberating, a panel of six judges determined United Lethal Developers (ULDs) and their LUNA app to be the winners of the Jettainer ULD Challenge.

"We are incredibly proud of our CHAMP team's hard work, innovation, and brilliant execution demonstrated in this year's IATA ONE Record Hackathon," says **Chris McDermott, CEO at CHAMP Cargosystems.** *"The LUNA app is a testament to how quickly AI solutions can be implemented to deliver tangible benefits in real-world scenarios. LUNA demonstrates that AI can empower—not replace—field operators by making their work faster and more efficient. We would also like to extend our sincere thanks to all those who participated in the Hackathon, from the other entrants to the facilitators who worked round the clock to make this year's event one to remember."*

Nine teams participated in the event, which included around-the-clock coding sessions to drive projects to completion on the final day. IATA's ONE Record Hackathon is an important initiative designed to promote ONE Record adoption through innovation, creativity, and problem solving.

Henk Mulder, Head, Digital Cargo at IATA, said *"We were excited to have CHAMP join us in Dublin for our ONE Record Hackathon. Their expertise in air cargo technology and digital innovation is invaluable in shaping the future of data exchange in our industry. Collaboration between industry leaders and the developer community is essential for driving open-source advancements, and CHAMP's involvement helps push the boundaries of what's possible with ONE Record."*

Unilode Aviation Solutions and OnAsset Intelligence announce continued partnership to drive innovation and IoT advancements in aviation logistics

Building upon a decade-long legacy that includes two global IATA innovation awards and the rollout of the world's largest fleet of digitally enabled ULDs, Unilode and OnAsset are pleased to announce the renewal of their partnership.

This exclusive collaboration, and partnership, has already driven significant advancements in IoT-enabled aviation logistics, constantly pushing the boundaries of what is possible and building on recent successes, which introduced enhanced in-flight tracking capabilities.

Unilode with its extensive, growing network of over 172,000 digitally enabled ULDs, has made game-changing enhancements to the supply chain, thanks to OnAsset's Sentinel tracking devices and global network of Sentry gateways installed at worldwide airport locations. This partnership has facilitated real-time visibility and sensor data capture during all phases of ULD handling including a ULD reader network, maintenance and repair, warehousing, ground operations, and in-flight.

This digital backbone has been built using global standards to ensure seamless interoperability, which both parties intend to grow and introduce a range of digital enablement solutions for the future, including galley carts, cargo and cold chain shipments, ground support equipment, digital warehousing, industry status messaging, and digital transaction automation.

Ross Marino Chief Executive Officer, Unilode, said, *"We are pleased, and excited, to extend our exclusive partnership with OnAsset Intelligence. Together we will continue to drive digital innovation and revolutionise how our ULDs are managed.*

We are introducing our new tag and reader hardware – which is very exciting, as we will see vastly improved tag longevity and performance. Through this partnership, we will further strengthen our digital infrastructure and capabilities for our growing customer portfolio.

By understanding the ULD journey and our customers' needs we are developing the digital technology that will provide us with data that enhances track and trace capability, thus reducing lost and unreported ULDs. This technology alongside our internal systems, will also enable us to explore sensory data opportunities and integration with industry and customer systems.

I very much look forward to us working with Adam and the team at OnAsset Intelligence, as we strive to innovate and deliver market-leading solutions in digital ULD management".

Bas Vermeer, Chief Information Officer, Unilode continues, *"We are excited to continue our partnership with OnAsset. OnAsset is further innovating our tag and reader network capabilities of the key building blocks of our value delivery proposition for our customers.*

Together with our e-ULD mobile app OnAsset's advanced reader and tech infrastructure enable our customers to enhance day-to-day ULD handling processes, significantly reducing turnaround times of ULDs. And with our customer portal, which uses OnAsset's real-time ULD tracking information, we can further improve the Cost-of-Non-Quality of ULD Management. Combining both solutions this will significantly improve ULD Utilisation and hence create direct value in the logistical process of ULD and Cargo management for our customers. And our strong in-house development team in India ensures we can integrate advanced features that our customers require into both solutions at an unprecedented pace".

Adam Crossno, OnAsset's Chief Executive Officer, said *"We are proud to continue to be Unilode's partner for this journey in digital evolution. Unilode has a truly innovative mindset that permeates every aspect of their business, and our joint digital innovation roadmap is the most impressive and exciting I've seen in my 20-plus years in this business. Unilode and their customers demand the best, and we are excited to help realise our shared vision to bring the world's most comprehensive digital service enablement network to the aviation industry. In the years to come, I look forward to working with Ross and his team to show the industry at large the art of the possible".*

Jettainer and Oman Air Cargo
Extend Trustful partnership

Oman Air Cargo has reaffirmed its successful cooperation with Jettainer, its Unit Load Device (ULD) management partner, on a long-term basis. The two companies have signed a contract extension for a further four years. Jettainer will continue to manage the fleet of currently around 2,000 ULDs tailored to the needs of the national airline of the Sultanate of Oman, contributing to increased revenue, sustainability, flexibility, and reduced costs.

Oman Air, one of the leading airlines in the Middle East, has benefitted from Jettainer's ULD management services since 2017. With the strong trust developed over the years, and as genuine partners invested in helping to enhance customer success, Jettainer and Oman Air navigated the many challenges, such as the Covid pandemic, and adapted nimbly to changes during these years, including the network, schedules, and fleet.

In 2023, Oman Air took delivery of its first freighter, a B737-800 (BCF). This was followed by one Boeing B787-9 in 2024 and most recently a B737 Max 9, with twelve more aircraft expected by 2029. Jettainer ensured well-organized support for the introduction and expansion of cargo flight operations. In the future, the ULD fleet will continue to be adjusted to the airline's needs and further optimized with new innovative developments and services.

Michael Duggan, Vice President Cargo at Oman Air, explains: *"Jettainer has been our partner of choice for ULD management for several years now, and their expertise and services have ensured that we are always optimally supplied with ULDs. The combination of innovative solutions, excellent customer service, and absolute reliability convinces us that Jettainer is the right partner for us now and in the future."*

Dr. Jan-Wilhelm Breithaupt, Managing Director and CEO of Jettainer adds: *"The contract renewal with Oman Air underlines our strong partnership and the quality of our service. Jettainer stands firmly with Oman Air in its transformation journey. With our focus on efficiency, digitalization, and innovation, we will continue to contribute to Oman Air´s competitiveness in the coming years."*

Cathay Cargo Sees Strong Growth in January, Despite Challenges

Cathay Cargo carried 13.7% more cargo in January 2025 compared with January 2024. Available Freight Tonne Kilometres (AFTKs) increased by 14.7% while load factor decreased by 2.5 percentage points year on year. Cathay Pacific's Chief Customer and Commercial Officer, Lavinia Lau said: "Cargo got off to a slower start after the New Year holidays, but demand gradually picked up pace as we approached the traditional pre-Lunar New Year rush. Perishables and seasonal produce from the Southwest Pacific remained robust, and we also observed increased demand for our Cathay Secure solution attributed to increased valuable cargoes from Southeast Asia as well as South Asia, the Middle East and Africa. Softer cargo demand is expected following the Lunar New Year period. "Last week, we were also proud to have the opportunity to showcase our expertise in transporting live animals at the Hong Kong International Horse Show, for which we flew in around 70 competing horses as the event's official airline partner."

Cathay Pacific has reported a robust performance for its airfreight division in January, with cargo volumes and capacity showing significant growth compared to the previous year.

The airline transported 130,572 tonnes of cargo last month, marking a 13.7% increase year-on-year. Revenue freight tonne-kilometres (RFTKs) rose by 9.9% to reach 702 million, while available freight tonne-kilometre (AFTK) capacity climbed 14.7% from January 2024.

However, the increased capacity led to a 2.5 percentage-point dip in the load factor compared to the same month last year.

Demand Picks Up Post-Holiday

Cathay Pacific's Chief Customer and Commercial Officer, Lavinia Lau, noted that cargo demand started off slow after the New Year holidays but gained momentum as the company approached the traditional pre-Lunar New Year surge. *"Perishables and seasonal produce from the Southwest Pacific remained robust," Lau said. "We also saw heightened demand for our Cathay Secure solution, driven by increased valuable cargo shipments from Southeast Asia, South Asia, the Middle East, and Africa."*

Despite this positive trend, Lau warned of a potential slowdown in demand following the Lunar New Year celebrations.

A Unique Cargo Shipment

In an unusual cargo operation last week, Cathay Cargo successfully transported around 70 horses to Hong Kong for the prestigious Hong Kong International Horse Show, held at AsiaWorld-Expo from February 14-16.

Staying Agile Amid Global Uncertainty

Cathay Cargo's Director of Cargo, Tom Owen, highlighted the company's flexible approach to operations, emphasizing adaptability in its schedule, network, and freighter fleet to navigate shifting global trade dynamics.

"We're closely monitoring global trade developments, especially with changing US administration policies and other factors impacting international commerce," Owen said. "This flexibility is key to building resilience into our operations."

Freighter Conversions

Face Decline amid overcapacity and weak demand

Once a cornerstone of the aviation industry's response to the e-commerce boom during the COVID-19 pandemic, freighter conversions are now experiencing a significant decline. The surge in conversions, driven by the urgent need to meet skyrocketing cargo demands, is fading as the market adjusts to new economic realities. Industry experts forecast that conversion rates for both narrowbody and widebody aircraft will continue to drop throughout 2025, primarily due to overcapacity in the narrowbody segment, feedstock shortages, and softening cargo demand.

The Post-Pandemic Shift: A Market in Flux

The pandemic era catalyzed an unprecedented wave of freighter conversions, with airlines and leasing companies rapidly repurposing passenger aircraft to capitalize on the booming demand for air cargo. However, as the world recovers from the crisis, the demand surge has tempered, and the industry is grappling with the consequences of overinvestment in freighter capacity.

During a recent IBA webinar on the future of the freighter market, Mike Yeomans, Director of Advisory and Consulting at IBA, shed light on the evolving landscape. Yeomans projected that global cargo demand growth would slow significantly, with cargo tonne-kilometer (CTK) growth expected to fall to 5% year-over-year in 2024, down from 11% in 2023. This deceleration reflects a broader cooling of the post-pandemic freight boom, influenced by shifting consumer behavior, macroeconomic headwinds, and global trade uncertainties.

Furthermore, cargo load factors—an essential measure of how efficiently cargo space is utilized—are forecasted to decline slightly, hovering around 45%. This dip suggests that even with a sizable freighter fleet, demand is not keeping pace with supply, exacerbating the industry's capacity challenges.

Rising Risks: Tariffs, Trade Tensions, and Regulatory Changes

Adding to the market's woes are geopolitical tensions and potential regulatory shifts. Yeomans highlighted the looming threat of U.S. tariffs on China, which could disrupt global supply chains and dampen cargo volumes. Additionally, the possible withdrawal of the de minimis exemption—a key trade facilitation measure that allows low-value shipments to clear customs without duties—could further strain the market.

These risks could exacerbate overcapacity concerns, particularly in the narrowbody segment, as airlines and cargo operators brace for potential disruptions in global trade flows.

Narrowbody Freighter Market: Oversupply and Softening Demand

The narrowbody freighter market, once the darling of conversion activity, is now grappling with an oversupply of aircraft. The surge in conversions during the pandemic created a glut of narrowbody freighters, leading to a saturated market where supply exceeds demand.

IBA data reveals a sharp decline in narrowbody conversions—from over 120 aircraft converted into freighters in 2023 to just over 70 in 2024. The Boeing 737-800, in particular, has seen its conversion rates return to pre-pandemic levels and is expected to decline further. This trend is partly due to the closure of Boeing's Gatwick conversion line and the growing scarcity of Airbus feedstock, which has become increasingly limited as older aircraft retirements outpace new availability.

Adding to the strain, lease rates for narrowbody aircraft have been trending downward due to weaker demand, while high feedstock prices continue to pressure conversion economics. This dynamic has forced many operators to reconsider their fleet strategies, delaying or canceling planned conversions in favor of more cost-effective solutions.

Widebody Conversions: A Mixed Outlook

The widebody segment is also experiencing a downturn, with conversions for the Boeing 767-300ER—the most popular widebody freighter conversion—falling from nearly 45 in 2023 to just over 20 in 2024. This decline reflects the shrinking demand for older widebody freighters and the growing preference for more fuel-efficient, newer-generation aircraft.

However, there's a notable shift within the widebody market: Airbus A330-300 conversions gained momentum in 2024, supported by the opening of new conversion lines. Some industry experts even speculate that A330-300 conversions could surpass those of the 767 in 2025. This trend is driven by the A330's more modern design, better fuel efficiency, and growing demand from operators seeking to replace aging fleets.

Despite this growth, the overall number of widebody conversions dropped from around 55 in 2023 to just under 40 in 2024. Looking ahead, projections indicate a further decline to approximately 30 conversions in 2025. Meanwhile, narrowbody conversions are expected to fall from 70 in 2024 to just under 50—marking the lowest level since 2020.

Boeing 777-300ER: Delays and Feedstock Constraints

In the widebody sector, Boeing 777-300ER conversion programs continue to evolve. Three key programs—led by IAI, Mammoth, and Kansas Modifications Center—are still in development, with IAI expected to be the first to secure certification.

However, McDonald noted that feedstock availability for these conversions may be more limited than initially projected. Delays in the Boeing 777X passenger model have also led airlines to retain their 777-300ERs longer than anticipated, tightening feedstock supply and further complicating the conversion landscape.

This bottleneck could delay the pace of conversions, as operators struggle to secure the necessary aircraft to meet demand.

A Return to Pre-Pandemic Dynamics

As conversion numbers continue to decline across both narrowbody and widebody segments, the freighter market is gradually reverting to pre-COVID conditions. Supply chain constraints, evolving trade dynamics, and shifting cargo demand are all reshaping the industry's trajectory.

The industry's rapid response during the pandemic showcased its resilience, but the current downturn highlights the challenges of managing overcapacity and navigating a more complex, post-pandemic market.

While the pandemic-driven boom in freighter conversions is fading, the lessons learned during that period continue to influence how airlines and cargo operators approach fleet management and market strategies. As the industry adjusts, one thing is clear: the freighter market is no longer defined by the urgency of a crisis but by the measured rhythms of a post-pandemic recovery.

TIACA Projects 5% Air Cargo Growth in 2025, But Warns of Rising Risks

The International Air Cargo Association (TIACA) has forecast a 5% increase in air cargo demand for 2025, driven by economic stability and continued e-commerce growth. However, the association cautioned that several risks could jeopardize this optimistic outlook.

During a recent webinar, **TIACA Director General Glyn Hughes** highlighted that the projected growth is contingent on sustained economic stability, which, according to the International Monetary Fund (IMF), is expected to see global GDP grow by 3.3% in 2025. Hughes also emphasized the role of e-commerce, which continues to fuel demand for air freight, along with a decline in inflation and energy costs, both of which support global production.

"The affluent middle class is expanding, driving an increasing demand for international trade," Hughes stated, noting that this demographic trend further strengthens the case for positive growth in air cargo. On the supply side, he pointed out that cargo load factors are expected to remain high due to ongoing capacity limitations, supporting higher yields for air carriers. According to data from Xeneta, load factors in the Asia Pacific region are hovering around 80%, with aircraft operating near full capacity.

Elevated Risks to Growth Projections

Despite these positive factors, Hughes warned that risks are beginning to rise, potentially complicating the growth trajectory. He identified political and policy shifts, especially concerning trade and e-commerce, as a significant threat. A report from The Conference Board highlighted a decline in U.S. consumer confidence, driven partly by inflation concerns related to tariffs implemented under former President Donald Trump's administration.

Hughes also pointed to the increasing complexity of global trade, noting that new tariffs and trade barriers are adding layers of bureaucracy. "We are seeing a rise in border complexity and data filing requirements, which could slow down cargo clearance processes," he explained. "What's particularly concerning is how trade and tariffs are being politicized, which could hinder the smooth flow of goods and undermine global prosperity."

A Shift in Shipping Routes?

Another emerging risk to air cargo growth is the potential shift back to ocean freight if shipping routes change in response to geopolitical tensions. For instance, container ships diverted around Africa due to missile attacks by Yemen's Houthi rebels on vessels in the Red Sea—triggered by the ongoing Israel-Hamas conflict—may return to the Suez Canal if conditions stabilize.

Although the rebels have paused their attacks following a ceasefire between Hamas and Israel, Hughes cautioned that the situation in the Red Sea remains volatile. "The ceasefire is not a guarantee of lasting peace, and the threat of resumed attacks remains," he said. He also noted that a switch in shipping routes from the Cape of Good Hope back to the Suez Canal could reduce demand for air cargo, as more goods are transported via sea.

Airspace and Tariffs: Further Challenges

Hughes also addressed concerns surrounding the conflict in Ukraine. Even if peace talks result in a deal, he noted that Russian airspace would likely remain closed for the foreseeable future. Restrictions imposed as a retaliatory measure to Western sanctions would need to be lifted gradually, making the full reopening of airspace uncertain.

To adapt to these shifting challenges, Hughes emphasized the need for flexibility within the air cargo industry. He cited examples of airlines quickly adjusting to market demands, such as freighter operators shifting aircraft from China and Hong Kong to Africa during the Lunar New Year to meet Valentine's Day flower demand.

One notable recent development was the temporary reversal of the U.S. Customs and Border Protection's (CBP) decision to remove the de minimis exemption for imports from China. Initially, the exemption was set to be revoked, but it was reinstated after it became clear that CBP lacked the capacity to process millions of e-commerce packages daily. The situation highlights the complexities and costs that new regulations could impose on the air cargo sector.

"The proposed rule-making, if implemented, could significantly increase the costs and complexities of handling e-commerce shipments," Hughes said. He explained that additional filing fees for low-value shipments could discourage trade, potentially having a substantial impact on inbound e-commerce volumes. However, the final rule may offer concessions, such as allowing aggregated filings, which could mitigate some of these costs.

A Changing Landscape

TIACA, along with other industry groups, has provided feedback on the proposed rule changes, stressing the importance of maintaining a balance between regulatory oversight and the need for efficient global trade. Hughes underscored that, while the air cargo industry faces substantial challenges, it remains adaptable, with the flexibility of its operators key to navigating the uncertainties ahead.

As 2025 approaches, the outlook for air cargo remains positive, but TIACA's forecast comes with a clear caveat: the road to growth is fraught with risks. Only time will tell if the sector can maintain its upward trajectory amid the shifting geopolitical and economic landscape.

Air Cargo

Demand up 3.2% in January

The International Air Transport Association (IATA) released data for January 2025 global air cargo markets showing:

- Total demand, measured in cargo tonne-kilometers (CTK), rose by 3.2% compared to January 2024 levels (3.6% for international operations) for an 18th consecutive month of growth.
- Capacity, measured in available cargo tonne-kilometers (ACTK), increased by 6.8% compared to January 2024 (7.3% for international operations).

"January marked 18 consecutive months of growth for air cargo, but the month's 3.2% year-on-year growth is a moderation from double-digit peaks in 2024. Similarly, yields, while still above January 2024 levels, saw a 9.9% decline from December as cargo load factors also declined by an average of 1.5 percentage points. While external factors such as trade growth, declining fuel costs and expanding e-commerce remain positive for air cargo, it is important to closely watch the evolution of market conditions at this time. In particular, the wild card is the potential for tariff-driven trade policies from the US Trump Administration. Fortunately, the air cargo industry is well practiced at dealing with shifts in the operating environment," said Willie Walsh, IATA's Director General.

Several factors in the operating environment should be noted:

- Year-on-year, industrial production rose 2.6% in December. Global goods trade grew for a ninth consecutive month, reporting a 3.3% increase in December.

- The Purchasing Managers Index (PMI) for global manufacturing output was above the 50-mark for January, indicating growth. At 50.62, this was the highest reading since July 2024. The PMI for new export orders rose to 49.37, remaining just shy of the 50-mark, which is the growth threshold.
- In January, consumer inflation in the US and in Europe both rose by 0.1 percentage point to 3.0% and 2.8% respectively. Chinese consumer inflation rebounded to 0.5% in January, after progressively falling to 0.1% in the previous four months.

January Regional Performance

Asia-Pacific airlines saw 7.5% year-on-year demand growth for air cargo in January. Capacity increased by 10.9% year-on-year.

North American carriers saw 5.3% year-on-year demand growth for air cargo in January. Capacity increased by 7.5% year-on-year.

European carriers saw 1.3% year-on-year demand growth for air cargo in January. Capacity increased 3.5% year-on-year.

Middle Eastern carriers saw 8.4% year-on-year demand decrease for air cargo in January, the slowest among the regions. Capacity decreased by 1.2% year-on-year.

Latin American carriers saw an 11.2% year-on-year increase in demand growth for air cargo in January, the strongest growth among the regions. Capacity increased 10.6% year-on-year.

African airlines saw a 3.4% year-on-year decrease in demand for air cargo in January. Capacity increased by 5.4% year-on-year.

Trade Lane Growth: Most international routes experienced growth in January. Airlines are benefiting from rising e-commerce demand in the US and Europe amid ongoing capacity limits in ocean shipping.

Air Cargo Market in Detail

JANUARY 2025 (%YEAR-ON-YEAR)	WORLD SHARE *1	CTK	ACTK	CLF (%-PT) *2	CLF (LEVEL) *3
Total Market	**100%**	**3.2%**	**6.8%**	**-1.5%**	**43.9%**
Africa	2.0%	-3.4%	5.4%	-3.6%	39.5%
Asia Pacific	34.2%	7.5%	10.9%	-1.4%	43.3%
Europe	21.5%	1.3%	3.5%	-1.2%	53.8%
Latin America	2.9%	11.2%	10.6%	0.2%	33.5%
Middle East	13.6%	-8.4%	-1.2%	-3.2%	40.8%
North America	25.8%	5.3%	7.5%	-0.9%	41.9%

(*1) % of industry CTKs in 2024 (*2) Year-on-year change in load factor (*3) Load factor level

TRADE LANE	YOY GROWTH	NOTES	MARKET SHARE OF INDUSTRY*
Asia-North America	+6.1%	15 consecutive months of growth	24.4%
Europe-Asia	+3.2%	23 consecutive months of growth	20.5%
Middle East-Europe	-7.3%		5.7%
Middle East-Asia	-3.0%		7.3%
Within Asia	+7.6%	15 consecutive months of growth	7.0%
North America-Europe	+9.7%	12 consecutive months of growth	13.3%
Africa-Asia	-26.1%		1.4%

*Share is based on full-year 2024 CTKs.

Global Air Cargo Demand Achieves Record Growth in 2024

The International Air Transport Association (IATA) released data for full year 2024 and December 2024 global air cargo market performance showing:

- Full-year demand for 2024, measured in cargo tonne-kilometers (CTK), increased 11.3% (12.2% for international operations) compared to 2023. Full-year 2024 demand exceeded the record volumes set in 2021.
- Full-year capacity in 2024, measured in available cargo tonne-kilometers (ACTK), increased by 7.4% compared to 2023 (9.6% for international operations).
- Full-year yields averaged 1.6% lower than 2023 but 39% higher than in 2019.
- December 2024 brought the year to a close with continued strong performance. Global demand was 6.1% above December 2023 levels (7.0% for international operations). Global capacity was 3.7% above December 2023 levels (5.2% for international operations). Cargo yields were 6.6% higher than December 2023 (and 53.4% higher than in December 2019).

"Air cargo was the standout performer in 2024 with airlines moving more air cargo than ever before. Importantly, it was a year of profitable growth. Demand, up 11.3% year-on-year, was boosted by particularly strong e-commerce and various ocean shipping restrictions. This combined with airspace restrictions which limited capacity on some key long-haul routes to Asia helped to keep yields at exceptionally high levels. While average yields continued to soften from peaks in 2021-2022 they averaged 39% higher than 2019," said **Willie Walsh, IATA's Director General.**

Looking to 2025, IATA estimates growth to moderate to 5.8%, aligned with historical performance. *"Economic fundamentals point to another good year for air cargo—with oil prices on a downward trajectory and trade continuing to grow. There is no doubt, however, that the air cargo industry will be challenged to adapt to unfolding geopolitical shifts. The first week of the Trump administration demonstrated its strong interest in using tariffs as a policy tool that could bring a double whammy for air cargo—boosting inflation and deflating trade,"* said Walsh.

Several factors in the operating environment should be noted:

- Global trade in goods grew by 3.6% annually in 2024.
- In December, both the manufacturing output Purchasing Managers Index or PMI (49.2) and new export orders PMI (48.2) were below the critical threshold represented by the 50 mark, indicating a decline in global manufacturing production and exports.
- US headline inflation, based on the annual Consumer Price Index (CPI), rose by 0.2 percentage points to 2.9% in December. In the same month, the inflation rate in the EU increased by 0.2 percentage points to 2.7%. China's consumer inflation fell by 0.1 percentage points to 0.1% in December, marking the fourth consecutive year-on-year decline and reinforcing concerns about an economic slowdown.

Regional Performance

Asia-Pacific airlines saw 14.5% year-on-year demand growth for air cargo in 2024, the strongest among the regions. Capacity increased by 11.3% year-on-year. December year-on-year demand increased 8.4% and capacity increased 6.3%.

Air Cargo Market in Detail - 2024

2024 (%YEAR-ON-YEAR)	WORLD SHARE *1	CTK	ACTK	CLF (%-PT) *2	CLF (LEVEL) *3
Total Market	**100%**	**11.3%**	**7.4%**	**1.6%**	**45.9%**
Africa	2.0%	8.5%	13.6%	-2.0%	41.8%
Asia Pacific	34.2%	14.5%	11.3%	1.3%	47.2%
Europe	21.5%	11.2%	7.8%	1.6%	53.7%
Latin America	2.9%	12.6%	7.9%	1.5%	36.6%
Middle East	13.6%	13.0%	5.5%	3.1%	46.9%
North America	25.8%	6.6%	3.4%	1.2%	40.3%

(*1) % of industry CTKs in 2024 (*2) Year-on-year change in load factor (*3) Load factor level

North American carriers saw 6.6% year-on-year demand growth for air cargo in 2024, the lowest of all regions. Capacity increased by 3.4% year-on-year. December year-on-year demand increased 5.3% and capacity increased 2.1%.

European carriers saw 11.2% year-on-year demand growth for air cargo in 2024. Capacity increased by 7.8% year-on-year. December year-on-year demand increased 5.1% and capacity increased 3.7%.

Middle Eastern carriers saw 13% year-on-year demand growth for air cargo in 2024. Capacity increased by 5.5% year-on-year. December year-on-year demand increased 3.3% and capacity increased 0.2%.

Latin American carriers saw 12.6% year-on-year demand growth for air cargo in 2024. Capacity increased by 7.9% year-on-year. December year-on-year demand increased 10.9%, the highest of all regions and capacity increased 8.4%.

African airlines saw 8.5% year-on-year demand growth for air cargo in 2024. Capacity increased by 13.6% year-on-year. December year-on-year demand decreased by -0.9%, the lowest of all regions and capacity increased 1.8%.

Trade Lane Growth: International routes experienced exceptional traffic levels for the 17th consecutive month with a 7% year-on-year increase in December. Airlines are benefiting from rising e-commerce demand in the US and Europe amid ongoing capacity limits in ocean shipping.

Air Cargo Market in Detail - December 2024

DECEMBER 2024 (%YEAR-ON-YEAR)	WORLD SHARE *1	CTK	ACTK	CLF (%-PT) *2	CLF (LEVEL) *3
Total Market	**100%**	**6.1%**	**3.7%**	**1.1%**	**47.3%**
Africa	2.0%	-0.9%	1.8%	-1.1%	41.5%
Asia Pacific	34.2%	8.4%	6.3%	0.9%	49.1%
Europe	21.5%	5.1%	3.7%	0.8%	56.7%
Latin America	2.9%	10.9%	8.4%	0.8%	33.5%
Middle East	13.6%	3.3%	0.2%	1.4%	47.3%
North America	25.8%	5.3%	2.1%	1.3%	42.1%

(*1) % of industry CTKs in 2024 (*2) Year-on-year change in load factor (*3) Load factor level

TRADE LANE	YOY GROWTH	NOTES	MARKET SHARE OF INDUSTRY
Asia-North America	+8.0%	14 consecutive months of growth	24.5%
Europe-Asia	+10.3%	22 consecutive months of growth	20.4%
Middle East-Europe	+6.1%	17 consecutive months of growth	5.7%
Middle East-Asia	+7.6%	19 consecutive months of growth	7.4%
Within Asia	+11.0%	14 consecutive months of growth	6.9%
Within Europe	+9.1%	13 consecutive months of growth	2.0%
North America-Europe	+3.4%	11 consecutive months of growth	13.4%
Africa-Asia	-4.0%		1.4%

**Route Area's CTK YoY growth, along with counting streaks of growth, and market share by region. Route area represents segment data and do not reflect connection traffic. e.g. shipments from Asia to Europe and vice versa, connecting in the Middle East, correspond to two different segments: Europe-Middle East and Middle East-Asia, but not under Europe-Asia.*

Registration Now Open for ACF 2025 The Premier Event for Air Cargo Industry Professionals

The International Air Cargo Association (TIACA) has announced that registration for the highly anticipated ACF 2025 is officially open. Set to take place on November 3-6, 2025, in Abu Dhabi, the ACF 2025 will bring together industry leaders, professionals, and innovators for an unparalleled experience of networking, learning, and business development.

ACF 2025 is the premier event for the air cargo industry offering an extensive lineup of industry leading exhibitors, keynote speakers, panel discussions, and expertly crafted networking opportunities. Attendees will have the opportunity to engage with thought leaders, explore the latest industry trends, and gain valuable insights to stay ahead in an ever-evolving landscape.

"We are thrilled to open registration for ACF 2025 and welcome professionals from around the globe to join us for this transformative event," said **Steven Polmans, TIACA Chair**. *"This year's event promises to be our most dynamic yet, with top-tier content, interactive sessions, a large exhibit featuring global industry leaders and unparalleled networking opportunities."*

Early bird registration is now available, offering discounted rates for those who sign up before May 1st. Hotels will be limited, so attendees are encouraged to secure their place as soon as possible.

"We are excited to welcome the industry to Abu Dhabi for 3 full days of networking, exhibition and conference. This inaugural ACF event in Adu Dhabi will spotlight the Middle East region as a central hub for global air cargo development.

TIACA's Executive Summit 2025 Will be Held in Hong Kong

The International Air Cargo Association (TIACA) announced that the 2025 Executive Summit will be held in Hong Kong, June 24-26, 2025. This global event hosted by Cathay Cargo is expected to draw over 350 senior executives from across the globe for 2 full days of conference and networking.

"*TIACA is excited to bring the Executive Summit to Hong Kong, a key sector for ecommerce shipments within our industry. We are looking forward to a robust conference program focused on issues that affect the industry every day, from incorporating AI into the industry to abruptly changing tensions and regulations.*" **Steven Polmans, TIACA Chair**

Cathay Cargo will kick off the event with a tour of their cargo terminal facility on June 23rd. followed by a welcome reception hosted by HACTL. The event will then proceed with two full days of conference that will include a series of panel sessions, fireside chats and keynote presentations that will cover topical issues affecting the industry and challenge the day-to-day norm. After a full day of conference sessions, Cathay Cargo will then welcome delegates to a networking dinner.

"We are honoured that TIACA has selected Hong Kong to be the city for the Executive Summit 2025 and delighted that Cathay Cargo will serve as the host for this important industry gathering. Hong Kong has long been the worlds' busiest international air cargo hub, with state of the art infrastructure and an integrated supply chain within the Greater Bay Area. So, we look forward to welcoming industry leaders to our home to exchange insights, foster collaboration, and drive forward the future of airfreight with inspiration from the successes of this magnificent City." **Tom Owen, Cathay Director Cargo.**

"The team has done a great job to grow this global event and make it one of the must attended conferences of the year. We look forward to welcoming senior executives from across the globe to come to Hong Kong to do business, participate in lively conference sessions, network with their peers and make meetings in a prime cargo hub. We look forward to welcoming the industry to Hong Kong this June." **Glyn Hughes, TIACA Director General.**

TIACA Announces the Nomination Period is Open for the Two new Industry Leadership Awards

The International Air Cargo Association (TIACA) announced the official nomination period for the of Two new industry leadership awards has opened. The two new awards are designed to recognize Inspirational Leaders of today and Rising Stars of tomorrow. The two new awards and the TIACA Hall of Fame award will be presented at the 2025 TIACA Executive Summit, June 23-25, Hong Kong.

The first of the new Awards, the Inspirational Leadership Award, will recognize an individual who has been identified by the next generation of air cargo professionals as an inspirational figure who has demonstrated a profound impact on the air cargo industry during the previous 12 months. The Leadership Award will be selected by an independent jury of industry professionals under the age of 35. They will be asked to establish their own criteria, nomination process and voting methodology.

The second of the new Awards, the Rising Star Award, will recognize an individual under the age of 35 who demonstrates excellence, innovation, inspiration and has excelled in their position or a project benefiting the industry.

The Rising Star Award will be selected by the TIACA Board based on nominations received from the industry. The nomination can be in the form most befitting the candidate and their role of excellence. From written to video to product application the TIACA Board invites everyone to consider the young professionals in their organization and to make a nomination for the individual they feel would be most deserving of this industry recognition as a Rising Star.

"TIACA has identified NextGen as one of the pillars the industry needs to focus on as part of its sustainability roadmap. We are therefore very excited to launch two new awards that focus on our next generation of leaders, the Rising Star and those that inspire our youth. We cannot wait to see who the first recipients will be." **stated Steven Polmans, TIACA Chair.**

Both Awards are open and ready to receive their nominations. The award recipients will be recognized during the Executive Summit in Hong Kong, June 23-25, 2025.

Industry young professional under the age of 35 who are interested in joining the growing jury pool for the Inspirational Leader award are invited to contact secretariat@tiaca.org

"We are very excited to launch these two awards which are consistent with TIACA's mandate to showcase and spotlight excellence within the industry. We know there are plenty of worthy recipients out there, we just need the industry's help in identifying them. We look forward to seeing who you think is worthy of these awards." stated **Glyn Hughes, TIACA Director General.**

Chapman Freeborn restructure to expand Europe Cargo Operations

Senior management reorganisation and new east European general sales agent appointment to drive charter brokers' expansion.

Chapman Freeborn has completed a strategic restructure of its European cargo operations team to manage long-term strength in traditional markets and growth of new industry verticals.

James Gilliard has been appointed Vice President of Cargo Sales, and Markus Schmidt Vice President of Cargo Commercial Operations, both reporting into Reto Hunziker who remains President of Europe.

"This is an exciting time to join Chapman Freeborn as it reinvigorates its sales drive into new untapped markets," said James Gilliard, Vice President Cargo Sales – Europe, Chapman Freeborn.

"With strong growth projected in the energy and government sectors, this forward-looking strategy ensures Chapman Freeborn is agile enough to seize these opportunities and continues to deliver the same high-quality service our customers expect."

In addition to the restructure, Chapman Freeborn has appointed a general sales agent in Eastern Europe, a new position which cements its coverage across the European Union and diversifying its sales base.

"After directing cargo operations across the DACH region for the last two years, I look forward to now leading Chapman Freeborn's cargo charter brokers across the continent," said Markus Schmidt, Vice President Cargo Commercial Operations – Europe, Chapman Freeborn.

"Our restructured team will engage more closely with new and existing customers to better align with market trends and aggressively target growth."

Gilliard will lead client acquisition and expansion into new markets, whilst Schmidt heads up brokerage operations, converting customer requests into new business opportunities.

"With over 45 years' experience working in the air cargo industry between them, James and Markus are ideally placed to ensure our team is responsive to volatile market conditions, and I look forward to working with them in this capacity," said Reto Hunziker, President – Europe, Chapman Freeborn.

This follows the appointment of Bernardo Nunes as Chief Operating Officer in November last year.

Lufthansa Cargo appoints new executives for Europe and Middle East, Africa & South Asia & CIS regions

- *Dr. Andre Schulz is now leading the Europe region*
- *Stephanie Pöhn-Helbig will lead Middle East, Africa & South Asia & CIS region as of March 2025*

Lufthansa Cargo welcomed two executives to new positions at the beginning of the year: Dr. Andre Schulz, previously Head of Region Middle East, Africa & South Asia & CIS, took over the position of Head of Region Europe on 1 January 2025. He has thus been responsible for all Lufthansa Cargo activities in the region since the beginning of the year, succeeding Oliver von Götz, who took over the position of "Head of Global Fulfillment Management" in the fall of 2024. Dr. Andre Schulz holds a doctorate in business and has been working for Lufthansa Group since 2008. After management roles at a number of international locations including 17 years of corporate and sales experience, he joined Lufthansa Cargo in 2022.

He will be succeeded by **Stephanie Pöhn-Helbig**, presently "Head of Crew Control" at Lufthansa Cargo, who will take up the position of "Head of Region Middle East, Africa & South Asia & CIS" from 1 March 2025. She will then manage Lufthansa Cargo activities for the region. Stephanie Pöhn-Helbig will be based in Frankfurt and with her nomination, Lufthansa Cargo is appointing another woman to the company's management team. Over 30 percent of management positions are then held by female managers, which once again reflects the diversity of the company. The MBA graduate brings a diverse background in aviation from various national and international locations through her officer career in the German Air Force. After further positions in the airline and aviation industry, she joined Lufthansa Group in 2021 and Lufthansa Cargo's crew management in 2023.

"I am excited to further strengthen our global sales organization with Stephanie Pöhn-Helbig and Dr. Andre Schulz. Their understanding of various geographies, combined with their leadership experience will be a strong asset for Lufthansa Cargo and our customers in these dynamic markets. Their diverse backgrounds provide fresh and innovative perspectives and further enhance our focus on enabling global business," explains **Anand Kulkarni, Head of Global Markets at Lufthansa Cargo.**

Awery appoints Wayne Phelan business growth and product development consultant

Phelan's appointment will support expansion into US and Southeast Asia markets, helping with digital consultancy across Awery's growing customer base

Awery Aviation Software (Awery) has appointed Wayne Phelan Business Growth and Product Development Consultant, as it strengthens its senior commercial team in anticipation of growing demand for evolving air cargo digital solutions.

Phelan brings extensive experience in aviation software and digital transformation, following previous consulting roles within air cargo technology companies.

"Our customers are increasingly looking for integrated solutions that streamline their operations," said Vitaly Smilianets, Chief Executive Officer, Awery.

"Wayne's experience in developing practical solutions for air cargo businesses aligns with Awery's commitment to delivering software that solves recurring and changing industry challenges.

"His insights will be particularly valuable as we enhance our digital tools, and expand into the United States and Southeast Asia."

Most recently, Phelan co-founded air cargo start-up, TriCargo, a not-for profit solution focussing on improving connectivity between freight forwarders and airline General Sales and Service Agents (GSSAs) to drive efficiency and new business.

"Having worked extensively on emerging technology adoption, including within the air cargo sector, I understand the challenges and, more importantly, the opportunities facing the industry," said Phelan.

"My focus will be on ensuring Awery's growth, and that the products continue to evolve to meet the changing needs of the market."

His prior experience also includes over five years working in senior roles at leading consultancy, Accenture, where he advised clients on the implementation of digital innovations across multiple industries.

"Awery has a strong reputation for driving digital change across the aviation sector, and I look forward to working closely with the team to develop the business and further enhance its solutions that have already transformed efficiency and connectivity in air cargo," added Phelan.

To date, over 45 GSSAs benefit from Awery's ERP platform, a vital tool in the management of sales operations across hundreds of airline clients.

Phelan will be joining Awery's Management team at the International Air Transport Association's World Cargo Symposium from 15-17th April 2025 in Dubai, United Arab Emirates.

Avianca Appoints Otto Gergye as Chief Commercial Officer

Gergye brings over two decades of experience in the tourism and aviation sectors, having led commercial processes for multiple companies, from strategic planning to development, sales, and revenue optimization.

Avianca has announced the incorporation of Otto Gergye as its new Chief Commercial Officer (CCO) as part of its continued efforts to strengthen its commercial strategy. Otto has more than 20 years of experience in the aviation and tourism sectors, having led commercial processes in multiple companies, including strategic planning, business development, sales, and revenue optimization.

Throughout his career, he has held various leadership roles in airlines worldwide. He served as Revenue Director at Thai Airways, Vice President of Consulting Services at Sabre, Commercial Sales Manager for Asia at Qantas, and Chief Commercial Officer at Fiji Airways, among many other commercial roles at Air Berlin, British Airways, Amadeus, and KLM.

"We are pleased to welcome Otto's expertise, forward-thinking vision, and professional trajectory to enhance our long-term commercial strategy further. Our focus remains on putting customers at the center of our products and services, ensuring they have the freedom to choose how they fly. We are confident that his leadership will help us continue our goal of being a competitive and efficient airline with a flexible product that adapts to the needs of every traveler," said **Frederico Pedreira, CEO of Avianca.**

"I am very proud to join Avianca to continue strengthening the company's strategy across different areas, working with a top-tier team to fulfill our value promise to all customers. At the same time, we will continue offering travel options aligned with industry trends and tailored to individual preferences. Our goal remains to make Avianca an airline for everyone—from those seeking competitive fares to those preferring a premium product with high-value service, benefits, and loyalty rewards," said **Otto Gergye, CCO of Avianca.**

Together with his team, Otto Gergye will continue driving Avianca's growth, enhancing customer experience, and evolving the airline's communication channels to give passengers full control of their journeys from start to finish.

Marcus Niedermeyer appointed Managing Director and Chief Financial Officer of AeroLogic

Niedermeyer heads AeroLogic as second managing director alongside Josef Moser

AeroLogic, the joint venture between DHL Express and Lufthansa Cargo, officially has a new second Managing Director and Chief Financial Officer as of January 1, 2025. Marcus Niedermeyer will be responsible for Finance, Human Resources, IT and Administration, a position he has held on an interim basis since July 2024. He succeeds Katharina Prost, who held the position from October 2022 to July 2024. In addition to Niedermeyer, the management team also includes Josef Moser, who joined the company in January 2008 and has been Managing Director and Accountable Manager at AeroLogic since May 1, 2017.

Marcus Niedermeyer brings with him more than 29 years of professional experience both within and outside the Lufthansa Group. Before joining AeroLogic, Marcus Niedermeyer was most recently Managing Director of Air Mail Center Frankfurt GmbH from 2018 to June 2024. Prior to that, he held various management positions at Lufthansa Cargo.

Frank Bauer, Chief Financial Officer of Lufthansa Cargo, said: *"We are delighted to welcome Marcus Niedermeyer as an experienced manager to AeroLogic. His extensive expertise and commitment will undoubtedly help to drive the company forward and strengthen AeroLogic's position in the market. As we look back on nearly 18 years of our joint venture, we are extremely proud of our shared accomplishments: safe, reliable and highly efficient flight operations and steady fleet growth for both partners. In the future, we will continue to build on the good cooperation in the joint venture and an excellent offer for our customers.*

Travis Cobb, EVP Global Network Operations and Aviation at DHL Express, adds: "Aerologic is of great strategic importance to DHL Express. With Marcus Niedermeyer, we welcome back an experienced and accomplished expert to the ranks of Aerologic. We congratulate Marcus Niedermeyer on his new role and wish him the greatest possible success."

AeroLogic has been a joint venture between DHL Express and Lufthansa Cargo since 2007 and is based at the key freight hub of Leipzig. The start of joint operations dates back to summer 2009. Lufthansa Cargo currently markets the capacities of a total of 18 Boeing 777 freighters. Six of these aircraft have been chartered by AeroLogic and are also operated by AeroLogic crews, but under a Lufthansa Cargo codeshare flight number. In addition, the AeroLogic fleet currently includes 16 further Boeing 777F aircraft, which are operated on behalf of DHL.

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