



# CARGOLUXの戦略

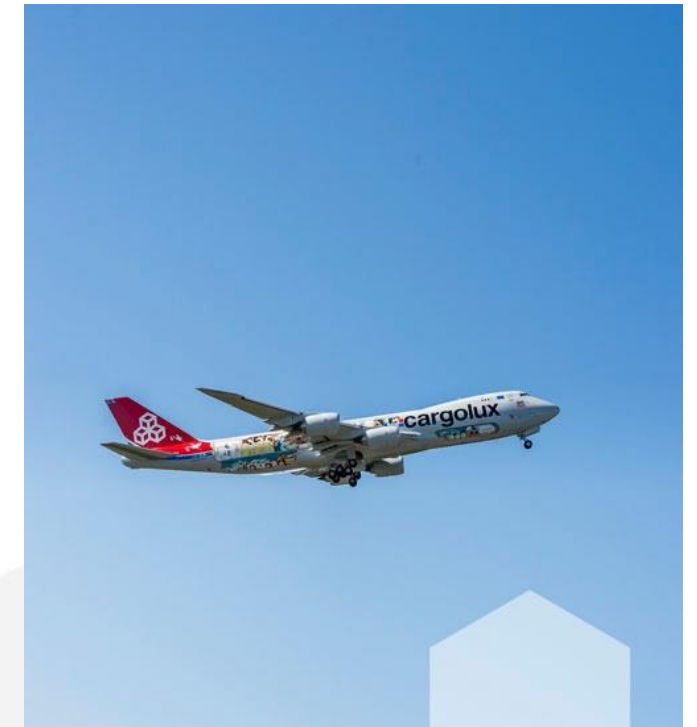
ネットワーク  
プロダクツ

11 Jun 2018

# Cargolux

- Founded in March 1970: over 45 years of experience in all-cargo services
- Operating a modern and energy-efficient fleet of 28 aircraft (Boeing 747F)
- 2,027 employees worldwide (incl. Cargolux Italia)  
1,436 employees in Luxembourg
- Dual Hub Strategy with Zhengzhou Airport initiated in 2014

→ **Europe's #1 all cargo carrier, #5 worldwide**



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you name it, we fly it!

 **NCA**  
Nippon Cargo Airlines

 **cargolux**

 **POLAR AIR CARGO**

**Scheduled  
Cargo  
Carriers**

American Airlines 

BRITISH AIRWAYS 

 **DELTA**

Passenger  
Airlines

 **KLM  
CARGO**

 **AIRFRANCE  
CARGO**

 **Lufthansa Cargo**

**Air Cargo  
Market**

Charter  
Cargo  
Carriers

Integrated  
Carriers

ACMI  
Providers

Combination  
Carriers

 **ups**

 **FedEx**  
Express

 **DHL**

 **TNT**

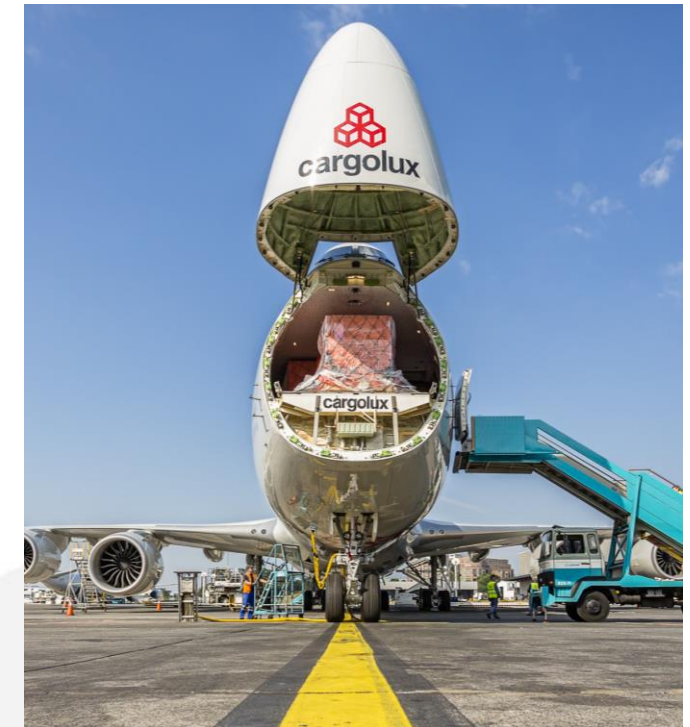
 **ATLAS AIR**

 **AIR ATLANTA  
ICELANDIC**



# FLEET EVOLUTION

Aircraft	Until DEC 2017	APR 2018	Δ
747-BCF*	0	0	
747-400*	11	11	
747-400 ERF	2	3	+1
747-8F	14	14	
<b>Total</b>	<b>27</b>	<b>28</b>	<b>+1</b>





## Cooperation with Emirates Cargo



We are offering a whole new range of destinations like Baghdad, Erbil and Karachi!

Discover a world of opportunities

www.cargolux.com Join us on:

For additional information, please contact your local sales office or our regional offices:

**LUXEMBOURG**  
sales@cargolux.com/  
reservations@cargolux.com  
Tel: +352 4211 3025 / 3307 / 3225

**HOUSTON**  
theamericas@cargolux.com  
Tel: +1 (281) 372 0444

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Tel: +852 2736 7832

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ITALIA  
you name it, we fly it!

## New flight to/from Narita



you name it, we fly it!

Flight CV9442			
Day	Dep. LUXEMBOURG	Arr. NARITA Dep. NARITA	Arr. LUXEMBOURG
2	ETD 19:40		
3		ETA 16:25 ETD 19:15	
4			ETA 06:15

The new service enters into operation 27 March 2018

**LUXEMBOURG**  
Email: emea@cargolux.com/Tel: +352 4211 3777

**NARITA**  
Email: kmq@cargolux.com/Tel: +81 761-23 7470  
Email: tyo@cargolux.com/Tel: +81 3 3263 0747  
Email: osa@cargolux.com/Tel: +81 6 6214 4171

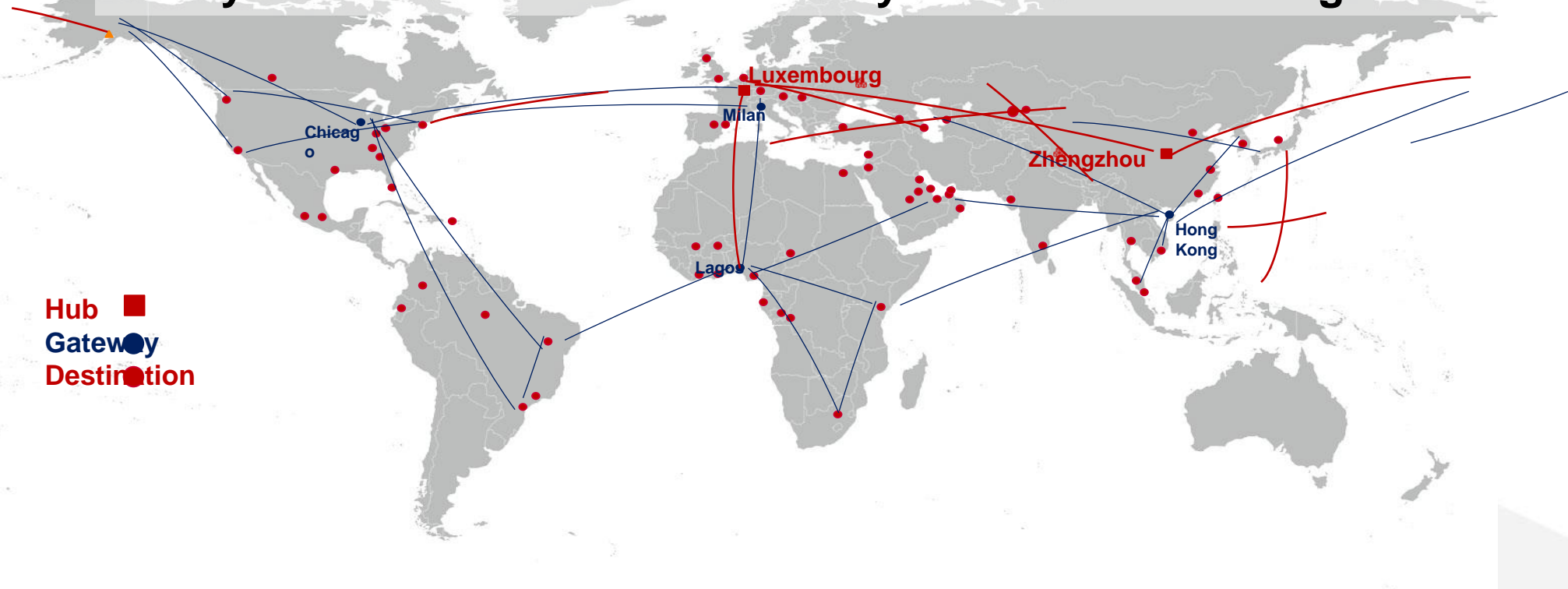
Follow us on:

All times are local times-Schedule subject to changes-Summer 2018

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# DUAL HUB DEVELOPMENT

**System of two Hubs and Gateways to be further strengthened.**



**➔ From a single hub in LUX to a truly**



# CGO – THE GATEWAY TO CHINA

- Zhengzhou is geographically the central city of China
- Henan's GDP ranked 5<sup>th</sup> in China
- A strategic transportation hub of the country
- Located in a 1.26 billion consumer market – 95% of Chinese GDP can be serviced in a radius of 2,000 km



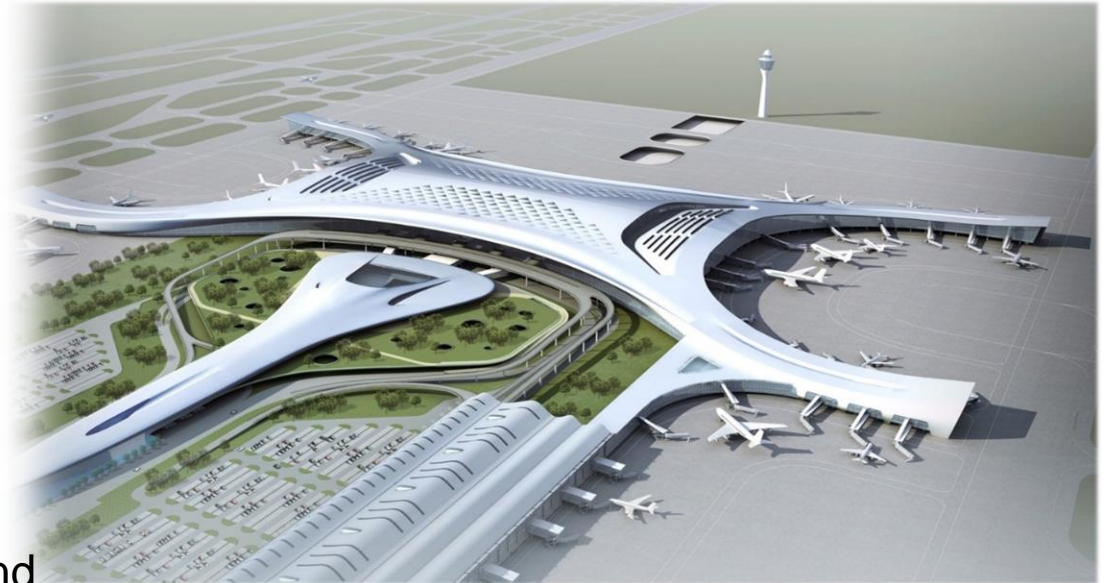
**2,000 KM:**  
Population: 1.26B (90%)  
GDP: \$6.0T (95%)

**1,000 KM:**  
Population: 790M (56%)  
GDP: \$3.2T (51%)

# CGO – THE GATEWAY TO CHINA

## Zhengzhou Airport – CGO

- One of the 8 hub airports in China
- 144 international and regional aviation routes; thereof 20 international all-cargo
- 2013 exports and imports totaled \$42,75B
- Up to 800,000 tons per year handling capacity
- Part of the Zhengzhou Airport Economic Zone (ZAEZ)
- ZAEZ allows for duty-free import and re-export of goods and components

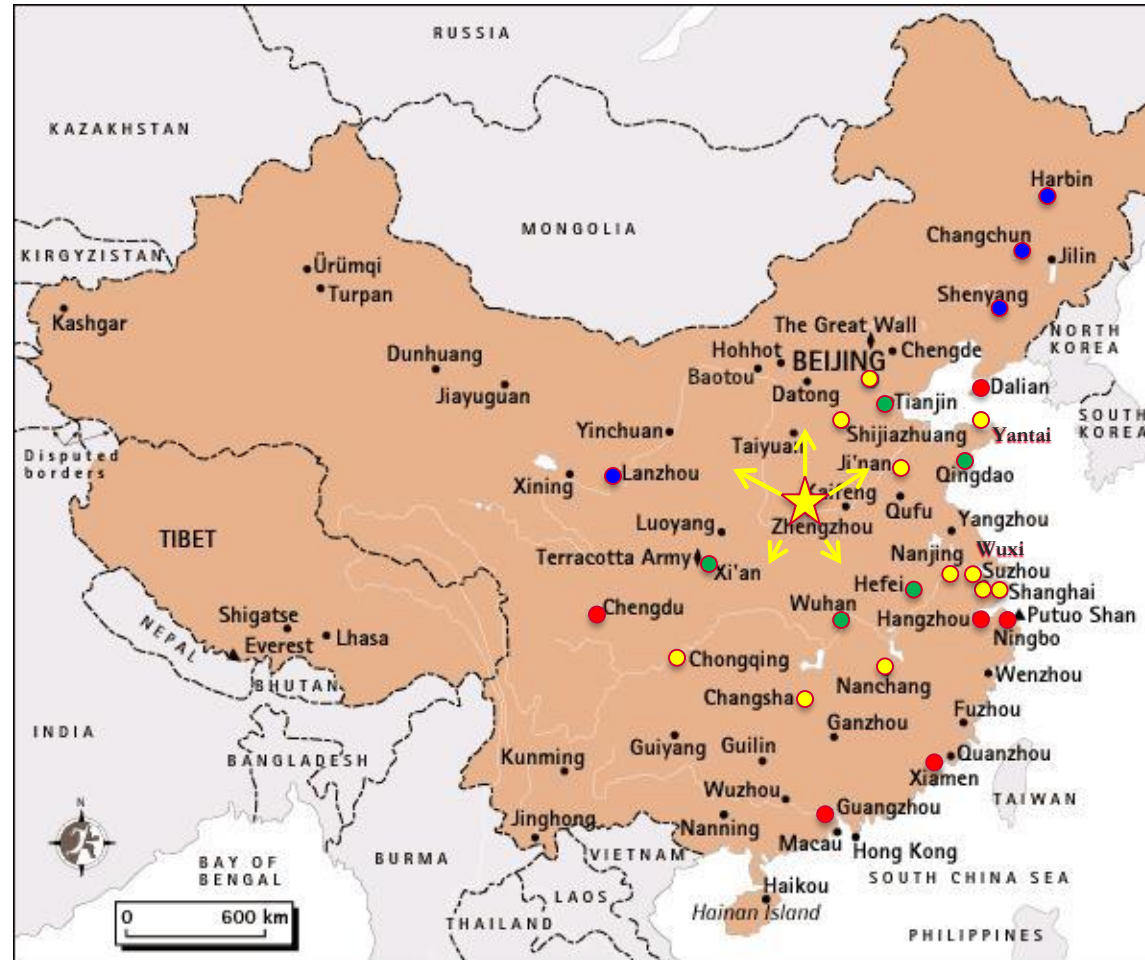


 With strong government support, it is home to giants such as Foxconn

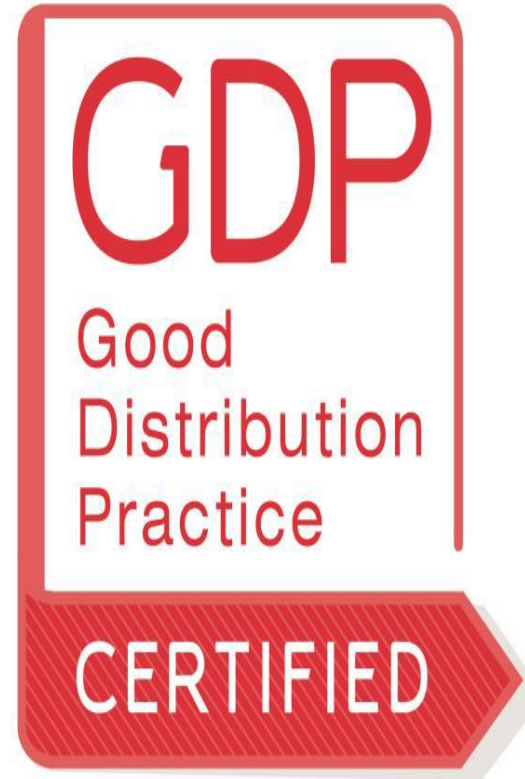
## GatewayChina The Cargolux connection

### Trucking from CGO to ...

CAN	– 913miles	– 36 Hours
CGQ	– 982miles	– 39 Hours
CKG	– 818miles	– 35 Hours
CSX	– 503miles	– 20 Hours
CTU	– 783miles	– 34 Hours
DLC	– 963miles	– 38 Hours
HFE	– 341miles	– 14 Hours
HGH	– 615miles	– 22 Hours
HRB	– 1203miles	– 47 Hours
KHN	– 559miles	– 21 Hours
LHW	– 870miles	– 32 Hours
NGB	– 564miles	– 22 Hours
NKG	– 421miles	– 16 Hours
PEK	– 455miles	– 18 Hours
PVG	– 596miles	– 22 Hours
SHE	– 882miles	– 35 Hours
SJW	– 278miles	– 12 Hours
SZV	– 553miles	– 21 Hours
TAO	– 463miles	– 16 Hours
TNA	– 336miles	– 14 Hours
TSN	– 456miles	– 18 Hours
WUH	– 286miles	– 9 Hours
WUX	– 559miles	– 21 Hours
XIY	– 339miles	– 9 Hours
XMN	– 994miles	– 38 Hours
YNT	– 572miles	– 21 Hours



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



# MAINTENANCE



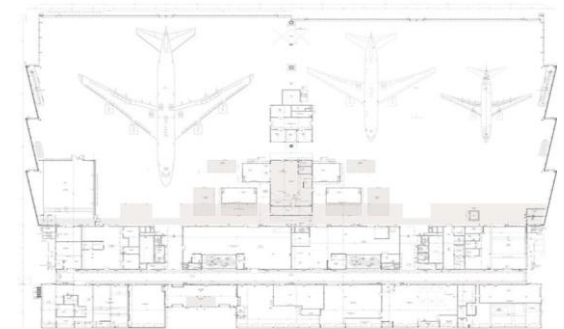
## Activity

- 480 staff: 553,000 man hours in 2017
- 109 A-checks & 13 C-checks performed on CV fleet
- 14 A-checks performed on customer fleet

# MAINTENANCE

## Facilities

- Hangar operational since May 2009
- 2 hangar bays capable to accommodate all future large aircraft: B747-400/8, A380, B777
- Shops on two floor levels, close to the aircraft
- Apron for 3 aircraft and taxiway
- Biggest building in Luxembourg





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*you name it, we fly it!*

# CARGOLUX – THE RIGHT ANSWER FOR AIR CARGO

## **The right time for CV products**

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

## **The right network for CV products**

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

## **The right focus for CV products**

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





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# Thank You !

[www.cargolux.com](http://www.cargolux.com)