

# ***'Smart Gateway To Europe'***

**Amsterdam Airport '*Schiphol*' The Netherlands  
&  
Hub of KLM- and Martinair Cargo**

**presented by  
Chong Choy  
Vice President Alliance**

# Air France-KLM Cargo

## Our profile

- Strong pan-European company
- 1 Holding, 2 Airlines, 3 Businesses
- Home bases: Schiphol and Charles de Gaulle
  
- Cargo business: Air France-KLM Cargo, including Martinair Cargo

### Key figures 09/10 Cargo

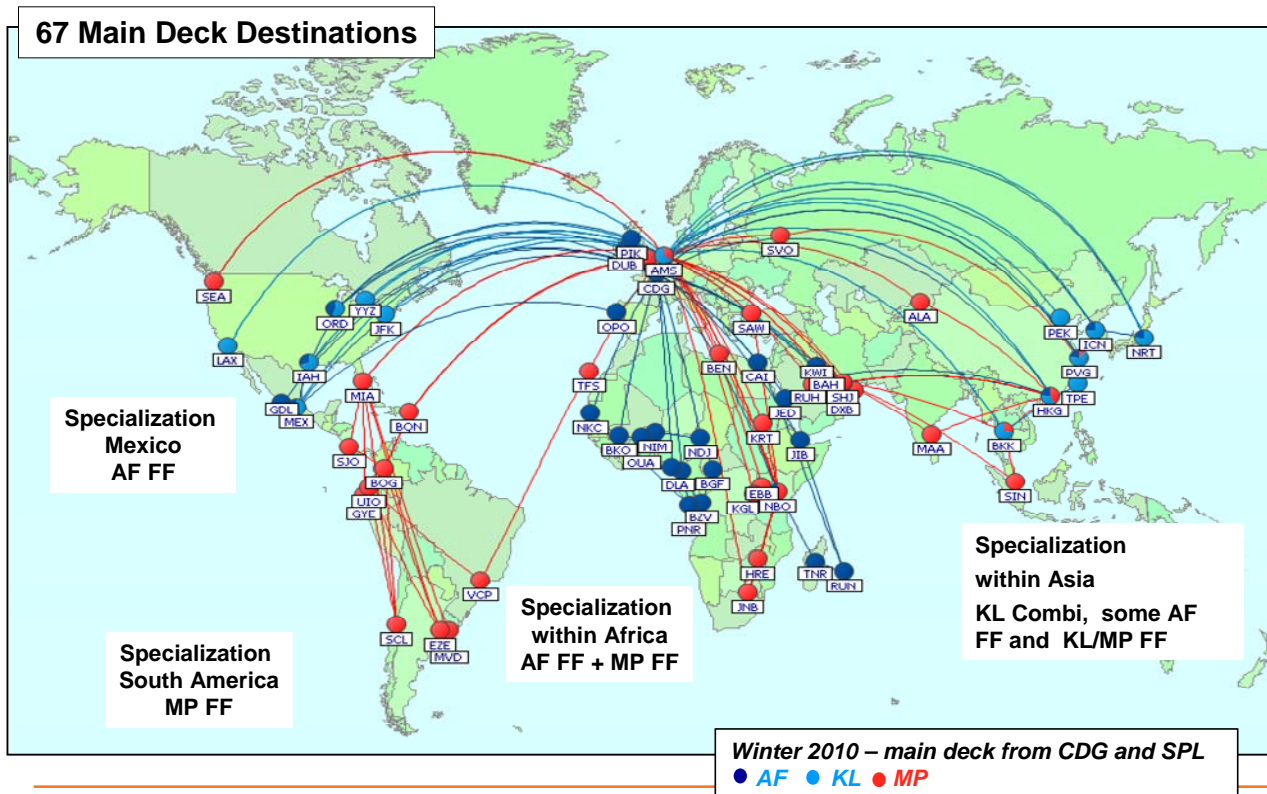
- Revenues: 2.5 bln €
- Staff: 5700
- Offices: 160 worldwide



# Air France-KLM Cargo

## Our offer – strong global network

- Strong network connecting Europe to all major cargo markets via SPL & CDG
- High frequency passenger network
- Complemented by flexible freighter network



### Fleet

- Aircraft operated:
  - 142 Wide Body Belly
  - 16 Combi
  - 14 Freighter

### Operation

- 129 destinations in 82 countries
  - ~112 WBB Lower Deck
  - ~67 Combi's and Freighters Main Deck

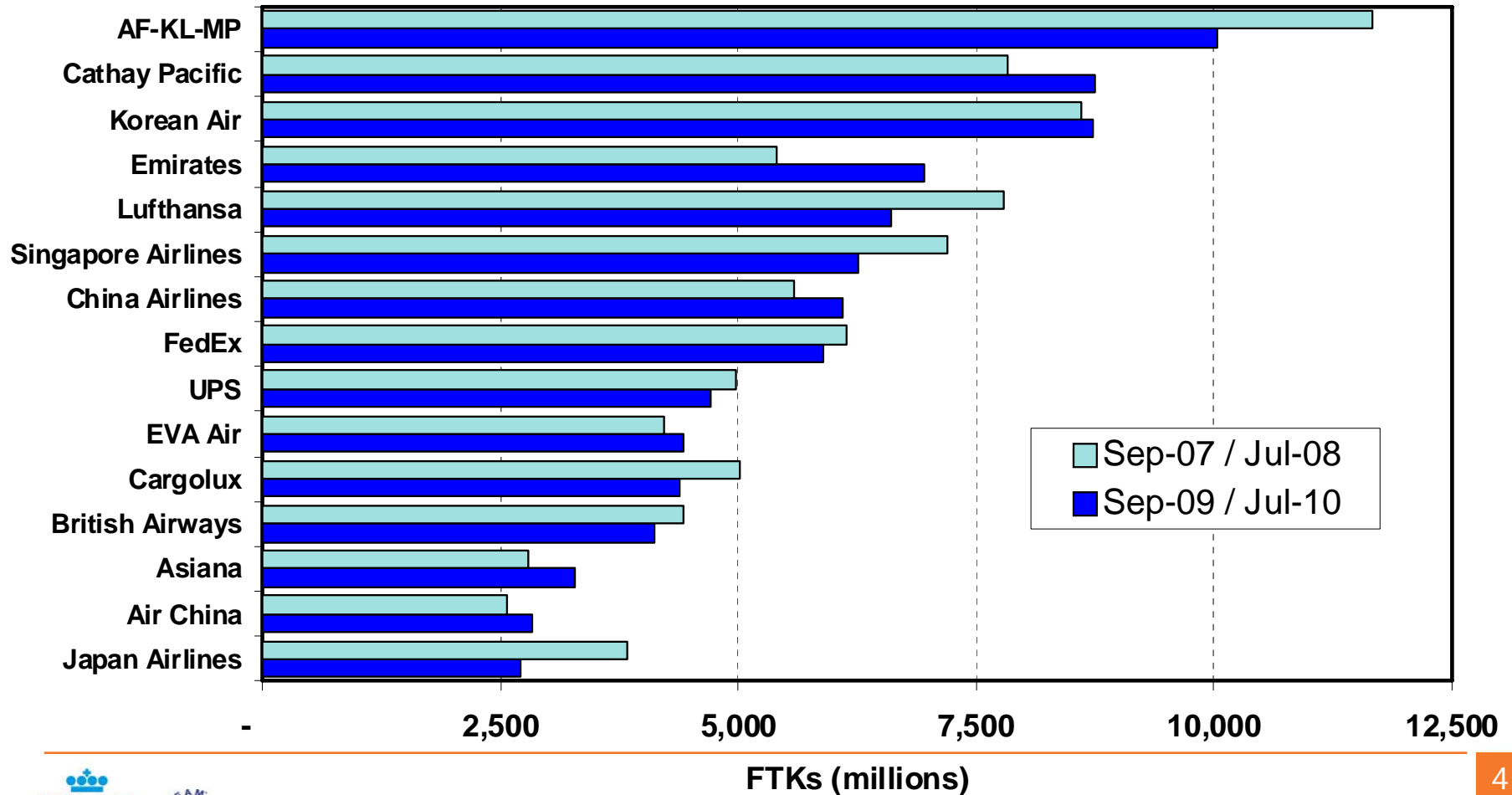
# Air France-KLM Cargo

## Current performance

**We maintain our position as relevant carrier**

### Top 15 Air Freight Airlines

International Traffic; source: IATA, SLS



# Air France-KLM Cargo

## Our product portfolio



**e)quation** : Express = urgent shipments

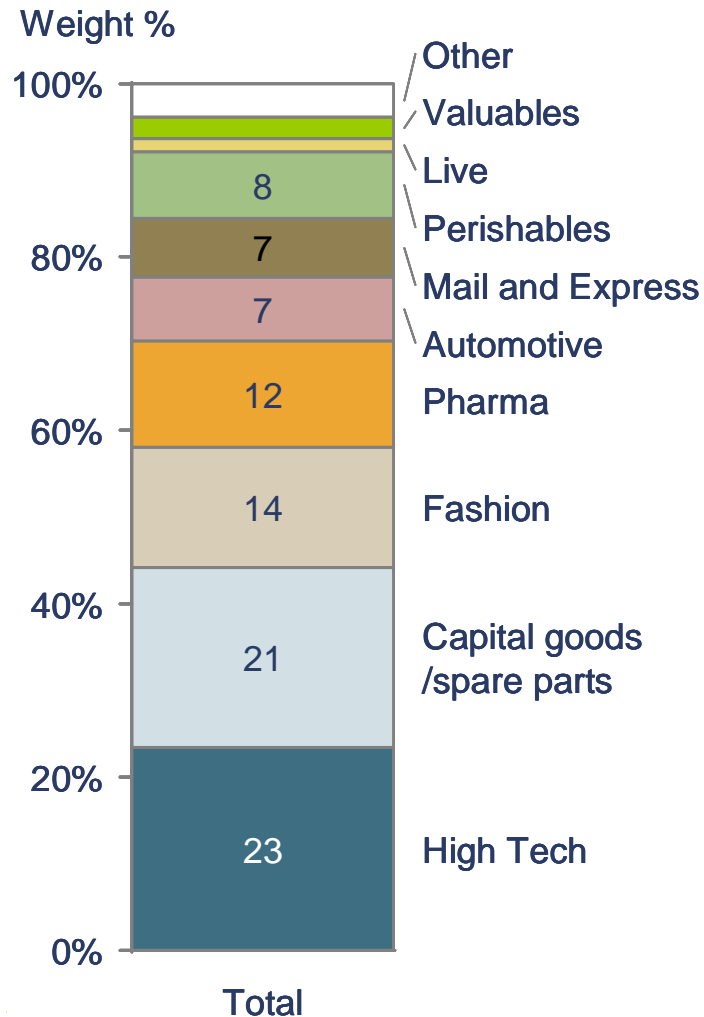
**Co)hesion**: customized logistics solution

**V)ariation** : Specialized = for special freight

**d)imension** : Standard consolidated shipments

# Air France-KLM Cargo

## Commodities we transport



- Overall, high tech and capital goods form the largest part for AF-KL Cargo
- With differences depending on the geographical flow

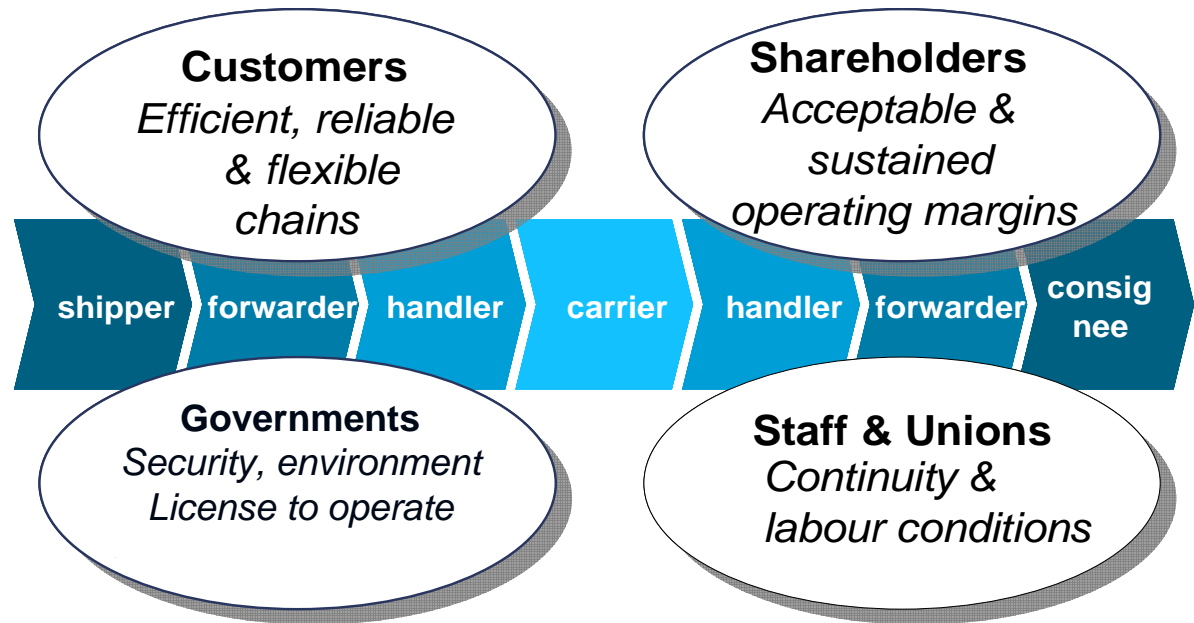


# Our industry

## Air freight part of the world's supply chain

We deal with many different...

- Stakeholders
- Nationalities
- Legal systems
- Bottom lines
- Processes
- IT-systems
- Procedures

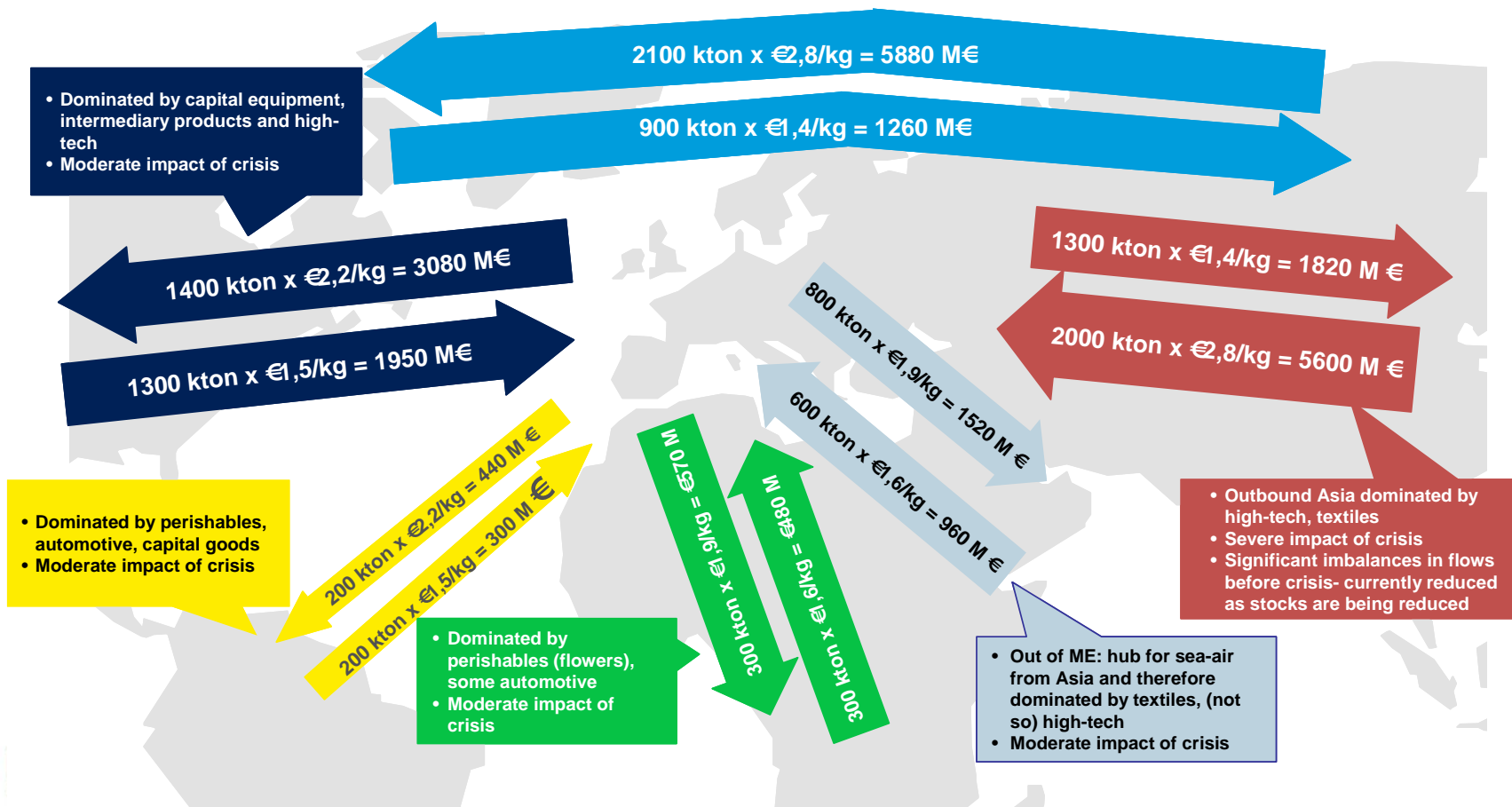


*Dealing with complexity*

# Our industry

## Volatile market characterized by imbalanced flows

- Imbalanced flows and highly volatile market
- Business-2-Business: Strong agile customers
- Growth of demand mostly intra-Asia
- Strong competition, low barriers to entry





## Our ambition/actions

# We continue to build on our partnerships

- SkyTeam Cargo
  - *created in 2000*
  - *now the largest cargo alliance*
- Transatlantic Joint Venture
  - *Delta, Air France, KLM and Alitalia*
- Alitalia
  - *AFKL 25% shareholding in Alitalia*
- Chinese carriers
  - *Chinese carrier landscape changing rapidly (consolidation)*
  - *fostering relationship with China Southern and China Eastern*
  - *China Airlines (Taiwan) joining Skyteam*

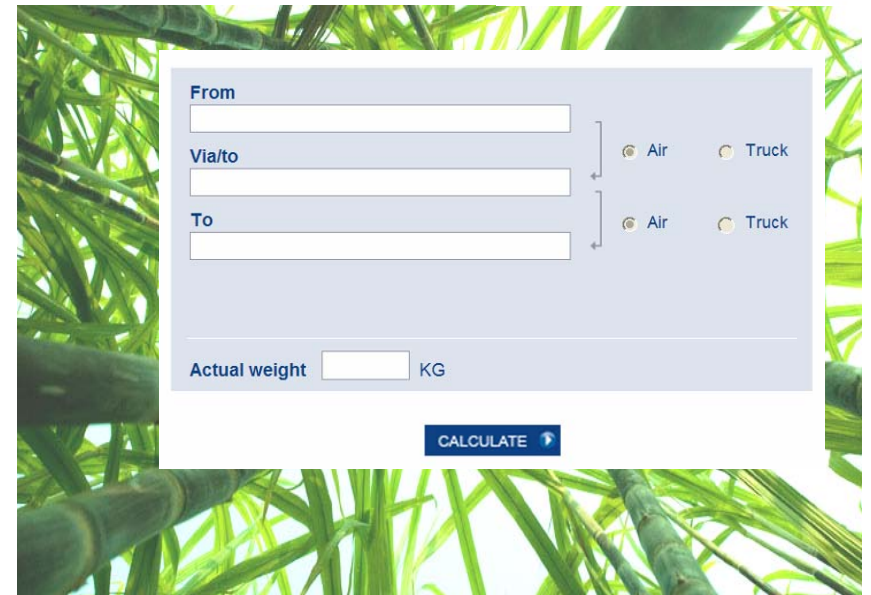


## Our ambition/actions

# We continue to invest in key developments & innovation

- Cargo 2000
- Security/seamless cargo
- Paperless freight (E-freight)
- CO2 information and compensation service

CO<sub>2</sub>mpensation



The image shows a screenshot of a web-based CO2 compensation calculator. The interface is overlaid on a background of green bamboo stalks. The calculator form includes the following elements:

- From:** A text input field.
- Via/to:** A text input field.
- To:** A text input field.
- Actual weight:** A text input field followed by "KG".
- Mode Selection:** Two columns of radio buttons labeled "Air" and "Truck". The "Air" radio button in the first column is selected.
- Calculate Button:** A blue button with the text "CALCULATE" and a right-pointing arrow.

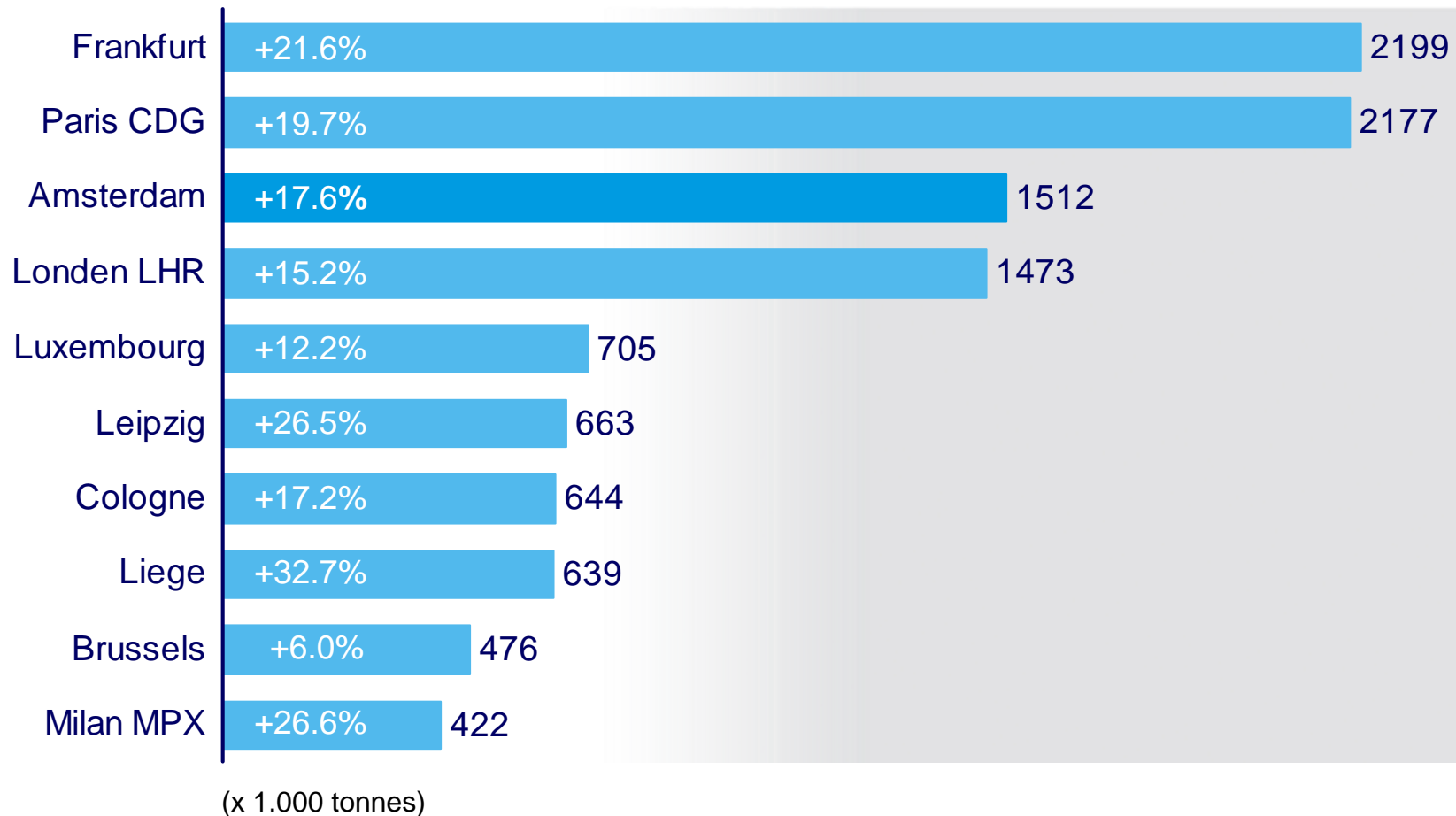
## Our ambition/actions

# We continue to build Schiphol as logistic gateway

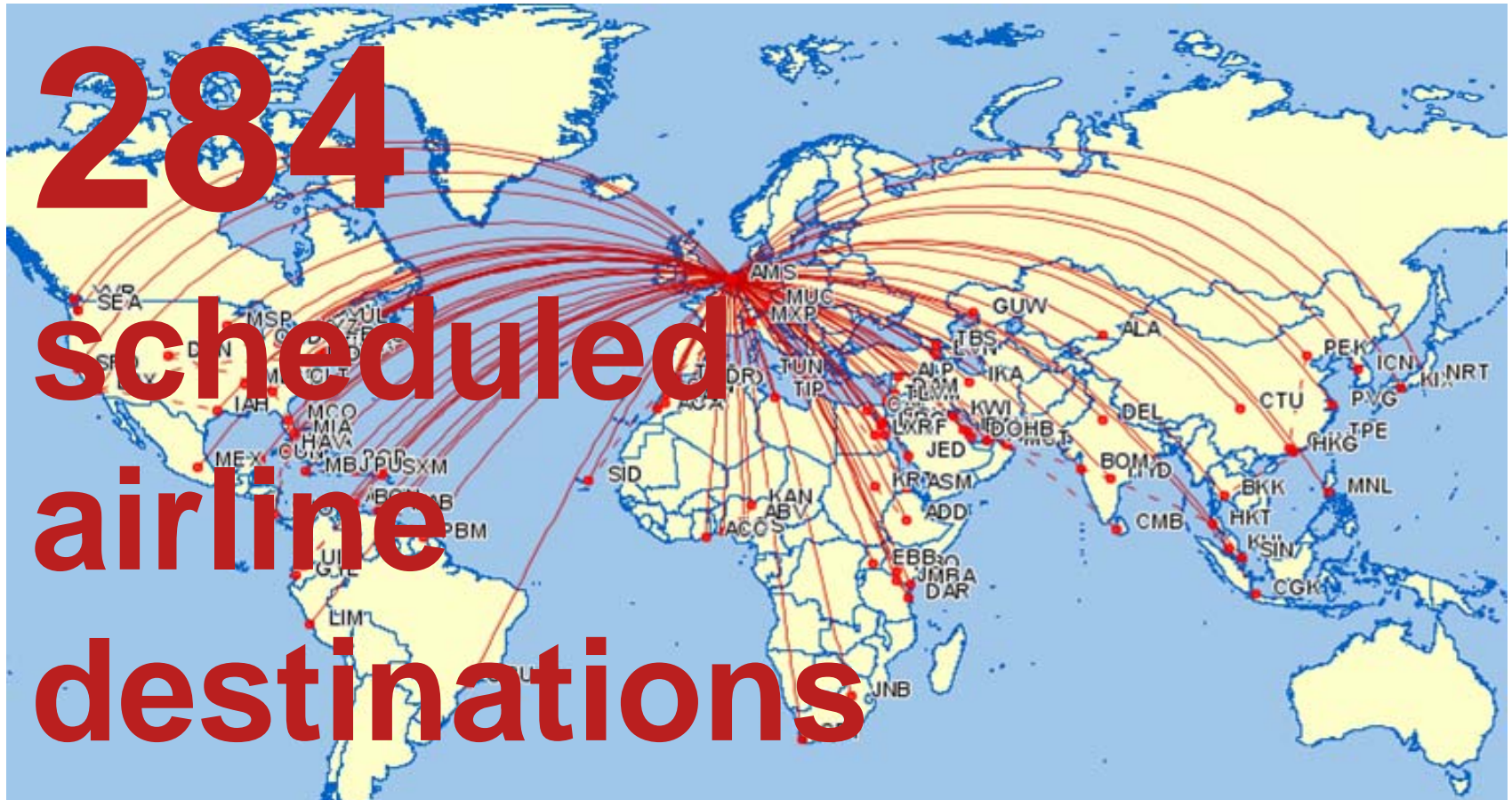
- Schiphol is not only an airport, but also a logistic hub
  - # 3 *European cargo hub*
  - *attractive "market place" for network forwarders*
  - *connecting strong intercontinental air network with strong European network (mainly road)*
  - *part of supply chains*
- Cargo business adds value
  - *direct en indirect economic value*
  - *important financial contribution to the passenger network*
- Safety, security and environment are key success factors
  - *opportunities for innovation and competitiveness*



# Smart Gateway Amsterdam Airport *Schiphol* Europe's 3rd largest cargo airport in 2010



# Smart Gateway Amsterdam Airport *Schiphol* Advanced intercontinental network



# Smart Gateway Amsterdam Airport *Schiphol* Connecting the world with 100+ 'Scheduled Airlines'



Smart Gateway Amsterdam Airport *Schiphol*

**25 'Full Freighter Airlines' connecting all major markets**



# Smart Gateway Amsterdam Airport *Schiphol* Easy Connecting all of Europe



Through having  
a wide network  
of continental  
connections



# Smart Gateway Amsterdam Airport *Schiphol* Wide selection of 'Handling Companies' service suppliers



# Smart Gateway Amsterdam Airport *Schiphol*

## Network of established logistic service providers



# Smart Gateway Amsterdam Airport *Schiphol* Network Providers develop airside warehouses



## Innovate to reach highest service levels

- **Speed**
- **Security**
- **Quality staff**

# Smart Gateway Amsterdam Airport *Schiphol*

## SmartGate Cargo unique platform

### SmartGate Cargo

a unique public private partnership between airport, government and industry



Amsterdam Airport Schiphol



Dutch Tax and Customs Administration



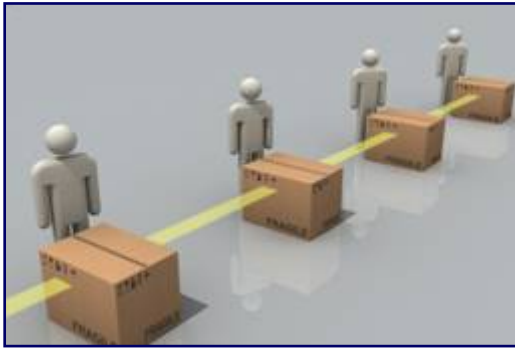
Air Cargo Netherlands (ACN)

# Smart Gateway Amsterdam Airport *Schiphol*

## SmartGate streamlined & seamless processing

### SmartGate Cargo

innovates government inspections, security procedures and logistic processes

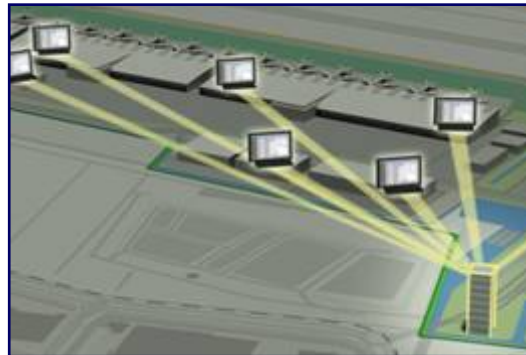


Streamlined supply chain processes



One-stop-shop monitoring process

**SmartGate Cargo**  
creates safe & secure  
trade lanes



State-of-the-art information systems



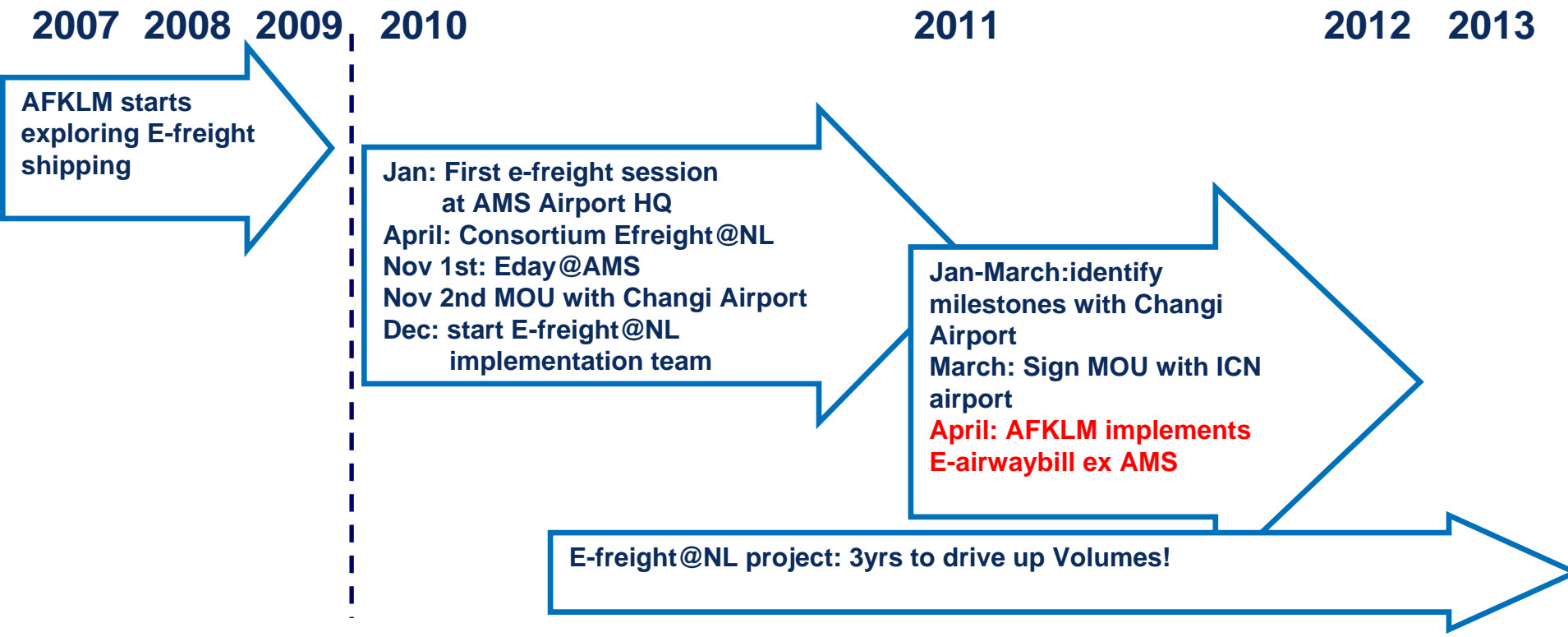
Optimal infrastructural design

# Smart Gateway Amsterdam Airport *Schiphol* Offer a secure environment

*Amsterdam Airport Schiphol is home  
to many certified facilities*



# Smart Gateway Amsterdam Airport *Schiphol* e-freight development





# Smart Gateway Amsterdam Airport *Schiphol*

## Industry participants e-freight@NL development

### Airlines:



SINGAPORE AIRLINES CARGO



The business to business class.



### Forwarders:



J. van de Put Fresh Cargo Handling



### Ground Handlers:



Worldwide Flight Services



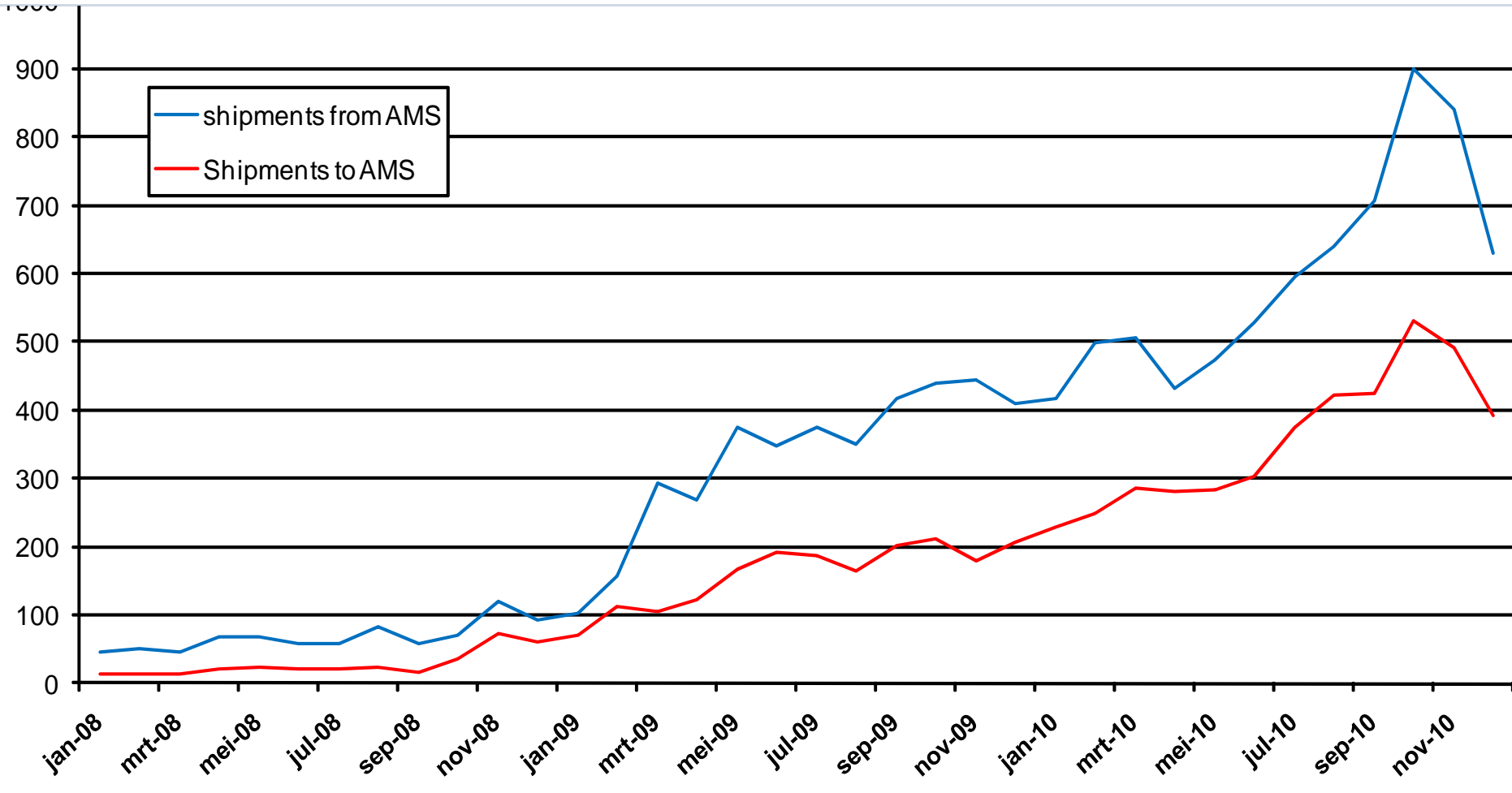
### Shippers:



### Supporting organizations:



# Smart Gateway Amsterdam Airport *Schiphol* e-freight performance



## The Smart Cargo Gateway to Europe

- **Schiphol build a competitive advantage on chain integrity**
  - *More reliable, more safe, more green ..*
  - *Social responsibility AND unique selling point*
- **Integrated, smart approach**
  - *Gateway concept*
  - *Combined effort to attract relevant flows*
  - *Strengthen regional attractiveness for logistic companies*
  - *Strengthen “market place” function for network forwarders*
  - *Build “best in class” handling concepts*
  - *Smart, selective use of available capacity*

***Smart focus:***

***Integrality, Integrity, Infrastructure***

***Thank You***