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Founder & CEO of SolitAir

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Founder & CEO, Aerios



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Ai: Transforming the Air Cargo Industry into the Future

As Chinese Artificial Intelligence (Ai) startup DeepSeek launched a free Ai assistant that uses less data and a fraction of the cost of its US competitors, global investors dumped tech stocks on January 27, wiping off as much as US\$593 billion of Nvidia's market value, a record one-day loss for the chipmaker and any company on Wall Street, according to media reports.

Worried that the emergence of a low-cost open-source Ai Chinese models would threaten the dominance of the more expensive Ai global leaders, the sell-off continued but had since been reversed with Ai stocks driving the growth.

As the Ai hype continues, French President Emmanuel Macron announced at the Paris-hosted Artificial Intelligence Action Summit this month that investors will pump as much as EUR 109 billion into Ai projects in France in the coming years.

Practically all industries are about to be disrupted by Ai, including the air cargo industry, which is a critical component of global trade.

Air cargo has long been experiencing a gradual but steady transformation fueled by Ai and machine learning, fundamentally reshaping how goods are transported across the globe.

AI and machine learning excel at analyzing vast datasets, identifying patterns, and making predictions. This is particularly valuable in air cargo, where factors like weather, fuel prices, and demand fluctuations can significantly impact operations.

AI-powered systems can optimize flight routes in real-time, considering these variables to minimize delays and fuel consumption. Furthermore, predictive maintenance, driven by AI algorithms, can anticipate equipment failures, allowing for timely repairs and preventing costly disruptions.

The air cargo industry is ripe for automation, and AI is a key enabler. Automated cargo handling systems, guided by AI, can streamline processes in warehouses and on the tarmac, reducing manual labor and increasing throughput. AI-powered drones and autonomous vehicles may soon play a role in transporting goods between aircraft and warehouses, further enhancing efficiency.

Security is paramount in air cargo, and AI can play a crucial role in enhancing it. AI algorithms can analyze cargo scans to detect suspicious items more accurately and efficiently than traditional methods. Additionally, AI can assist in ensuring compliance with international regulations by automating the review of documentation and identifying potential red flags.

But despite Ai's increasing influence in air cargo operations, human element would remain essential to make strategic decisions manage complex situations, and ensure that the technology is used responsibly. The future of air cargo lies in a collaborative approach, where humans and AI work together to achieve optimal outcomes.

Gemma Q. Casas

Editor-in-Chief

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Simon Watson
Founder & CEO, Aerios

Discovering Balance: Simon's Secrets to Work-Life Harmony

Simon Watson, the visionary Founder and CEO of Aerios, has combined his lifelong love for aviation with a knack for software innovation to revolutionize the air cargo industry.

A physics graduate with over 5,000 hours of flight experience, his early career in aviation saw him flying the A320 series aircraft, while his interest in technology led to experimenting with software development during university – Aerios is the culmination of Simon's expertise in these two fields.

For Simon, Aerios is the realization of a lifelong dream to merge two distinct passions—aviation and technology. Reflecting on his journey, he recalls: "My passion for aviation began in childhood, and I was fortunate to make it a reality as a commercial pilot. But during university, I also fell in love with coding. Starting Aerios felt like a natural evolution, combining these interests to create something impactful."

Aerios emerged at a critical juncture for air cargo, a sector often perceived as lagging in digital transformation. Simon describes this challenge as an opportunity: "By 2050, people will look back at the 2020s as the era when industries embraced digital technologies. Air cargo is uniquely positioned for innovation, with its complexity spanning logistics, security, global regulations, and e-commerce demands."

The intricate web of air cargo logistics is both Simon's challenge and inspiration. Leading Aerios requires balancing the demands of aviation, software, and logistics—a trifecta that presents its own set of hurdles. "Challenges are inevitable," he shares. "It's a bit like flying—you plan meticulously, but the unexpected happens. What matters is focusing on what's within your control and remaining calm under pressure."

Simon's approach to overcoming obstacles reflects his growth as a leader. Early in his career, he grappled with the stress of uncontrollable factors. Over time, he learned to embrace failure as part of the journey. "Failure is inevitable, but it's how quickly you recover and learn that defines your success," he explains.

At Aerios, creating a balanced work culture is paramount. Despite the

demands of running a fast-paced company, Simon prioritizes personal connections and team engagement. "Remote work offers flexibility, but in-person interactions build trust and collaboration," he notes. "Finding the right balance is key."

For Simon, maintaining a work-life balance is both a challenge and a priority. "Running your own company requires passion and commitment, but it's crucial to set boundaries," he admits. Living in the countryside near London, Simon finds solace in nature, often taking long walks to recharge. "Being outdoors helps me clear my mind and return to work with fresh energy."

When time allows, Simon indulges in scuba diving and skiing, with St. Lucia being a favorite destination for its vibrant marine life and tranquil beauty. These activities offer him a chance to disconnect and gain perspective, reinforcing his belief in the importance of self-care.

Simon's leadership philosophy is grounded in clarity, communication, and empathy. He believes a great leader not only envisions the future but also inspires their team to share that vision. "A strong leader understands the goals and motivations of their team members and nurtures their strengths," he explains. Compassion, for Simon, is as essential as strategic thinking.

Looking ahead, Simon is optimistic about the potential of air cargo to evolve and thrive. He sees the sector as a fertile ground for problem-solvers and innovators. "This isn't an easy industry, but that's what makes it rewarding. If you're someone who thrives on challenges and wants to make a tangible impact, air cargo is the place to be."

From the cockpit of an A320 to the helm of Aerios, Simon has transformed his dreams into a reality that inspires others.

Through innovation, resilience, and a commitment to fostering talent, Simon is surely paving the way for a brighter future in air cargo logistics—one where technology and human ingenuity work in harmony to achieve remarkable results. 🌟

WestJet Cargo ramps up digital offer on CargoAi



Alberta, Canada: From checking real-time capacities and rates, to booking and tracking shipment: WestJet Cargo customers and CargoAi users can now retrieve the airline's information on the CargoMART booking platform & CargoCONNECT APIs.

"Connecting Canada to the World' is our motto – not just via our extensive route network, but also by offering an open-all-hours approach through digital sales channels. We want our customers to have easy, convenient and immediate access to the information and services they require, when they wish to have it. Partnering with CargoAi was the logical next step in our digital transformation journey," said Kirsten de Bruijn, Executive Vice-President, Cargo at WestJet.

Matt Petot, CEO of CargoAi, commented: "We are delighted to welcome WestJet Cargo to our digital marketplace, CargoMART & our CargoCONNECT APIs. In addition to offering real-time pricing and capacity information around the clock, our platform equips mutual customers with valuable tools that provide greater visibility and insight into the environmental impact of their shipments."

"WestJet Cargo shares our vision of the ultimate customer experience, which we are constantly looking to improve. Our design focus is to offer an intuitive interface, enabling swift transactions and maximum accuracy – and a platform that our customers enjoy returning to," he added.

The WestJet Cargo rollout took place in December 2024, giving registered IATA customers using CargoAi full access to belly capacities across the airline's cargo network. Forwarders can book shipments to all WestJet Cargo markets. These include Canada, the Caribbean, France, Great Britain, Ireland, Italy, Japan, Korea, Mexico, Spain, the United States and Latin America. 🌐



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BENEFITS OF CARGO PODS IN AIR CARGO

Improved Efficiency: Cargo Pods maximise space utilization within the carrier, reducing unutilised space leading to cost savings. They also allow for faster loading and unloading, cutting down ground handling time significantly.

Enhanced Security: With built-in tracking systems and tamper-proof designs, Cargo Pods offer better cargo security, making them ideal for high-value and sensitive shipments.

Sustainability & Cost Savings: Many Cargo Pods are designed using lightweight, durable materials that help reduce fuel consumption and carbon emissions, supporting green logistics initiatives.

Seamless Multimodal Integration: These pods can be easily transferred between air, road, and rail transport, ensuring a smooth end-to-end logistics flow.

Visibility with Technology: Cargo Pods are equipped with smart technologies, such as GPS tracking, temperature control, and real-time monitoring. These features enhance operational visibility and ensure the safe handling of sensitive cargo like perishables and pharmaceuticals.

As air cargo demand continues to rise, Cargo Pods are proving to be a smart, future-ready solution for freight forwarders, airlines, and logistics providers. By adopting this innovative approach, the air cargo industry can enhance efficiency, reduce costs, and elevate overall service quality.



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Hactl rewards industry safety with latest competition



Mr. Liu Chun San, Undersecretary for Transport and Logistics (4th from right) and Mr. Wilson Kwong, Chief Executive of Hactl (4th from left), present the prizes to the Overall Champion, China Southern Airlines.

Hong Kong, China: Teams from 10 international airlines have taken part in the 14th Hactl International Forklift and Pallet Building Competition, held at Hactl's SuperTerminal 1 in Hong Kong.

As in previous years, the forklift driving element of the event tested the ability of contestants to maneuver forklift trucks precisely and safely along complex courses that are typical of the terminal environment.

Meanwhile, the Pallet Building contest gave contestants one hour to palletize as much cargo as possible, adhering to the pallets' designated contours, and complying with IATA standards and other aviation industry best practice.

Some 300 spectators watched participants from Air Canada, Finnair, Cargolux, China Southern Airlines, Emirates SkyCargo, IAG Cargo, Japan Airlines, Nippon Cargo Airlines, SF Airlines, Qatar Airways and host Hactl compete for honors.

China Southern Airlines was crowned Overall Champion, while Japan Airlines won the Forklift Competition and Forklift Driving Safety Award, and China Southern Airlines took first place in the Pallet Building Competition.

The event drew the attendance of four guests of honor: Mr. Liu Chun San, Undersecretary for Transport and Logistics; Ms. Cissy Chan, Executive Director, Commercial, Airport Authority Hong Kong; Mr. Wan Chi Ping, Assistant Commissioner for Labor (Occupational Safety), Labor Department; and Ms. Bonnie Yau, Executive Director, Occupational Safety and Health Council.

"Hactl constantly strives for the overall betterment of the air cargo industry, and operational safety remains one of our top priorities. We are delighted to have hosted the International Forklift and Pallet Building Competition once again, showcasing and rewarding industry best practice and bringing together industry partners from around the world," said Hactl Chief Executive Wilson Kwong.

Etihad Cargo has flown 329 scheduled flights and charters between Ezhou and Abu Dhabi



Abu Dhabi, UAE: 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.

The airline began flying to Ezhou Huahu Airport on 18 August 2023 and had since strengthened 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 tons of export cargo and more than 400 tons of imports through Abu Dhabi since 2023.

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.

"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," said Stanislas Brun, Vice President Cargo at Etihad Cargo.

"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," he added.

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.

Li Wei, Deputy General Manager of Ezhou Huahu International Airport, said: "In 2024, the airport's cargo and mail throughput are 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.



Ethiopian Airlines Cargo and Logistics Services gets IATA CEIV Pharma Recertification



Addis Ababa, Ethiopia: Ethiopian Airlines has successfully secured the recertification of the Ethiopian Cargo and Logistics services' IATA CEIV Pharma (Center of Excellence for Independent Validators in Pharmaceutical Logistics) accreditation as an airline and ground handling agent.

The airline said this milestone underscores its unwavering commitment in providing world-class air cargo services tailored to meet the stringent requirements of healthcare and pharmaceutical manufacturers and shippers.

Commenting on the airline's recertification, Ethiopian Airlines Group CEO Mr. Mesfin Tasew said, "This achievement underscores our unwavering commitment to excellence in healthcare logistics. With a global network spanning key healthcare logistics hubs, Ethiopian Airlines positions itself as a trusted partner in Pharma and life science logistics. We are dedicated to supporting the healthcare industry by providing reliable and efficient air cargo services that meet the highest international standards. Our goal is to make Addis Ababa the

premier Pharma corridor in the global south, leveraging its strategic geographical location to address the logistical challenges of healthcare air transportation."

The IATA CEIV Pharma certification is a globally recognized standard ensuring the safe and efficient handling of pharmaceutical products. Ethiopian Airlines, the first in Africa to achieve this accreditation in 2022, continues to uphold high standards of operational excellence.

The airline reaffirms its commitment to modernizing its cold chain infrastructure, specialized training, and innovative technologies to meet pharmaceutical logistics needs.

This certification provides a globally acknowledged stamp of quality, reassuring customers, partners, and regulators of consistent and reliable operations, aligning with international standards and simplifying compliance.

Ethiopian Cargo and Logistics services is the largest cargo network operator in Africa. With 10 - Boeing 777-200F, 3 - Boeing 767-300F and 4 - Boeing 737-800F dedicated freighters and 150+ passenger aircraft, Ethiopian Airlines serves 70 dedicated cargo and 140+ passenger destinations in Africa, the Middle East, Asia, Europe, and the Americas with an average daily uplift of over 2000 tons.

Ethiopian Cargo offers a dedicated service for general and special cargo including horticulture, pharmaceuticals, valuables, live animals, e-commerce, mail, and couriers through its cutting-edge, fully automated with state-of-the-art technologies cargo facility which has a capacity of 1 million tons per annum. 🇪🇹

Air India extends SATS and WFS partnership with 14 new cargo and ground handling contracts across global network



Singapore: Air India has awarded cargo and ground handling contracts to SATS Ltd (SATS) and its wholly-owned subsidiary Worldwide Flight Services (WFS) across multiple major airports in regions in Asia, Europe, the Middle East and North America.

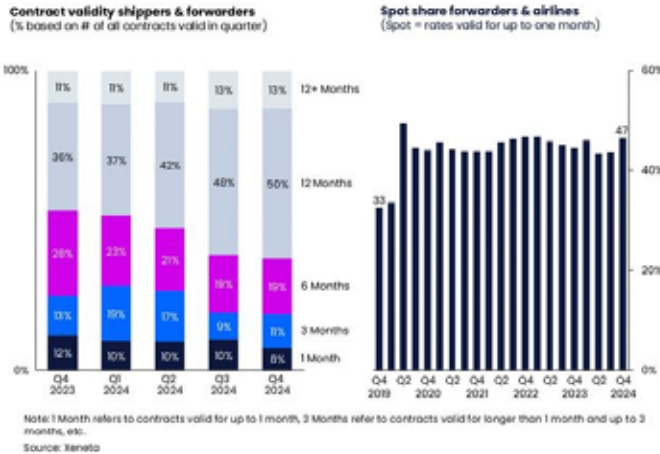
The airline renewed 11 contracts and awarded 14 new contracts after a global tendering process, significantly expanding Air India's partnership with SATS and WFS. The new cargo handling and ground handling stations span across North America, UK, Europe, and Asia, including but not limited to stations such as Chicago, Washington Dulles, London Heathrow, London Gatwick, Birmingham, Frankfurt, Milan, Kuala Lumpur, and Hong Kong.

"We are honored that having conducted a global review of the cargo and ground handling market, Air India has chosen to make such a significant and growing commitment to SATS and WFS," said Bob Chi, CEO Gateway Services, APAC, at SATS. "Our extensive capabilities and global network, along with the exceptional service our teams provide, uniquely position us to offer unparalleled international coverage to our airline partners. We highly value our partnership with Air India and are excited to represent the airline at these locations."

"Streamlining our logistics processes and enhancing service levels across passengers and cargo are instrumental to the ongoing transformation of Air India. By strengthening our partnership with SATS and WFS, we look forward to delivering a world-class operation for our customers around the world," said Ramesh Mamidala, Head of Cargo, Air India. 🇮🇳

A flying start to 2025 but after 14 months of double-digit demand growth, air cargo stakeholders remain cautious

Shippers go for longer while forwarders still buy ~50% in short-term market



Niall van de Wouw
Xeneta, Chief Airfreight Officer

Asia-to-North America corridor saw a more modest increase of +5% month-on-month in December, reaching USD 5.57 per kg.

Close behind, the Northeast Asia-to-Europe market posted a +4% rise, bringing rates to USD 5.28 per kg. On the increasingly scrutinized China-to-US corridor, its spot rate, unlike other key lanes, failed to reach 2023's peak season highs and showed a decline of -9% from its mid-December 2024 peak of USD 5.61 per kg to early January 2025. This contrasted sharply with the same period in 2023, when rates dropped nearly -40% from a peak of USD 5.91 per kg.

A combination of strategic allocation of cargo capacity and tightened scrutiny on e-commerce activities may have contributed to subdued peak season levels, while concerns over potential Trump tariffs likely tempered the rate decline due to increased frontloading.

Air cargo demand growth of 4-6% in 2025

Looking ahead, Xeneta projects 2025 global air cargo demand to grow +4-6% year-on-year, continuing to outpace global cargo capacity supply growth of +3-4%.

The continued geopolitical tensions, threats of Trump tariffs, tightened measures of de minimis threshold related to e-commerce, increased security risks from rising global tension, and extreme weather and natural disasters pose many uncertainties for this year's global air cargo demand and supply chain.

Historical trends indicate that, in 2024, shippers demonstrated a growing preference for longer-term air freight contracts, with durations of one year or more. These contracts accounted for 63% of all agreements valid in Q4 2024, marking a 16-percentage point increase compared to the same period in 2023.

"Heightened market volatility due to rising global uncertainties will continue to impact air cargo demand and this could force air freight rates to fluctuate significantly. Therefore, embracing more flexible freight rate negotiation methods, such as indexing or transparent pricing, could foster mutual understanding and better collaboration across the industry this year."

Oslo, Norway: The global air cargo market cruised into 2025 on the back of 14 consecutive months of double-digit growth in demand as volumes climbed +11% year-on-year in December and average spot rates finished the year +15% higher, according to industry analysts Xeneta.

While Xeneta is forecasting more demand growth of +4-6% in 2025, Chief Airfreight Officer, Niall van de Wouw, says the air cargo industry's "cautious optimism remains tempered by its susceptibility to geopolitical tensions, a subdued manufacturing outlook, and political interventions in an increasingly volatile world."

With cargo capacity supply growth of just +2% in December continuing to lag well behind resilient air cargo demand, Xeneta's dynamic load factor rose 3-percentage points year-on-year to 62%. Dynamic load factor is Xeneta's measurement of capacity utilization based on volume and weight of cargo flown alongside available capacity.

In line with this, the December global air cargo spot rate increased +15% year-on-year to USD 2.99 per kg, although the comparison with the high-rate level in December 2023 made this the slowest growth rate in the last seven months.

"This rebalancing of the air cargo market from the extreme volatilities seen in 2023 is a clear reflection of the preparedness and maturity seen across the market in 2024. The efforts made by industry stakeholders ranging from strategic capacity allocation by airlines, securing capacity ahead of 'hot' e-commerce corridors by freight forwarders, and locking-in longer-term contracts by shippers, all contributed to a healthier industry based on longer-term relationships instead of a push for short-term gains," van de Wouw added.

Increasing reliance on e-commerce

Van de Wouw also outlined the continuing impact e-commerce will have on air freight in 2025.

He said: "We can put a ribbon around 2024. It was quite some year for air cargo. But this remains a market that is increasingly reliant on e-commerce volumes, while the general freight market, the bellwether of the global economy, remains muted. The signals from the manufacturing industry, particularly in Europe, are concerning but e-commerce continues to take up this slack and is projected to grow at +14% annually to 2026."

Zooming in on major air cargo corridors, December saw the Europe-to-North America air spot rate experience the most significant month-on-month increase, rising +21% to USD 3.27 per kg, its highest level in over two years. This spike is likely due to reduced cargo capacity from airline winter schedules on passenger flights and the reallocation of freighter capacity to Asia.

As of early January, Europe to the US spot rates stood at USD 2.56 per kg, a -25% drop from their peak two weeks earlier. In comparison, the Northeast

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SAVE THE DATE

The IATA World Cargo Symposium, the largest and most prestigious air cargo annual event, comes back in Dubai, UAE, in April 2025.

The 2024 edition brought close to 2'000 delegates to Hong Kong (SAR), China. The next WCS will continue offering plenary sessions, specialized streams, workshops, and executive summits tackling aspects related to technology, innovation, security, customs, cargo operations, and sustainability.

Registration will open in a few weeks. Save the Date !

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Royal Air Maroc Cargo expands footprint in the Americas with two new destinations: São Paulo and Toronto



Casablanca, Morocco: As part of the extension of its international network, Royal Air Maroc Cargo, Africa's leading cargo airline, launched of new routes to São Paulo (GRU) and Toronto (YYZ), marking a significant expansion of its operations across the Americas.

With flights having commenced in December to São Paulo and Toronto, this milestone reinforces Royal Air Maroc Cargo's commitment to enhancing global connectivity through its strategic Casablanca hub (CMN). These destinations expand the airline's network in the Americas which currently includes direct flights from Casablanca to Montreal, New York, Washington and Miami.

The reopening of the Casablanca - São Paulo route connects the economic and financial capitals of Morocco and Brazil. This relaunch strengthens ties between the two countries whose diplomatic and economic relations have been reinforced in recent years. "Brazil and Morocco have a long-standing partnership, and our new route to São Paulo underscores our ambition to become a driving force in connecting these two dynamic economies," said M. Yassine Berrada, VP Cargo at Royal Air Maroc. "This direct service supports trade growth not only between our two nations but also opens doors to broader opportunities in West Africa, Türkiye, and the Middle East via our CMN hub."

The Toronto service is also flying three times a week, on Wednesdays, Fridays and Sundays. Toronto is the second direct destination in Canada after Montreal. The route has already seen immense demand, with the inaugural flight selling out within hours of its announcement.

"Our Toronto connection strengthens the bond with our community abroad and enhances trade ties by enabling the transport of goods such as citrus, processed foods, and traditional Moroccan crafts while facilitating the import of essential commodities like wheat and aircraft parts," added Mr. Berrada.

Royal Air Maroc's fleet of new generation aircraft, the Boeing 787 Dreamliners, ensures the highest level of safety and a reduced carbon footprint on these routes, with specialized facilities at the Casablanca hub, including state-of-the-art cold storage and secure handling for pharmaceuticals and perishable goods. This strategic infrastructure enables the seamless movement of diverse cargo, from automotive parts and olive oil to hatching eggs and medical equipment.

As Royal Air Maroc continues its journey toward quadrupling its fleet by 2037, new routes across the Americas and beyond are on the horizon. "This expansion aligns with our vision to connect Morocco with the world while offering unparalleled service to our customers," Mr. Berrada emphasized. "The addition of São Paulo and Toronto is just the beginning of a broader ambition to make Royal Air Maroc Cargo a key player in global trade." 🌍

SMO Announces First Warehouse Operations Go-Live and Strategic Partnership with Aramco

Dhahran, Saudi Arabia: ASMO, a joint venture between Saudi Aramco Development Company and DHL, announced the official launch of its operations, marking a significant milestone just one year after its incorporation.

The announcement was made during the iktva Forum & Exhibition 2025 at the Dhahran Expo, held under the patronage of His Royal Highness Prince Saud bin Nayef bin Abdulaziz Al-Saud, Governor of the Eastern Province, Saudi Arabia.

Coinciding with its operational launch, ASMO unveiled a landmark 15-year Procurement and Logistics Hub Services Agreement with Aramco. This strategic commercial partnership governs the relationship between Aramco as a customer and ASMO as a service provider.

Under this agreement, ASMO will deliver integrated end-to-end supply chain services, including procurement, demand planning, inventory management, logistics, warehousing, establishing logistics hubs, and access to a B2B e-marketplace.

Sulaiman M. Al Rubaian, Aramco Senior Vice President of

Procurement & Supply Chain Management (A), commented, "Our long-term agreement with ASMO demonstrates our trust and confidence in its ability to deliver integrated supply chain solutions that will optimize operations, drive cost-efficiency, and build an extensive supply chain ecosystem that is aligned with our strategic priorities."

ASMO's operational launch begins with the go-live of its warehousing operations in Riyadh, supporting Aramco's central region operations.

Craig Roberts, ASMO CEO, noted: "This milestone represents the beginning of our operational journey, as we expand our capabilities, address today's supply chain challenges, and deliver solutions that create value for businesses across Saudi Arabia and the wider MENA region."

As a key participant at iktva 2025, ASMO's announcement demonstrates its commitment to advancing localization efforts, enhancing logistics infrastructure, and contributing to Vision 2030's goal of positioning Saudi Arabia as a hub for global trade and supply chain excellence. 🌍





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



Selçuk Gençaslan
SVP, Cargo Marketing, Turkish Airlines

Istanbul, Turkey: 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.

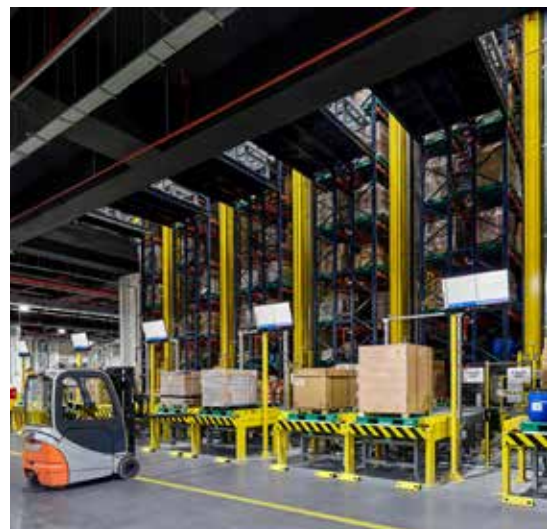
Commenting on the collaboration, Turkish Airlines Senior Vice President of Cargo Marketing Selçuk Gençaslan, said: "As Turkish Cargo, we transport approximately 2 million tons of cargo to over 360 destinations within our flight network every year. Our wide flight network and high capacity allow us to 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. 🌐



Jorre Cobelens
Vice President, Logistics Data and Connectivity, WiseTech Global



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Saudia Cargo achieves record-breaking performance in 2024

The cargo carrier operated 193,599 flights in 2024 and transported 577,870 tons of cargo during the period, a 27% growth in volumes compared to 2023.



Eng. Loay Mashabi
CEO & Managing Director, Saudia Cargo

Jeddah, Kingdom of Saudi Arabia: Saudia Cargo, one of the major players in the global cargo industry, had record-breaking performance in 2024 with 577,870 tons of cargo volume hauled during the period, up by 27% compared to 2023.

The leading cargo carrier in Saudi Arabia said this milestone reinforces its commitment to national economy, solidifying its role as a key player in the global supply chain with strategic focus on innovation, expansion, and sustainability.

"Our 2024 results reflect our steadfast dedication to delivering innovative and agile cargo solutions that drive global trade and adapt to market dynamics. We remain focused on growth, strengthening partnerships, and providing advanced solutions that drive success for our customers. By prioritizing sustainability and operational excellence, we are steadily progressing toward our goal of ranking among the world's top 10 air cargo carriers by 2030," said Eng. Loay Mashabi, CEO and Managing Director of Saudia Cargo.

Significant operational growth

In 2024, the company demonstrated significant operational growth, marked by an increase in cargo volume and flight activity. The company transported 577,870 tons of cargo in 2024, representing a 27% growth in transported weight and a 13% increase compared to 2023.

It also operated 193,599 flights, representing a 6% rise year-over-year. E-commerce shipments saw a remarkable 23% growth, totalling 64,107 tons, while high-value shipments accounted for 54% of total revenues, highlighting the company's ability to meet priority sector needs with reliable services.

Saudia Cargo also maintained an impressive 92% on-time flight performance, underscoring its operational efficiency and reinforcing customer trust. Adding to its expanding network, the company introduced new permanent routes to key markets, including Shenzhen (China), and seasonal routes to Athens (Greece), and Nice

(France), strengthening connectivity between the Kingdom and global markets.

Championing homegrown exports, Saudia Cargo transported 13,740 tons of locally produced goods, a 14% increase from 2023. This commitment was reinforced by strategic partnerships, including an MoU with Red Sea Global to connect the Kingdom to over 800 global destinations and a collaboration with the Royal Commission for AIUla to transport artifacts and boost tourism.

Additionally, the company partnered with the Saudi Logistics Academy to upskill 300 employees, fostering a knowledge-driven workforce.

Sustainability and Future Growth Plans

Advancing its sustainability practices, Saudia Cargo collaborated with the Ministry of Economy and Planning through the Sustainability Champions Program. It issued its inaugural Sustainability Report for 2024, detailing initiatives to reduce energy consumption and harmful emissions. A dedicated committee was also established to oversee carbon reduction plans aligned with IATA's goal of net-zero carbon emissions by 2050.

The company further enhanced its digital offerings by 10%, launched a specialized e-portal, and improved communication channels, raising customer satisfaction to 47 points and achieving a cybersecurity rating of 81.8% from the National Cybersecurity Authority.

Saudia Cargo's leadership in innovative and reliable air freight solutions was recognized with the "Excellence in Air Cargo Operations in the Kingdom" award and the "Best E-Commerce Carrier in the Middle East". Globally, it bolstered the Kingdom's competitiveness by participating in the "Air Cargo China 2024" exhibition alongside its SkyTeam Cargo partners and the "Saudi Made" program, supporting national exports and accessing emerging global markets.

Looking ahead, Saudia Cargo says it will expand its fleet with next-generation aircraft, adopt sustainable transportation methods, and invest in AI-driven digital infrastructure to enhance tracking and efficiency.

The company also plans to advance automated cargo handling systems, reduce costs, and implement eco-friendly logistics. Leveraging Saudi Arabia's strategic location, Saudia Cargo remains committed to driving economic growth and achieving Saudi Vision 2030, guided by its promise, 'Life Uninterrupted.'



allivate introduces new digital product for EU shipping procedure NCTS5

Frankfurt, Germany: The air cargo IT specialist allivate is rolling out a new digital product by the name of "Easy Transit" at Frankfurt Airport which simplifies and expedites the launch of the EU NCTS5 transit procedure and is available immediately in the Cargo Community System FAIR@Link.

The catalyst for the latest market launch are the more stringent requirements



for all participants in the NCTS5 customs procedure. Over a quarter of imported freight at Frankfurt Airport is affected.

The most significant changes in the new NCTS5 version include the declaration of shipments at goods item level using the 6-digit HS code. Thanks to the allivate solution "Easy Transit," the time-consuming manual entry of additional data is no longer necessary. allivate Managing Director Martina Schikorr explains: "Users simply upload the AWB numbers from their shipments to the FAIR@Link Cargo Community System. All the necessary information is compiled there. The transit procedure has already been automatically filled in when it is opened in the customs software. Only the information about the driver, truck and seal need to be added."

The new service is available immediately in the DAKOSY customs software ZODIAK. In the next configuration phase, additional customs providers can be connected via a neutral interface. Two major freight forwarders have already integrated the module and are already using it to fully manage the NCTS5 customs process.

For Schikorr, the reports from the logistics sector confirm: "Without digitalization, the changeover entails considerably more work. There is also the risk that shipments can be denied customs clearance if the new requirements are not complied with or are implemented incorrectly." 🇩🇪

Africa's First Airport Cargo Community System to be Developed by Kale Logistics Solutions

Mumbai, India: Kale Logistics is set to develop Africa's first Airport Cargo Community System, and celebrated the landmark achievement alongside Mozambique Airport Handling Service (MAHS).

MAHS is a leading airport handling service company assisting aircraft, passengers, cargo, and mail in the airports of Mozambique, as the country sees year-on-year growth of air traffic: with fast-growing demand for capacity and soaring air cargo volumes, Mozambique is poised for exponential growth in the coming years.

With international growth and demand for logistics, Mozambique has the potential to soon become a multi-modal cargo hub within Africa, and MAHS has invested in streamlining its operations digitally to be able to leverage this growth advantage.

"Kale has been the torch bearer of air cargo digitization across the world, and we are proud to be the first adopters of its ACS in Africa. We strongly believe its technology-enabled solution will build strong business synergies for us in the long run," said Mr. Tubias Fondo, IT and Communications Head, Mozambique Airport Handling Service.

Lack of trade information visibility for all stakeholders across airports is a major challenge in the country, and the trade facilitation bodies in the country are striving to bring in transparency for overall operations – with MAHS prioritizing high quality operations at its bases.

In the first phase, integration of finance and customs systems is to be installed along with the latest GALAXY 3.0 - Kale's flagship airport cargo digital management system.

MAHS is looking to mitigate its critical challenges: revenue leakage, lack of visibility and transparency, eliminating physical paper trails, and, most importantly, data interchange between stakeholders.

"We at Kale are excited to deploy Africa's first ACS. We are proud to bring our expertise and best practices to this collaboration, ensuring the highest standards of service and innovation. Developing ACS for a major player like MAHS in Mozambique is a milestone for Kale," said Vineet Malhotra, Co-founder and Director of Kale.

Kale's Airport Cargo Community System (ACS) provides stakeholders with enhanced visibility and transparency, enabling the real-time tracking and monitoring of cargo movements, incorporating automated regulatory compliance checks. These further streamline operations and ensure adherence to industry standards.

Initially, the services are to be extended to eight airports in which MAHS is operating, followed by a further 12 in the subsequent phase. 🇩🇪



Vineet Malhotra, Co-founder and Director of Kale, center, with airport, cargo and logistics executives from Africa

Focus on cybersecurity at transport logistic



Munich, Germany: Worms, viruses, and trojans: Criminals are infiltrating digitized supply chains and disrupting networked logistics worldwide. For more risk awareness, transport logistic, taking place at the exhibition grounds in Munich from June 2 to 5, 2025, will be focusing on the topic of cybersecurity across all modes of transport and areas, and in the conference program.

From phishing e-mails that steal passwords to ransomware attacks that encrypt data, cybercrime as a downside of digitalization covers a wide range of fields. transport logistic 2025 will be addressing the topic of security in supply chains with international exhibitors and leading institutions such as the digital association Bitkom e. V. and the German Logistics Association (BVL).

"In connection with the perennial issue of digitalization, cybersecurity is a hot topic that is becoming significantly more important. As a leading international trade fair, transport logistic is one of the best networking platforms for challenges like these. Exhibitors and visitors raise their awareness here of security risks, and get to know international experts and solutions," said Dr. Robert Schönberger, Global Industry Lead transport logistic exhibitions.

Cybersecurity concerns everyone

Anyone can become a victim of a cyber-attack. The topic is everywhere and affects all companies. In addition to the freight transport, intralogistics, and equipment exhibition areas, cybersecurity solutions can be found primarily in Hall B1.

This is where companies from the fields of IT, telematics, e-business and telecommunications will be presenting themselves. Based on recent years, the trade fair once again expects a high proportion of decision-makers on the visitor side.

Two thirds of the visitors to transport logistic 2023 were managing directors, department heads and self-employed entrepreneurs from the service sector (54%), industry (25%), and trade (15%). Almost 100 percent were already planning back then to visit the trade fair again. Digitalization, and cybersecurity in particular, is a top issue for many.

Hot topic due to new developments

The European NIS2 Directive, which came into force in October 2024, aims to raise the level of security in network and information systems. The high demand for more resilient logistics chains is massively focusing attention in discussions at the trade fair on security software and systems, and cybersecurity certifications.

"Everyone involved in the supply chain is experiencing the increasing threat of cybercrime. The potentially life-threatening consequences of cyber-attacks go beyond the scope of IT responsibility. Responsibility for cybersecurity must therefore lie at management level. Many companies need to take action

here," warns Marius Roy, Project Manager Trends & Markets at BVL.

Top experts from the field

Cybersecurity is one of the focus topics in the conference program. In the "Cybersecurity in transport and logistics" panel (Forum Hall A2), BVL will be presenting a new white paper at transport logistic and discussing the current situation with global companies such as Noerpel.

It is also becoming a hot topic in the context of digitized supply chains. Among others, the digital association Bitkom will talk about "Digitalization in the logistics industry" (Forum Hall B1), and the Zaragoza Logistics Center will address the topic in the "Enhancing Supply Chain Resilience through Digital Technologies" panel (Forum Hall A1).

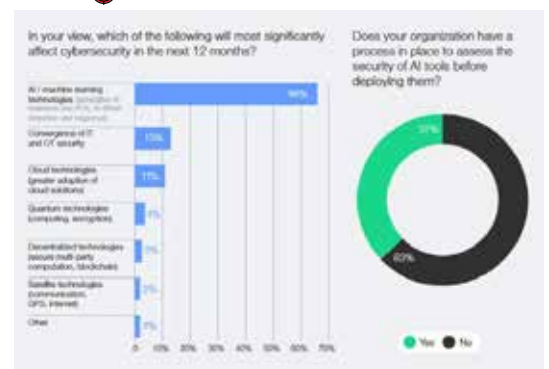
Numerous exhibitors at transport logistic are among the leaders on this topic. Software providers such as Addsecure (B1.409), Körber (B1.326) and Dako (B1.201/302) will be present in Munich in Hall B1. At joint stands, exhibitors will also address the topic via digitalization partners such as Logineer at the Gateway Hamburg stand (B3.209/310). In addition, the Campus Plaza will dedicate an entire day to cybersecurity with interconnected presentations.

Cyber-attacks are becoming an everyday crime. According to a BVL study back in 2023, every second company had been the victim of a cyber-attack at least once within the past five years.

According to the World Economic Forum Cybersecurity Outlook 2025, the growing complexity of cyberspace is exacerbating cyber inequity, widening the gap between large and small organizations, deepening the divide between developed and emerging economies, and expanding sectoral disparities.

"Of large organizations, 54% identified supply chain challenges as the biggest barrier to achieving cyber resilience. The increasing complexity of supply chains, coupled with a lack of visibility and oversight into the security levels of suppliers, has emerged as the leading cybersecurity risk for organizations.

Key concerns include software vulnerabilities introduced by third parties and propagation of cyberattacks throughout the ecosystem," it added. 🇨🇪



Supply chain challenges have emerged as the top cybersecurity business concern, according to the World Economic Forum Global Cybersecurity Outlook 2025.



Hamdi A. Osman
Founder & CEO of SolitAir

SolitAir's Big Bet: Expanding Air Cargo Operations Across Continents

Photos By: Deepu Raj

SolitAir is a B2B, airport-to-airport, air cargo daily-scheduled, time sensitive, express middle mile airline transportation company. Leveraging its strategic location in Dubai South, Al Maktoum International Airport (DWC), and its cutting-edge technology, the company focuses on service excellence. Committed to sustainability, the company has invested in electric aircraft and green practices, aligning with global net-zero goals.

Mr. Hamdi Osman, the visionary Founder & CEO of SolitAir, is a trailblazer in the logistics and supply chain world. With an illustrious career spanning decades, including pivotal leadership roles at FedEx, he has earned a reputation for redefining industry standards.

Hamdi's knack for strategic thinking and operational excellence has been the driving force behind his success in streamlining logistics processes and fostering global connectivity.

He plans to expand into 22 cities across Africa by 2028. In the meantime, the focus is to establish a strong presence in the Indian subcontinent, the '-stan' countries, the GCC region, and the broader Middle East, extending as far as Istanbul.

His journey is a testament to relentless innovation and adaptability in a dynamic global market. At SolitAir, he continues to lead with purpose, empowering businesses to navigate the complexities of modern logistics.

Join us as we explore Hamdi Osman's inspiring story and gain valuable insights into the future of logistics, innovation, and staying ahead in an ever-evolving industry.



Can you provide a brief overview of SolitAir and its core mission in the air cargo industry?

As a newcomer to the industry, SolitAir is fully dedicated to focusing on the middle mile of air cargo logistics. We aim to work inclusively, serving integrators, e-commerce businesses, freight forwarders, and airlines. These groups represent our primary clientele, as SolitAir operates as a B2B provider specializing in airport-to-airport logistics.

While our role ends at the middle mile, we collaborate with partners to ensure the continuity of the supply chain beyond our scope. Our mission is centered on supporting the express industry and catering to specialized cargo needs, including dangerous goods, pharmaceuticals, oversized shipments, and other unique requirements within the air cargo sector.

What has been your guiding vision for SolitAir since its inception, and how have you worked to bring that vision to life?

I spent 34 years with FedEx, and when I retired a decade ago, I thought my journey in this industry was complete. However, the world changed dramatically in 2020, and by 2021, air cargo emerged as a savior for the airline industry, sustaining it through challenging times. That shift captured my attention—and likely the attention of many airline CEOs globally.

A few of my colleagues and friends who lead airlines reached out, asking if I could assist on the cargo side. It felt like the right time to revisit this space. As I looked deeper, I realized that certain areas of the industry were fragmented, and others were in need of innovation.

With my experience, expertise, and the talented team I have assembled over the past six months, I believe SolitAir can address these gaps. This vision has been in the works for two and a half years, and the progress we have made in just the last three months reinforces that there's significant potential for SolitAir to grow and make a meaningful impact in the industry.

Given your strategic location in Dubai South near Dubai World Central, what key operational challenges do you foresee in the coming years?

Having two airports in the same city is unique, but within a two-hour radius, there are four or five airports competing for business. This proximity creates challenges, especially in the air cargo industry, which is highly price-sensitive. Even a difference of a penny or a cent can influence decisions, leading customers to favor airports with lower operating costs.

However, where I come from—my time at FedEx—we always believed that price should come last. What truly matters is service. It's all about providing exceptional service, consistently, and prioritizing the people behind it.

In my view, success boils down to two key components: people and service. The people you bring into your organization are the driving force—they are the engine. And when you pair a strong team with outstanding service, pricing naturally falls into place.

With the rise of e-commerce, how has SolitAir implemented key operational and logistical strategies to connect 50 cities within a six-hour radius for on-time delivery?



Hamdi Osman
the visionary Founder & CEO of SolitAir

To achieve this milestone, I focus on three critical elements, all centered around selecting the right partners.

First, it's about surrounding yourself with the right people—starting with investors who believe in your vision and are willing to fuel your dreams.

Second, you need a team that can help shape your vision, mission, and core values. This foundation is vital for long-term success.

Third, and equally important, is carefully selecting your customers. In our industry, relationships are everything. Once you build trust with someone, they often become a lifelong connection.

I have a saying I share with my team, something I hope will be remembered for years to come: 'Lose the sale, make a friend.' Sales come and go, but friendships are enduring. When you create genuine relationships, you establish a foundation for lasting success.

Can you share more details about the launch of SolitAir's charter flight services, including key milestones and timelines?

Absolutely! Our journey into charter flight services began with the arrival of our first aircraft on September 30th. We conducted our inaugural test flight to Riyadh on October 1st, 2024, which was a resounding success and marked our first integration flight.

Following that, we completed another successful test flight to Dhaka, Bangladesh, and our third destination was Mumbai, which was completed during the last week of October 2024.

More recently, we have inaugurated our 5-days scheduled flights to Riyadh, our first flight to NEOM, our first flight to Erbil, and we have also launched our first multi-sector flight Dubai-Dhaka-Hang Kong-Dhaka-Dubai (DWC-DAC-HKG-DAC-DWC).

With these milestones, we are proud to establish connections from DWC (Dubai World Central) to three countries—Saudi Arabia, Bangladesh, and India. And soon after to Kuwait and Bahrain, followed by flights to the STANs countries. These flights are just the beginning of what we envision as a broader network of charter services.

How is SolitAir promoting sustainability in line with the UAE's net-zero goal by 2030, while ensuring environmentally friendly operations and sustainable profits?

When I began exploring this space two years ago, I was fortunate to connect with a company specializing in electric aircraft. Unfortunately, I was just a week late signing a Letter of Intent (LOI) with them, as DHL, a larger player, had already secured the agreement.

Still, I managed to sign an LOI for 20 electric aircraft from a U.S.-based company, which is expected to launch its first electric planes by end 2026. These aircraft will be integrated into our network. Additionally, I negotiated with another company developing electric planes slated to take flights by early 2027. With them, I have signed an LOI for five more aircraft.

Even before our first aircraft, a 737-800 from Dublin, touched down, we had already taken proactive steps toward sustainability. I constantly remind my team to stay focused on what matters most. For us, that means achieving 100% compliance with all rules and regulations by 2027, not just in the UAE but across the GCC, especially in line with Saudi Arabia's Vision 2030.

Looking ahead, we are also focused on expanding operations beyond the GCC to the Indian subcontinent and Africa, ensuring our commitment to sustainability extends across all markets we serve.

What are SolitAir's key objectives for the next five years, and where do you envision the company in 2028?

By the end of 2028, my dream is for SolitAir to have full coverage across Africa. This means establishing five operational hubs within the continent. The inspiration behind the name SolitAir has a unique story. It originated from the word 'solitaire,' symbolizing the ring. However, a few years ago, when my daughter was just 11, she suggested dropping the 'E' from the name to simplify it. That is how SolitAir was born, and it's the name you see on our brand today.

In terms of expansion, our plan is to cover 22 cities in Africa by 2028. Beyond that, we aim to establish our presence across the Indian subcontinent, the '-Stan' countries, the GCC region, and the broader Middle East, stretching as far as Istanbul.

As the saying goes, 'the brain is the limit'. In aviation, we often say 'the sky is the limit,' but I believe it's our minds that set the true boundaries. Currently, the global air cargo market handles 66 million tons annually, and projections suggest this could rise to 75 million tons in five years. Within our operating regions, the current volume is around 16 million tons, expected to grow to 20 million tons or more. If this growth rate of approximately 17% persists, the figure could even exceed 22 or 25 million tons by 2028.

My goal is for SolitAir to capture 0.5% of this market. While airlines like Emirates, Qatar Airways, Etihad Airways, and Turkish Air Cargo dominate with their wide-body aircraft, SolitAir will focus on narrow-body aircraft. Our aim is to be the fastest – both on the ground and in the air – ensuring quick turnarounds and delivering the speed and service that our customers demand today. 🌍



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Western Sydney International:

A Gateway to Global Connectivity & Sustainability

By Ayesha Rashid

Discover how Western Sydney International Airport is set to transform the region with its state-of-the-art Cargo Precinct, offering 24/7 operations, strategic advantages for exporters and a commitment to sustainability. Led by CEO Simon Hickey, this new hub promises to boost Sydney's air cargo capacity, drive economic growth and provide seamless, eco-friendly travel experiences.

Western Sydney has long been a region rich in offerings, from its profound First Nations heritage to its vibrant and diverse community spirit.

With the opening of Western Sydney International (Nancy-Bird Walton) Airport in 2026, this cultural heartland will be more accessible to the world than ever before.

This new airport promises an experience unlike any other in Australia—seamless, sustainable, intuitive and exciting. It will be open around the clock for both international and domestic travel, as well as air cargo flights, ensuring constant connectivity.

As Australia's newest airport, WSI is designed to enhance the passenger experience, making travel faster, easier and more reliable. Coupled with world-class digital capabilities, the airport

aims to help airlines deliver flights that are on time and exceed expectations.

Leading the charge in this transformative project is Simon Hickey, the CEO of Western Sydney International Airport. He is dedicated to crafting an airport experience that's not only seamless but also sustainable.

Hickey's vision is to ensure that every aspect of the airport reflects these values, making it a welcoming gateway to Sydney's vibrant cultural heartland.

Background and Development Timeline

It was around a decade ago that plans for the WSI airport were put in motion to satisfy the growing demand for aviation capacity in New South Wales.

As Sydney's population and economy grew, it became evident that Sydney's airport infrastructure would not be able to keep up with the demands of the increasing population.

Today, WSI is on its way to becoming one of the major airports in the region, with construction underway, and it is destined to become one of the busiest airports in the region.

The WSI Cargo Precinct

Upon its opening, the Western Sydney International (WSI) Cargo Precinct is set to revolutionize air freight in the region. Initially, it will have the capacity to handle at least 220,000 tons of freight annually, a significant boost underscored by the strategic advantage of 24-hour operations.

"This means the precinct will increase Sydney's air cargo capacity by around a third on day one of operations," explains Simon Hickey, CEO of Western Sydney International Airport.

However, this is just the beginning. The precinct is designed

Driving Jobs and Economic Growth

Western Sydney International Airport's Cargo Precinct is poised to be a significant driver of job creation and economic stimulation in the region.

"To date, WSI has supported thousands of jobs, and I'm delighted to confirm that the Cargo Precinct will be a major source of jobs into the future as well," says Hickey.

The construction phase alone is expected to support up to 2,000 jobs, with more than 19,000 direct and indirect jobs anticipated annually across the precinct and its connected supply chains once operational.

This influx of employment opportunities will not only provide livelihoods but also invigorate the local economy.

"This new concentration of workers will help stimulate the growing economies of Western Sydney and Greater Sydney," Hickey notes, emphasizing the positive ripple effects as people



with growth in mind and future aims to expand its capacity to handle approximately 1.8 million tons of freight per year.

"WSI's Cargo Precinct will become the center of air freight for the region," Hickey emphasizes, highlighting its role in supporting both national and global supply chains.

The precinct is not only about increasing capacity but also about creating new opportunities. It will provide vital connections for various producers in New South Wales, enabling them to reach more customers worldwide.

"Our precinct will provide new connections for various NSW producers – allowing them to sell their products to more customers around the globe," Hickey notes.

This expansion is expected to enhance the region's economic landscape, offering local businesses unprecedented access to international markets and fostering growth across multiple sectors.

spend in local services, housing, transport, hospitality and retail sectors.

Major Market Signal: Strength of Opportunity at WSI

The Western Sydney International Airport's Cargo Precinct is making significant strides in enhancing its operational capabilities by securing partnerships with major industry players.

"Securing Australia's largest air freight services business in Qantas Freight sends a major market signal of the strength of the opportunity at WSI. This partnership underscores the precinct's potential to become a central hub for air freight in the region."

In addition to Qantas Freight, the inclusion of Menzies Aviation, a world-leading airport services partner that handles over two million tons of cargo globally each year, further strengthens the precinct's capabilities.



“Menzies Aviation is another fantastic addition to our Cargo Precinct,” Hickey adds, highlighting the strategic advantage of having such a reputable partner on board.

These collaborations are pivotal in WSI’s efforts to assemble a precinct of top-tier industry players, which will significantly boost Sydney’s overall cargo capacity.

The precinct is designed for growth, and as demand increases, so too will its annual freight turnover. The terminal facility’s design and sophisticated materials handling equipment are key advantages for the future of air cargo operations in Sydney, ensuring seamless handling processes for both international imports and express domestic products.

Moreover, the Cargo Precinct is equipped to facilitate upgraded aircraft fleets for both domestic and international operators, offering enhanced capacity, flexibility, and operating longevity compared to the current operating environment. This positions WSI as a forward-thinking hub ready to meet the evolving demands of the air cargo industry.

Boosting E-commerce Growth

WSI’s Cargo Precinct will help facilitate the ongoing growth of e-commerce by providing an immediate uplift in Sydney’s air cargo capacity.

Situated in the heart of the ‘golden triangle’ of Brisbane, Sydney and Melbourne, the precinct is ideally positioned to serve the highest volume of end consumers in Australia.

The integration of high-volume systems that connect aircraft operations with road transport further enhances its capabilities, making it comparable to major global logistics operators. The precinct’s separation from the passenger terminal and direct connection to the upgraded Northern Road ensures efficient vehicle access, supporting seamless cargo operations.

“Add to all of this, the strategic advantages of WSI’s 24/7 operations,” which are crucial for meeting the demands of e-commerce and online retail, where efficient delivery times are essential. The reliability and punctuality of air cargo make it an asset for businesses looking to thrive in this fast-paced market.

Leveraging ‘Greenfield’ Status

Western Sydney International Airport’s greenfield status offers a unique advantage, allowing the team to “put their best foot forward from day one” without the need to retrofit aging infrastructure.

By consulting with industry and cargo operators, WSI has designed its Cargo Precinct and terminal facilities to support sophisticated handling equipment, ensuring efficient operations for all tenants.

The grid design accommodates heavy vehicles, reducing truck volume and handling times to maximize delivery turnover. Additionally, a dedicated access area for oversize cargo minimizes the impact on other trucks, streamlining operations further.

24/7 Operations

As a 24/7 operation, it provides importers and exporters with more choices, enabling them to reach new customers and strengthen existing partnerships, especially within the Asia Pacific region.

“One of Australia’s strengths is its primary producers, and WSI can support them by offering more accessible and flexible opportunities.”

For businesses exporting seafood or agriproducts, the advantages are clear.

“WSI’s 24-hour operations, central location, and strong transport connectivity mean those businesses can harvest products one day and have them on an overnight flight to lucrative fresh food markets in Southeast Asia the next morning.”

This flexibility and enhanced market access will also support other industries, such as pharmaceuticals.

Vitex Pharmaceuticals, based in Western Sydney, exemplifies this potential. With a significant portion of its workforce living locally, Vitex stands to benefit from the proximity of WSI’s Cargo Precinct to its warehouse operations.

“The new opportunities provided by our 24/7 schedules offer growing exporters like Vitex invaluable advantages.”

Commitment to Sustainability and Efficiency

“Our goal is to provide a safe and healthy workplace while supporting our customers’ sustainability targets,” Hickey emphasized.

One of the key features is the use of solar panels on both the terminal building and the Cargo Precinct to generate electricity. Additionally, WSI has implemented systems to harvest rainwater for recycled use across the airport precinct.

“We are committed to utilizing renewable resources wherever possible,” he added.

The airfield is engineered for efficiency, featuring rapid exit taxiways that reduce the average taxi times to around five minutes, thereby helping airlines save fuel.

“This design not only enhances operational efficiency but also contributes to fuel conservation.”

WSI is also supporting airlines in their transition to net zero by providing the capability to deliver sustainable aviation fuel (SAF) from the first day of operations.

As a member of the Sustainable Aviation Fuel Alliance Australia and New Zealand (SAFANZ), WSI is at the forefront of promoting sustainable aviation practices.

Furthermore, WSI has established a 117-hectare Environmental Conservation Zone, which is protected for the life of the airport.

“We are committed to environmental stewardship and have pledged to plant more than 2,500 trees and grasses in collaboration with local schools, the community, and the Rotary Club.





“WSI’s Cargo Precinct will include many features which align with our broad approach to sustainability across the airport’s construction and operations,” Hickey stated.

This commitment includes the installation of solar panels on both the terminal building and the Cargo Precinct to generate electricity, as well as mechanisms to harvest rainwater for recycled uses across the airport precinct.

The airfield is engineered for efficiency, featuring rapid exit taxiways that reduce average taxi times to around five minutes, helping airlines save fuel.

“We’ll also be supporting airlines’ transition to net zero, with the capability of delivering sustainable aviation fuel (SAF) to aircraft from day one of operations.”

As a member of the Sustainable Aviation Fuel Alliance Australia and New Zealand (SAFANZ), WSI is committed to promoting sustainable aviation practices. Additionally, a 117-hectare Environmental Conservation Zone is protected for the life of the airport, with a commitment to planting more than 2,500 trees and grasses in collaboration with local schools, the community,

and the Rotary Club.

The strategic location of WSI’s Cargo Precinct is a major draw for international logistics companies looking to invest in Australia.

Strategic Advantages

Air cargo offers significant advantages over other modes of transport, particularly for high volume, high value and time-sensitive goods.

“The biggest advantages of air cargo are its efficiency—meaning items are on the shelf quicker and maintained at a high quality for longer—and, of course, the service reliability.

“These features, along with our long-term plans for growth, offer strategic advantages for agricultural producers”

The surrounding industrial lands are also under various stages of development by both public and private entities, including potential agribusiness proponents.

“This development once again demonstrates the strength of the opportunities offered by our airport and our Cargo Precinct,” Hickey concluded, highlighting the precinct’s role in fostering growth and investment in the region. 🌍

WSI: A modern airfield designed for the 21st century

Due to ongoing discussions that remain commercial in confidence, specific details on customer terminal layout designs or technology use at Western Sydney International Airport (WSI) cannot be disclosed at this time. However, the following information outlines the benefits of WSI’s modern airfield design, which will support efficient air cargo operations.

Airfield Design for Efficiency

- ◆ **Rapid Exit Taxiways:** Built at a 45-degree angle, these allow aircraft to exit and enter the runway at faster speeds, reducing average taxiing time to around five minutes—significantly shorter than at other airports.
- ◆ **Runway Surface:** Grooved to enhance drainage, minimizing the risk of hydroplaning on wet surfaces.
- ◆ **Aircraft Compatibility:** Capable of handling the full range of commercial aircraft, including new ultra-long-haul airliners like the A350-1000 and Boeing 777X.
- ◆ **Aeronautical Ground Lighting (AGL):** Over 2,500 AGLs installed to ensure runway operations in low visibility conditions.
- ◆ **High Intensity Approach Lights (HIAL):** 348 HIALs provide directional, distance, and glidepath information for safe transitions from instrument to visual flight.

Digital Aerodrome Service (DAS)

- ◆ **Innovative Control:** WSI will be Australia’s first airport without a traditional air traffic control tower, operating as a digitized aerodrome.
- ◆ **Advanced Technology:** DAS provides more information and greater situational awareness to air traffic controllers, with over 20 high-resolution cameras monitoring the airport and airspace.
- ◆ **Enhanced Features:** Includes object tracking, night vision, and image enhancement, allowing controllers to see beyond human limitations.
- ◆ **Infrared Cameras:** Enable better visibility at night and during low visibility conditions.

CAT III-B Instrument Landing System

- ◆ **Safe Operations:** The runway will be equipped with a modern CAT III-B system, allowing aircraft to operate safely in foggy conditions.



A 40-Year Journey in Aviation Excellence



Explore the 40-year journey of collaboration between Airbus and Türkiye, as they work together to shape the future of aviation and space industries. With Türkiye's strategic location and strong supply chain, it has become a vital player in global aviation. Simon Ward, President of Airbus Türkiye, shares insights on how their commitment to talent development and sustainability fuels ongoing innovation and growth.

By Ayesha Rashid

Türkiye is quickly becoming a key player in global aviation, thanks to its strategic location at the crossroads of Europe, Asia and the Middle East.

This unique position allows Türkiye to play a crucial role in the future of air travel.

As the aviation industry continues to evolve, understanding Türkiye's potential is essential.

Airbus and Türkiye share a longstanding partnership, marked by successful collaborations in both civil and military aviation.

Over nearly 40 years, Airbus has worked closely with key Turkish entities, including Turkish Airlines, Pegasus Airlines and the Ministry of Defense. This partnership began with Turkish Airlines operating the Airbus A310 in 1985 and the Turkish Air Force receiving the CN235 in 1991.

Türkiye also joined the Airbus A400M Atlas program in 2003. Beyond aviation, Airbus Defense and Space launched two telecommunications satellites, TURKSAT-5A and 5B, in 2021.

Today, Türkiye stands as the third-largest Airbus market in Europe, with over 344 Airbus aircraft in service across eight operators and more than 100 additional aircraft on order. Airbus holds a 52% market share of aircraft currently in service in Türkiye and 61% of the order book.

Turkish Airlines leads as the largest Airbus operator in the region, while Pegasus Airlines, a significant player since 2012, continues to expand its Airbus fleet. This enduring partnership highlights Türkiye's vital role in Airbus' European strategy.

Simon Ward, the President of Airbus Türkiye, shared with Air Cargo Update that the European aviation giant Airbus collaborates with 17 suppliers of different sizes in Türkiye.

These suppliers produce a variety of components, including fuselage parts, fuel tanks, and electrical wiring.

Ward emphasized Türkiye's strategic importance in air traffic routes and its longstanding business partnerships with local companies, which have developed over nearly 40 years.

Türkiye's Integral Role in Airbus Operations

According to Ward, Türkiye has become a crucial component of the Airbus supply chain, with every aircraft delivered containing some Turkish-made parts. "In the last decade, the amount of Turkish content in our aircraft has increased dramatically," an Airbus representative noted, emphasizing Türkiye's growing significance in the company's global operations.

In addition to manufacturing, Airbus has expanded its customer support teams within Türkiye. These teams are embedded with both military and civil aircraft customers, providing essential frontline contact.

"Our teams advise on aircraft maintenance and operations, ensuring the best availability and readiness of the aircraft," the representative explained. This approach guarantees that aircraft are prepared to fly whenever customers require, highlighting the importance of Türkiye in maintaining Airbus' operational excellence.

Every Airbus commercial aircraft in the skies today features components made in Türkiye, from the latest A220 to the advanced A350 widebody.

"Türkiye plays a crucial role in our supply chain," says Ward.

"Excluding our home countries, Türkiye ranks among the top ten in terms of sourcing, thanks to its capabilities and competitiveness."

Currently, Türkiye hosts six Tier 1 suppliers, including Turkish Aerospace, Hutchinson, GKN Fokker, Mubea, Lisi and Turkish Cabin Interiors.

In addition, there are over 30 Tier 2 suppliers contributing to Airbus' supply chain. Ward emphasizes,

"We expect Türkiye's position to strengthen further as we continue to expand our partnership with the local industry."

This collaboration underscores the importance of Türkiye in Airbus' global operations.

Investing in Talent

Airbus is dedicated to nurturing its team of around 50 employees in Türkiye, providing them with the tools and opportunities needed to thrive in their careers.

"We're focused on helping our employees grow. Through extensive training, leadership programs and mentoring, we ensure our team is ready to excel."

But Airbus' commitment goes beyond its own workforce.

The company is actively involved in developing Türkiye's broader talent pool.

In partnership with Turkish Airlines, Airbus offers an Air Transport Management master's program, preparing future leaders in the aviation industry.

The Airbus Beyond partnership with Turkish Airlines Aviation Academy and Turkish Aerospace Academy further highlights this dedication.

"We believe in investing in the country's talent," Ward explains, "to build a skilled workforce that can drive innovation and growth."

Airbus also supports local small and medium-sized enterprises (SMEs) with tailored development plans, helping them enhance their capabilities and competitiveness.

"Our aim is to empower SMEs to meet future industry demands," Ward notes, emphasizing the importance of these partnerships in strengthening Türkiye's role in aviation.

A Key Trade and Freight Hub

Türkiye plays a pivotal role in international trade, ranking among the top 30 largest exporters worldwide.

Its strategic location between East and West enhances its significance, supported by major sea and railway container ports and large cargo hubs.

"Türkiye's geographical position is a key asset in global trade," notes Ward.

The country exports a high volume of goods, including valuable machinery, associated parts, eCommerce products and textiles.

In the realm of air freight, Turkish Cargo stands out with a network covering over 300 destinations, ranking among the top five cargo carriers globally.

"Turkish Cargo's extensive reach and strong presence make it a critical player in the industry," he emphasizes.

Reflecting its confidence in the future, Turkish Airlines has placed a significant aircraft order, including five A350F freighters. This move underscores the airline's trust in Airbus and its commitment to expanding its cargo capabilities.

"This order highlights the strategic partnership between Turkish Airlines and Airbus," he adds, pointing to the ongoing growth and collaboration in the aviation sector.

How Are Airbus and Türkiye Advancing Sustainable Aviation?

Airbus is deeply committed to fostering a sustainable aviation industry, aiming to minimize the environmental impact of flying.

"Our focus is on reducing CO2 emissions from our aircraft. But we're also exploring a wide range of projects to understand and mitigate non-CO2 emissions through advancements in fuel, engine technology, and flight operations."

A significant milestone in this commitment was Airbus' signing of the Global SAF Declaration at the Istanbul Airshow 2022, in partnership with Turkish Airlines. This collaboration underscores Airbus' support for Türkiye's ambitious zero-emission goals.

"We're proud to stand alongside Türkiye in its journey towards sustainable aviation."

In terms of regulatory influence, Airbus maintains a collaborative relationship with Turkish government bodies.

While these regulatory agencies must remain independent to set and audit safety standards, Airbus is frequently consulted on various topics.

"We're always ready to provide assistance when asked," Ward notes, highlighting the cooperative spirit that helps shape aviation policies and standards in Türkiye.

This partnership ensures that both safety and sustainability remain at the forefront of the aviation industry's evolution.

A Growing Aviation Partnership

Turkish Airlines (THY) stands as the largest Airbus operator in the region, boasting a fleet of approximately 220 Airbus aircraft, including both single-aisle and widebody models.

"Our relationship with Turkish Airlines is a cornerstone of our presence in Türkiye."

Pegasus Airlines, another key partner since 2012, has ordered 106 Airbus single-aisle aircraft, primarily from the A320neo family, and currently operates a fleet of over 100 Airbus aircraft.

Airbus' collaboration with the Turkish state extends beyond commercial aviation.

"Our military partnership began in 1991 with the delivery of the CN235," Ward notes.

Türkiye remains the world's largest operator of the CN235 fleet. Additionally, Türkiye is a significant partner for Airbus Helicopters, with substantial military contracts signed in the 1990s.

"Türkiye operates the largest fleet of Cougar helicopters globally, used for various military and rescue missions," Ward highlights.

In the civilian sector, Airbus Helicopters has a strong presence in Türkiye's Emergency Medical Services, with 11 H135 helicopters operated by Turkish Aerospace Industries for the Ministry of Health.

Other models, such as the H130 and H145, are used for private and business aviation.



Airbus is actively engaged in discussions for a range of military and civilian equipment, emphasizing a partnership approach.

“For us, it’s not just about selling equipment; it’s about developing Türkiye’s capabilities,” Ward explains.

This commitment ensures that Turkish customers receive top-quality equipment and services while integrating the Turkish industry into global programs.

Airbus continues to invest in Turkish companies and talent, proud of its successful partnerships with the Turkish industry, government, and communities.

“We’re the only OEM offering design and build packages, crucial for nurturing young engineering talent in Türkiye,” he adds, underscoring Airbus’ dedication to fostering local expertise and innovation.

Airbus’ Key Growth Area

- **Commercial Aviation Expansion:** Since delivering the first A310 to Turkish Airlines in 1985, Türkiye has grown to become the third-largest Airbus market in Europe, with over 400 Airbus aircraft in operation and around 300 more on order.
- **Robust Supply Chain Integration:** Every Airbus commercial aircraft feature components made in Türkiye, highlighting the country’s integral role in the global supply chain.
- **Military Aviation Leadership:** Türkiye is a founding partner in the A400M military transport aircraft program and is the largest operator of Cougar and CN235 aircraft worldwide.
- **Space Industry Collaboration:** Airbus has successfully partnered with Türkiye on space projects, including the Turksat 5A and 5B telecommunications satellites, and is eager to support future initiatives like military intelligence satellites and moon missions.
- **Diverse Industry Projects:** Ongoing collaborations with the Turkish industry span various fields, aiming to build on

existing projects and explore new opportunities for growth and innovation.

Celebrating 40 Years of Collaboration

As Airbus and Türkiye celebrate 40 years of collaboration in 2025, the partnership continues to thrive with the launch of the Strategic Türkiye Enhanced Program (STEP). Announced last year in collaboration with Turkish Airlines and Rolls-Royce, STEP is designed to strengthen and expand this fruitful relationship through four key pillars.

The first pillar focuses on sourcing activities with the Turkish industry.

“We’re committed to working closely with our suppliers to build their capability, capacity, and competitiveness. This ensures that the Turkish supply chain is well-prepared to meet future Airbus requirements.”

The second pillar aims to support the growth of Turkish Airlines, a key partner in the region.

“By enabling the expansion of Turkish Airlines, we contribute to the overall development of Türkiye’s aviation sector,” Ward explains.

Human capital development forms the third pillar, emphasizing the importance of nurturing talent within the industry.

“Investing in people is crucial for driving innovation and sustaining growth,” Ward notes. Airbus provides training and development opportunities to enhance the skills of the Turkish workforce.

Finally, the fourth pillar focuses on supporting sustainable aviation in Türkiye. “Sustainability is at the heart of our operations. We’re committed to working with Türkiye to develop environmentally friendly aviation solutions,” Ward concluded.

Together, these pillars reflect Airbus’ commitment to a long-term partnership with Türkiye, fostering growth, innovation and sustainability in the aviation industry. 🌍






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Cathay Cargo is reclaiming dominance in global aviation

The Hong Kong-based airline is rebranding, buying more modern aircraft and exploring newer innovative solutions to meet growing demand for both passenger and cargo flights.

By R. Chandrakanth

As air cargo demand is growing at a healthy pace, expected to touch 72.5 million tons in 2025, as per the International Air Transport Association (IATA), airlines have started strategizing their freighter acquisition and route networking to meet this demand.

In its bid to capture some of the demand, Cathay Cargo, the world's third largest cargo airline (after Qatar Airways and Emirates), in December 2023, made a firm purchase order for six all-new A350F, to become a central element in the airlines future fleet.

Under the deal, Cathay also secured the right to acquire 20 more A350 freighters. Presently, Cathay has six 747-400ERFs and 14 747-8Fs.

With belly cargo being an important component of Cathay Cargo's expansion mode, the acquisition deal for 30 Airbus A330 neo planes by Cathay Pacific, in 2024, adds to the capacities. The deal also includes rights for a further 30 widebody aircraft.

The Cathay Group has over 100 new aircraft expected to join its fleet, with options for an additional 80, and the Group is going aggressive in regaining its dominance, having been one of the worst hits during the pandemic.

Rebranding

To return to dominance, the Cathay Group in 2023 rebranded its cargo business to Cathay Cargo aligning with the airline's overarching brand redesign, and reinforcing the existing strong brand association and perceptions held by its customers.

And with the first of these new cargo aircraft set to arrive in 2027 and deliveries to complete by 2029, they are expected to add greater flexibility to Cathay Cargo's freighter capacity and how it is deployed, while consolidating its long-haul, wide-body cargo operations.

Currently under development, the A350F can carry a payload of up to 111 tons and can fly up to 4,700 nautical miles/8,700 kilometers at significantly lower cost than any other freighter

available today. This will enable it to serve all heavy cargo markets, including the world's biggest freight route between Hong Kong and Anchorage.

Cathay Group Chief Executive Officer Ronald Lam said of the plane acquisitions in 2023: "This order marks another major component in our investment for the future. It reflects Cathay's confidence in the Hong Kong hub as we look ahead to the opportunities provided by the Three-Runway System." The Airbus freighters will link Hong Kong and the Chinese mainland coupled with long-haul destinations in North and South America as well as Europe.

Global cargo revenues to touch \$157 billion in 2025

Cathay Cargo is enthused about the future, now that there is encouraging growth trend, the global cargo ton-kilometers having grown by 8.2% year-on-year in November 2024, marking the 16th consecutive month of growth.

IATA has forecast that the global airline industry is likely to carry 72.5 million tons of cargo in 2025, a 5.8 percent increase from 2024. Cargo revenues are expected to reach \$157 billion (15.6 percent of total revenues) in 2025.

"Demand is likely to grow by six percent with average yield adjusting downwards by 0.7 percent but still remaining well above pre-pandemic levels. Freight rates (quoted in 2014 dollars/kg) are expected to be \$1.34, \$0.06 less than in 2024 and 24.4 percent below 2014 levels."

The cargo market has lent significant support to airline traffic in 2024, the IATA update added. "Demand surged, thanks to effervescent cross-border e-commerce and capacity limitations in ocean shipping. The outlook for 2025 remains strong, given the ongoing challenges in maritime shipping. Global yields for air cargo stopped declining in 2023 and are now around 30 percent above pre-pandemic levels. We expect cargo yields to remain stable in 2025."

The continued geopolitical uncertainty in sea shipments routed through the Suez Canal and booming e-commerce originating in Asia, are factors helping air cargo growth.

Cathay's tonnage increases

The airline carried 142,601 tons of cargo in November 2024, an increase of 15% compared with November 2023. The month's cargo revenue ton kilometers (RFTKs) increased 11.9% year on year. The cargo load factor increased by 1.2 percentage points to 62.3%, while available cargo ton kilometers (AFTKs) increased by 9.8% year on year.

In the first 11 months of 2024, the tonnage increased by 10.9% to a total of 1,388,501 tons, against an 8.9% increase in AFTKs and a 4.8% increase in RFTKs, as compared with the same period for 2023.

	November 2024 YTD	1st 2024	November 2023 YTD	YTD % Var Nov 2024 vs Nov 2023
Available Cargo Ton Kms (in Million)	12,915	6,788	11,857	+8.9%
Cargo Revenue Ton Kms (In Million)	7,718	4,063	7,362	+4.8%
Cargo Carried (000 tons)	1,389	719	1,252	+10.9%
Cargo Load factor (%)	59.8	59.9	62.1	- 2.3% pt

For cargo, the healthy market momentum seen in previous months continued into December, resulting in the highest tonnage of any month in 2024.

According to the recent Cathay Pacific's traffic figures for December 2024, the airline carried 143,564 tons of cargo in December 2024, an increase of 11.7% compared with December 2023. The month's cargo revenue ton kilometers (RFTKs) increased 6.5% year on year. The cargo load factor increased by 0.6 percentage points to 61.4%, while available cargo ton kilometers (AFTKs) increased by 5.5% year on year.

In the full year of 2024, the Cathay Group achieved new post-pandemic highs for total cargo carried. Cathay Cargo carried a total of 1.5 million tons of cargo in 2024, which was 11% higher than the whole of 2023.

With such outlook, Cathay said, "We project a strong second-half



Tom Owen
Cathay Director Cargo



Lavinia Lau
Cathay Pacific Chief Customer & Commercial Officer-designate

financial result driven by elevated cargo demand and reduced fuel prices. This is partially offset by a continued normalization of passenger yields as the supply of flights increases to meet demand in the overall market as expected. With respect to the Cathay Group's consolidated 2024 full-year financial result, the second half of the year has historically been the stronger of the two halves for the Group and this has been the case this year as it was in 2023. We anticipate maintaining a lower yet healthy level of liquidity going forward, similar to pre-pandemic levels."

In July 2024, Cathay Chief Customer and Commercial Officer Lavinia Lau said the healthy demand observed in the first half of the year has continued into the second half, and the peak season in particular and the airline continues to adjust its freighter capacity to accommodate customers' needs, including adding more freighter capacity to the Americas during the cargo peak season.

Cathay Pacific is returning to Rome on June 5, 2025 – its 12th European destination, and another step closer to the Group's target of reaching 100 global passenger



destinations within 2025.

Cathay said the growth in cargo capacity was driven primarily by the increase of belly capacity as the airline rebuilt the passenger network. There has been solid support from e-commerce business, especially from the Chinese Mainland on long-haul routes to the Americas & Europe. Together as a Group, Cathay Pacific and HK Express have reached 100% of pre-pandemic passenger flights from January 2025.

Cargo solutions for competitive differentiation

Cathay Cargo has re-launched several products and introduced new cargo solutions which are driving competitive differentiation and yielding premiums through the specialist solutions.

Some of the solutions include building API connections straight into larger freight forwarder's booking systems, including those of DSV, DB Schenker and DHL Global Forwarding. It has developed a wide range of service options to meet the growing needs of its customers.

On top of its expert general cargo handling, it offers a range of dedicated products for shipments that require special handling, including Priority; Pharma; Dangerous Goods; Expert (for shipping heavy and bulky cargo such as engines, oil pipes, industrial parts or anything with complicated handling requirements); Secure; Fresh; Live Animal; Courier; Ultra Track; and Cool Containers.

In 2021, it launched Click & Ship, digital booking platform which has ensured booking transparency and speed, day and night. Customers can view prices and capacity, and book cargo with instant confirmation in just three steps through the intuitive booking interface.

In 2022, it introduced a suite of Priority options, offering dedicated booking tiers of priority. Priority provides greater choice and better-defined service options to customers with speed, capacity and assurance for every shipment.

Tom Owen, Cathay Director Cargo explained "The world is speeding up, in the sense that there is a growing expectation for instant gratification – for both consumers and businesses.

On the consumer side of things, e-commerce revenue has been growing for years and is showing no signs of slowing down. Along with this, there is increasing demand for faster delivery options when consumers order items online."

"Things are not much different for businesses. For B2B (business-to-business) shipments, there is always a huge variety of specialist cargo that needs to get to places quickly, including life science products, perishable items and high-value manufactured goods.

"From a law firm needing to send an urgent document to a factory requiring a spare part for machinery, you'll find that speed, reliability and visibility of air cargo shipments are of the utmost importance in many scenarios."

With such expectations Cathay Cargo's logistics is top-notch, depending on customer needs, Cathay Courier, for instance, lets businesses choose between an airport-to-airport solution or include first and last-mile collection and delivery. The first and last mile is handled by its partner Linex, leveraging its worldwide network.

Top-notch terminal

The Cathay Cargo Terminal in Hong Kong is one of the most advanced air cargo terminals in the world, offering a full range of services for airlines operating.

Capable of handling an annual throughput of 2.7 million tons, the terminal has set new standards in operational efficiency, environmental design and service levels.

With Hong Kong as its hub, Cathay Cargo is constantly looking to expand its routes strategically, considering that the hub is within a five-hour flying time of the half the world's population.

Recently, Cathay Pacific began flights to Riyadh, Saudi Arabia, complementing the cargo division's services to the city.

From its 1946 origins as a small regional freight operator, Cathay Cargo has grown to become one of the world's leading combination cargo carriers and has helped to build Hong Kong into the world's busiest air cargo hub. 🇭🻜





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Saudia Cargo's increasing role in shaping global logistics beyond e-commerce

Saudi Arabia's geographic location at the crossroads of Europe, Asia, and Africa provides Saudia Cargo a strategic advantage in connecting global markets. This allows for efficient transportation routes and shorter transit times for goods moving between continents.

With the Saudi government's ambitious Vision 2030 initiative which aims to transform the country into a global logistics hub, Saudia Cargo gets additional boost on its mission and vision for more growth. In recent years, Saudi saw investments pouring into better infrastructure, business friendly regulations and initiatives were also introduced to attract more foreign investment in the logistics sector.

In an exclusive interview with **Air Cargo Update**, **Hashim Alsharif, Vice President Strategy and Business Development, Saudia Cargo**, elaborates on the company's strategic initiatives and visions fueling growth, including achieving a 13% overall growth in cargo volumes. He also talks about how Saudia Cargo is driving operational excellence and meeting the demands of the booming e-commerce market.

Saudia Cargo's investments in advanced tracking technologies, AI-driven demand forecasting, and strategic collaborations with industry leaders like China's Cainiao Smart Logistics Network Limited are just some of the ways it is redefining the global logistics landscape.

With a 92% On-Time Performance rate for freighter operations, Saudia Cargo has established itself as a reliable global logistics partner.

Adjudged as the "Best e-Commerce Carrier of the Year-Middle East", the company continues to expand its network to major e-commerce hubs like China's Shenzhen City, and explores dedicated freighter options to meet growing demands. Here's the rest of our interview with Hashim Alsharif, Saudia Cargo's top executive leading it to innovation in the digital era.

By Laique Khan

Tell us briefly about your airline's operations with particular reference to cargo holds, aircraft utilization, and scheduling to efficiently handle increased volumes and maintain on-time delivery?

Saudia Cargo has achieved remarkable operational efficiency through optimized utilization of its freighter and passenger aircraft belly capacity. In 2024, our total cargo volume reached an impressive level, reflecting a 13% overall growth, with exports increasing by 14%. This success is driven by strategic scheduling, dynamic fleet allocation, and advanced cargo hold technologies tailored for diverse freight types. Additionally, our operational excellence is reflected in a 92% On-Time Performance (OTP) rate for freighter operations- a critical metric in maintaining customer trust and meeting stringent timelines. These efforts not only address increased volumes reflecting operational excellence, but also position Saudia Cargo as a reliable logistics partner globally.

Airline retailing is projected to generate an additional \$40 billion in revenue by 2030. Could you share what initiatives your airline is undertaking in this space to tap into this significant opportunity?

Saudia Cargo is at the forefront of capitalizing on the immense potential of airline retailing by embracing innovation and strategic collaborations. Through our partnerships with industry leaders like Cainiao and other key stakeholders such as WFS, we've built an ecosystem that integrates real-time data sharing, digital storefronts, and seamless transaction platforms.

These partnerships allow us to streamline supply chain logistics, enabling smoother operations and enhancing customer experiences. Additionally, we are leveraging AI and big data analytics to drive personalization, ensuring that each client interaction is tailored to their unique needs. These initiatives form a robust framework to capture a significant share of the projected \$40 billion airline retailing market by 2030.

Can you tell us broadly what e-commerce infrastructure you have put in place to enhance personalization of passenger/retailer experience?

Saudia Cargo has developed an advanced e-commerce infrastructure that prioritizes personalization and efficiency. This growth is underpinned by our robust operational infrastructure and industry-



Hashim Alsharif
Saudia Cargo Vice President for
Strategy & Business Development

leading digital capabilities, providing tailored logistics solutions that adapt to the unique needs of retailers and passenger.

By digitizing 96% of our Unit Load Devices (ULDs) with real-time Bluetooth tracking and mobile app interfaces, Saudia Cargo ensures that shipments are not only secure but also easily trackable, creating a seamless and transparent experience for customers. Additionally, our embrace of the E-Airwaybill, with an 85% adoption rate, marks a major step towards a more sustainable, efficient, and paperless operation.

Our platforms enable predictive demand forecasting, dynamic routing, and customized service options, ensuring a seamless and intuitive user experience. The infrastructure also includes real-time tracking and integration with open





APIs, allowing our partners to offer end-to-end transparency and flexibility in delivery options, creating a customer-centric approach to e-commerce logistics.

As Saudia Cargo continues to expand its digital dashboard, enabling real-time insights and data-driven logistics, it consistently positions itself at the forefront of supply chain optimization.

Network coverage, frequency of flights, tracking capabilities, and flexible and varied last-mile delivery solutions are keys to e-commerce as well as airline growth. Tell us how your airline has factored these in?

Saudia Cargo's network expansion to major e-commerce hubs like Shenzhen and Zhengzhou demonstrates our commitment to enabling global connectivity. Our increased flight frequencies ensure the capacity and reliability required for e-commerce growth.

With advanced tracking systems, we provide real-time shipment visibility, fostering transparency and confidence among our clients. Moreover, our collaborations with logistics providers and last-mile delivery specialists ensure that we offer a diverse range of solutions tailored to meet the dynamic needs of e-commerce customers. This holistic approach has enabled us to remain a preferred partner in the rapidly evolving e-commerce logistics sector.

How much has e-commerce helped in generating additional revenues for your airline?

E-commerce has become a significant growth driver for Saudia Cargo, contributing substantially to our revenue streams. In 2024 alone, e-commerce volumes surged by 36%, reflecting the sector's critical role in shaping our operational focus and financial performance.

This growth is a testament to our strategic investments in digitalization, network expansion, and tailored logistics solutions that meet the demands of online retail. The booming e-commerce market has enabled us to diversify our revenue base while reinforcing our position as a leader in the global logistics industry.

With the kind of growth e-commerce is witnessing, does it make sense for your airline to go in for

dedicated freighter aircraft (of varying capacities) on some routes?

The exponential growth of e-commerce undeniably underscores the need for dedicated freighter aircraft. By deploying freighters of varying capacities on specific routes, Saudia Cargo can optimize efficiency, cater to high-demand sectors, and ensure timely deliveries. This strategic move would also allow us to better accommodate diverse shipment sizes, from small parcels to bulk cargo, further enhancing our ability to support e-commerce-driven supply chains. Investing in dedicated freighters aligns with our long-term vision to solidify our market leadership and capitalize on the growing e-commerce sector.

What are some of the challenges for airlines when it comes to e-commerce and how is your airline navigating through the challenges?

E-commerce logistics presents challenges such as tight delivery windows, fluctuating demand, and the need for end-to-end visibility. Saudia Cargo addresses these hurdles through cutting-edge technologies like AI-driven demand forecasting, dynamic scheduling, and digital tools for real-time tracking. Our investments in automated cargo handling systems and strategic collaborations with logistics partners ensure scalability and efficiency. By fostering innovation and operational resilience, we consistently deliver reliable and agile solutions to navigate the complexities of e-commerce logistics.

The launch of two weekly flights to Shenzhen, China, aims to tap into the e-commerce market. What impact has this expansion had on your operations and market reach, and are there plans to introduce services to other Asian destinations?

The Shenzhen route has significantly boosted Saudia Cargo's market reach, establishing a direct link with one of the largest e-commerce markets in the world. This expansion has facilitated faster trade flows, strengthened ties between Saudi Arabia and China, and unlocked new opportunities for businesses across both regions. Encouraged by this success, we are exploring additional routes to other Asian e-commerce hubs, further enhancing our network and capitalizing on the region's robust trade potential.

Can you elaborate on the role of partnerships, such as

with Cainiao, in enhancing your e-commerce logistics capabilities? What benefits have these collaborations brought to your operations and service offerings?

Strategic partnerships with leaders like Cainiao have been pivotal in elevating Saudia Cargo's e-commerce logistics capabilities. These collaborations have introduced advanced digital platforms, optimized operational processes, and enhanced last-mile delivery options, ensuring seamless end-to-end solutions. Cainiao's expertise in global logistics complements our expansive network, enabling faster, more reliable deliveries and catering to the diverse needs of e-commerce clients. Such partnerships not only strengthen our operational efficiency but also reinforce our reputation as a trusted logistics partner in the e-commerce sector.

Saudia Cargo was named "Best E-Commerce Carrier of the Year-Middle East" at the 2024 Payload Asia Awards. What factors do you attribute to receiving this accolade? How does this recognition influence your strategy in the competitive e-commerce logistics sector?

This award is a testament to Saudia Cargo's unwavering commitment to innovation, operational excellence, and customer-centric solutions. Key contributors include our strategic network expansion, advanced digital infrastructure, and dedicated efforts in supporting the growing e-commerce sector. This recognition not only validates our achievements but also motivates us to continuously innovate, refine our strategies, and solidify our leadership in the competitive e-commerce logistics space.

Can you provide an overview of the cooperation agreement between Saudia Cargo and Cluster2 Airports Company? What are the primary objectives of this partnership, and how does it align with Saudia Cargo's long-term strategy?

The cooperation agreement between Saudia Cargo and Cluster2 Airports Company represents a strategic alliance focused on enhancing logistics operations across the region. The primary objectives of this partnership are to implement new destination launches and expand freight capacities, optimizing connectivity between airports, and streamlining land transportation to ensure seamless movement of goods. Additionally, the partnership aims to adopt competitive pricing strategies, tailored to key sectors and seasons, while driving operational efficiencies that reduce costs and improve the customer experience.

One of the key elements of the partnership is the joint marketing initiatives designed to drive growth and awareness, as well as the exchange of business intelligence and the development of

innovative logistics solutions. This collaboration is also focused on fostering the growth of local content, improving air cargo services, and enhancing logistics operations within Saudi Arabia.

This collaboration aligns with Saudia Cargo's long-term strategy to enhance logistics capabilities, support economic development, and foster growth in both domestic and international trade. By combining the strengths of both companies, the partnership will optimize air cargo services and contribute to Saudi Arabia's Vision 2030, positioning the Kingdom as a global logistics hub.

In what ways does Saudia Cargo plan to leverage its operational capabilities to drive future growth and innovation in e-commerce logistics over the next 3-5 years?

The air cargo sector is undergoing a transformative phase driven by evolving consumer behavior and the rise of e-commerce. In Saudi Arabia, while traditional retail continues to thrive with ample inventories and reliance on cost-effective sea shipping, e-commerce growth has introduced a new paradigm. Platforms like Temu, Shein, and TikTok are reshaping logistics, leveraging mechanisms to move low-cost goods via premium air freight, disrupting traditional supply chains. However, global regulatory shifts, such as potential changes to de minimis policies in the U.S. and EU, are prompting exporters to explore strategies like ocean freight to nearby markets and regional warehousing.

For Saudia Cargo, these trends underline the critical need for agility and innovation. By optimizing our expansive network, adopting advanced technologies like dynamic pricing and predictive analytics, and fostering strategic partnerships with global leaders like Cainiao and WFS we are well-positioned to navigate these shifts.

Our focus on e-commerce lanes, infrastructure expansion, and hybrid shipping models ensures we meet growing demand while adapting to geopolitical challenges, including capacity pressures due to airspace restrictions and evolving trade lanes.

E-commerce continues to drive resilience in air freight rates, particularly on transpacific routes, underscoring the need for proactive planning and operational efficiency. This year, the balance between capacity growth and e-commerce demand will be pivotal. Saudia Cargo remains committed to leveraging advanced tools and insights to stay ahead, while addressing broader trends like trade diversification and the rise of alternative manufacturing hubs.

Saudia Cargo's strategy emphasizes agility, collaboration, and a deep understanding of market dynamics. By aligning with global trends and prioritizing innovation, we aim to lead the air cargo sector in enabling global commerce and driving sustained growth in e-commerce logistics. 🇸🇦





Daimler Truck focuses on growth in the defense sector

The company's business unit, Mercedes-Benz Special Trucks, is responsible for implementing the growth strategy in the defense sector which is seeing an increasing demand for larger supply. It showcased its defense portfolio at the IDEX trade fair in Abu Dhabi this month.

Daimler Truck follows a clear growth strategy in the development, production and sales of military commercial vehicles for logistics applications. With the introduction of new vehicle variants and the further qualification of the existing sales and service network, Daimler Truck wants to respond even faster and with a broader range to customer requirements from the defense sector.

In addition, the increased manufacturing competence as well as the expansion of partnerships regarding new technologies, development projects and sales should lead to offering the right portfolio for users.

Within Daimler Truck, the business unit Mercedes-Benz Special Trucks is responsible for the defense segment, as well as for the fire fighting, disaster relief and civil protection segments. At the production plants in Wörth am Rhein and Molsheim (France),

Mercedes-Benz Special Trucks conducts its own research and development, implements individual customer requests and produces high volumes for large orders.

From the extreme off-road Unimog and Zetros to the Atego, Actros and Arocs truck model series and heavy-duty tractor units – Mercedes-Benz Special Trucks offers a wide range of complete vehicles in various variants from Euro III to Euro VI and can also implement special equipment on request.

Only recently, Mercedes-Benz Special Trucks has invested in the further development of the Zetros model series and can now offer all variants from two-axle 4x4 to four-axle 8x8, with or without protected cab, with single or twin tires and in various emissions standards.

The manufacturer also sells the Unimog-based FGA chassis for protected bodies and supplies so-called CKD vehicle component

sets with which the vehicles can be built independently at local production sites in the customer's country.

"Step by step, we are expanding our business in the defense sector. We have developed a clear strategy for this following the motto 'Grow and Invest'. The contracts concluded and the vehicles handed over in large numbers last year underline that our logistics solutions are tailored to the needs of different customers and their various deployment scenarios. We also want to meet this demand at the IDEX fair in Abu Dhabi with vehicles specially designed for use in this region," said Franziska Cusumano, Head of Mercedes-Benz Special Trucks.

Daimler Truck has been rooted in the African, Arab and Asian regions for decades with its dealer and service network and works closely with local partners and bodybuilders. With the "Middle East/Africa" Regional Center in Dubai, the manufacturer offers long-term customer proximity and fast and uncomplicated vehicle and spare parts availability.

At IDEX in Abu Dhabi, one of the world's leading trade fairs for security and defense, Mercedes-Benz Special Trucks will be showcasing an excerpt from its portfolio from 17 to February 21. At booth 08-D48, visitors will find four vehicles for defense deployment, which are especially designed for robust use in high heat and dusty, sandy areas: two trucks from the Zetros off-road model series, an Arocs heavy-duty tractor unit and the variable chassis for protected bodies (FGA).

The Mercedes-Benz Zetros model series at IDEX

The Mercedes-Benz Zetros is built for military operations in regions with limited infrastructure. In the hooded vehicle, the driver's cab is positioned behind the front axle. This ensures a low overall height, significantly reduced vibration and shock loads for personnel and loads, greater driving safety and higher speeds on unpaved terrain.

For work in the engine compartment, the cab does not need to be tilted, parts of the crew can remain in the vehicle and ensure the use of communication systems and other vehicle functions during this time.

All Zetros models are equipped with the OM 460 in-line six-cylinder diesel engine, which offers an output of up to 375 kW (510 hp) and is also suitable for operation with NATO fuel F-34. A maximum torque of up to 2,300 Nm is available from a displacement of 12.8 liters.

16-speed transmission or Allison automatic torque converter transmission, two-stage transfer case, engageable differential locks, large approach/departure and ramp angles and fording capability make traction and propulsion possible even in sand, mud, when crossing rivers and on steep terrain.

The Zetros can be used as a semitrailer tractor to achieve gross combination weights of up to 120 tons and, thanks to numerous body solutions, to solve a wide range of transport tasks.

At IDEX, Mercedes-Benz Special Trucks will be presenting the Zetros 3351 AS 6x6 as a semitrailer tractor for the transportation of wheeled or tracked vehicles. The vehicle offers space for three people in the cab behind the front axle as well as a sleeping area and storage space for equipment.

Powered by a Mercedes-Benz OM 460 Euro V engine with 375 kW (510 hp) and Allison automatic transmission 4500 SP with retarder, the vehicle dynamics are high even in demanding off-road applications.

Thanks to fully automatic gear selection, the six-speed transmission control enables fast and smooth moving off and acceleration without interruptions in tractive power. The differential locks on all axles and the tire pressure control system

provide additional traction off-road. The diesel tank holds 780 liters, which makes long deployments without refueling possible.

The Zetros is equipped with the TLS 2.25 transport loading system with double winch from HPC Maschinenbau. The tensile force per winch is up to 250 kN, enabling wheeled or tracked vehicles with total weights of up to 70 tons to be loaded.

The Zetros can be seen with a gooseneck low loader trailer from Louault, which allows a maximum speed of 80 km/h with a net payload of 70 tons. Hydraulic outriggers, tie-down elements, additional storage space on the frame and cargo area and the tire pressure control system make the trailer a transport specialist for high loads, even on unpaved terrain.

Mercedes-Benz Special Trucks is also showcasing the Zetros 2036 A 4x4 with Euro III engine and 265 kW (360 hp). The chassis is equipped with a Mercedes-Benz G 260-16/11.7-0.69 transmission with double-plate clutch. The compact dimensions of 8.840 mm in length, 2.550 mm in width and 3.560 mm in elevation and the comparatively small wheelbase of 5.100 mm make the truck relatively maneuverable.

The permissible gross weight of the two-axle vehicle is 16.5 tons. The cab with center seat offers space for three people and has additional storage space with fastening points in the cab, so that even extensive equipment can be carried easily. The Zetros is designed as a material and troop transporter with a low-torsion platform body.

Great diversity of drive variants, cab sizes and equipment elements

The Mercedes-Benz Arocs offers customers a great diversity of





drive variants, cab sizes and equipment elements. This individual configuration allows the vehicle to be adapted to different customer requirements and deployment scenarios. Powerful engines, highly resilient drive components and the solid chassis and suspension design ensure high off-road capability.

The Arocs is available with efficient Euro VI engines. The range of engines ranges from 7.7 liters of displacement with 175 kW (238 hp) to 15.6 liters of displacement with 460 kW (625 hp). This makes it possible to transport heavy loads with gross combination weights of up to 250 tons. For use in regions with lower emission requirements or poorer fuel qualities, the Arocs is also available with Euro III and Euro V exhaust gas certification.

A turbo retarder clutch can be installed as an option. It enables smooth power transmission, even under high loads. For the driver, this means more driving comfort when moving off and stopping and more sensitive maneuvering with input torques of up to 3,000 Nm and full utilization of the engine output up to the traction limit. Reduced gearbox wear and increased service life of the drive components contribute to increased maintenance-free uptime.

The Mercedes-Benz Arocs 4042 AS 6x6 exhibited at IDEX 2025 is a heavy-duty tractor unit with twin tires and twin winch suitable for heavy-duty off-road transport, for example as a tank tractor unit. The double cable winch can also be used to recover broken-down vehicles and load and unload them onto the low loader trailer.

The Arocs 4042 AS 6x6 has the same engine as the Zetros models. The OM 460 in-line six-cylinder diesel engine with Euro III emissions standard delivers 310 kW (421 hp) in this variant with a displacement of 12.8 liters.

The Mercedes-Benz Powershift 3 transmission shifts fully automatically for a fuel-saving driving style and at the same time relieving the driver. If the driver wants to rely on their

own fingertip sensitivity when changing the gears, they can optionally use manual mode.

The dimensions of the three-axle Arocs 4042 AS 6x6 are 8.200 mm in length, 2.500 mm in width and 3.500 mm in elevation with a wheelbase of 4.200 mm. The three-axle vehicle has a permissible gross weight of 40 tons (nine tons on the front axle and two times 16 tons on the two rear axles) and a gross combination weight of 250 tons.

Special equipment for defense operations includes the roof hatch, which can be opened and closed instead of having to be folded, and the blackout lights, which minimize visibility during night-time driving. The Arocs also has a tire pressure control system with infinitely variable pressure adjustment for improved off-road capability.

Special chassis for protected bodies (FGA)

The FGA chassis is the basis for armored tactical vehicles (Armored Personal Carrier, APC) with protected cells up to 14.8 tons permissible gross vehicle weight.

Numerous military vehicle manufacturers build their products on this chassis derived from the Unimog and thus benefit from the Unimog DNA, which has proven itself for decades: portal axles with thrust tubes and coil springs. These components enable the high off-road capability of a Unimog, with extensive service and spare parts supply and support from the experts of Mercedes-Benz Special Trucks.

The drivetrain of the exhibited FGA chassis 14.8 is equipped with the Euro III six-cylinder diesel engine OM 926 LA, which offers an output of 240 kW (326 hp) and is coupled with the Allison 3500 six-gear automatic transmission. The chassis contains mechanical, electrical, hydraulic and pneumatic interfaces that are suitable for various bodies.

Source: www.daimlertruck.com 



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Korean Air Cargo and Vienna Airport extend cooperation in cargo handling

Vienna, Austria: Korean Air Cargo and Vienna Airport have agreed to extend their ground handling partnership for another four years through the end of 2028.

Vienna Airport and Korean Air Cargo's successful partnership dates back to 2004 or for more than two decades.

"The successful partnership between Korean Air Cargo and Vienna Airport has been extended for another four years - a strong sign of the trust and cooperation that has connected our companies for 20 years. Together we will continue to develop cargo handling between Seoul and Vienna at the highest level and expand our position as a leading European cargo hub. Austria, its neighboring countries and Asia will thus remain closely linked economic zones through international airfreight traffic in the future. We look forward to continuing this success story," said Julian Jäger, joint CEO and COO of Vienna Airport.

Eum Jaedong, Executive Vice President and Head of Cargo Division at Korean Air Cargo, said, "We are delighted to announce our continued partnership with Vienna Airport. Our co-operation has led to successful business results, and we are confident that this contract extension will lead to further growth and development. We look forward to providing our customers with the best

possible transport services and further strengthening Vienna Airport's position as a major hub for logistics in Eastern Europe."

Michael Zach, Senior Vice President Ground Handling & Cargo Operations of Vienna Airport, noted the partnership between the two parties is proof of Vienna Airport's strength as an air cargo hub in Europe.

"The extension of the Korean Air Cargo contract until 2028 is clear proof of Vienna Airport's strength as an air cargo hub. At the site we offer comprehensive services, modern infrastructure and a dedicated team that ensures maximum efficiency and reliability. Korean Air Cargo is one of the most important cargo airlines at the site and we look forward to further expanding our good collaboration," said Zach.

The collaboration between Korean Air Cargo and Vienna Airport has been continuously adapted and deepened over the years, most recently as part of an extended cooperation agreement in Seoul-Incheon (ICN) on the occasion of the 20th anniversary of the partnership in 2024.

The new Memorandum of Understanding with Incheon Airport also strengthens Vienna Airport's position as a leading European cargo hub for the transportation of goods between Asia and Europe and supports the long-term partnership between the two locations. 🇰🇷

20th Brussels Airport Marathon & Half Marathon set for November 2

Brussels, Belgium: The 20th edition of the Brussels Airport Marathon & Half Marathon will take place on Sunday, 2 November.

Last year, a record number of 18,500 runners took to the start on Place De Brouckère. Organizers expect even more entries this year. A very attractive city course again awaits participants, with a majestic finish on Place des Palais. Registration is now open.

This year, the Brussels Airport Marathon is in its 20th edition. Participants on 2 November will have a choice of three distances. In addition to the marathon and half marathon, a 7 km course will also be laid out.

The marathon course is largely the same as that of 2024. The runners will start at Place De Brouckère and finish at Place des Palais, in the heart of the European capital. It passes

through ten Brussels municipalities. The Basilica of Koekelberg, the Castle of Laeken and the Atomium are some of the most famous landmarks on the route. Along the way, participants will also get to run a lap on the track of the King Baudouin Stadium.

The Brussels Airport Marathon & Half Marathon has a distinctly international character. At the 2024 edition, 44% of participants had a nationality other than Belgian. Runners from more than 100 countries appeared at the start, with France, Germany, the Netherlands, Italy and Spain as the best represented countries. This international touch totally fits Brussels' DNA, the event and partner Brussels Airport.

"We are proud to once again be the partner of the Brussels Airport Marathon & Half Marathon, a unique event that brings together thousands of runners from all corners of the world in the heart of Europe. This sporting voyage of discovery through the streets and past the tourist attractions of our capital underlines the unifying power of sport, just as Brussels Airport connects people and communities every day. An event that is therefore fully in line with the values of Brussels Airport," said Arnaud Feist, CEO of Brussels Airport. 🇧🇪



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

Frankfurt, Germany: Lufthansa Cargo welcomes 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 is responsible for all Lufthansa Cargo activities in the region since the beginning of the year, succeeding Oliver von Götze, 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



Dr. Andre Schulz

Stephanie Pöhn-Helbig

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. 🌐

deugro Appoints New Managers in Saudi Arabia

Dammam, Saudi Arabia: After the retirements of Suresh Rajan, Regional Director - Middle East, and John Vetteth, General Manager - Western Region Saudi Arabia, on December 31, 2024, deugro appoints new managers in Saudi Arabia to reflect its continuous positive business development.

Johnny El Hayek is appointed new Country Manager for Saudi Arabia from 01 January 2025. Excellently networked, he will contribute his extensive sales experience and business success to the region. For over a year, in his former position at deugro Dammam as General Manager for Saudi Arabia's Eastern Region, he was able to demonstrate leadership and strategic vision. In his new role, Johnny will lead a growing team across three offices, guiding deugro's further growth and expansion.

"His deep understanding of the region, coupled with his proven track record of success, makes him the ideal person to lead our team in Saudi Arabia," said Steffen Behrens, President - Middle East at deugro.

"Building on Suresh Rajan's outstanding 35-year legacy, I'm honored to lead deugro Saudi Arabia and eager to write the next chapter. The focus is on seamless continuity, strategic expansion and accelerated growth, embodying our guiding principle: GROW, GROW, GROW.

Key to this vision is strengthening our sales capabilities through targeted talent acquisition, enhancing our market presence in Saudi Arabia and driving business generation," said Johnny El Hayek, Country Manager Saudi Arabia at deugro.

Johnny will be supported by Sidharth Menon, who in October 2024 took over from John Vetteth as General Manager - Western Region Saudi Arabia based out of

the Jeddah office, and by Jawaid Malik, who relocated to Riyadh from deugro Pakistan and who took over as General Manager - Central Region Saudi Arabia likewise in October 2024.

"Both Sidharth Menon and Jawaid Malik are excellently connected professionals with years of practical experience in the industry. Their expertise will contribute to our continued success and further growth in the region," said Steffen Behrens, President - Middle East at deugro. 🌐



Jawaid Ali Malik



Sidharth Menon



Johnny El Hayek



Steffen Behrens



UPCOMING EVENTS



Air Cargo Africa 2025

19-25 February 2025

Organized by Messe München, Air Cargo Africa 2025 is the sector's leading industry exhibition and conference. Delivering new business opportunities, global perspectives and strong networking platforms, this event offers trade show, conference and awards that engage the global air cargo community to explore and strengthen networking corridors with the African Continent.

The Sarit Expo Centre, Nairobi, Kenya

Air Cargo Conference

2-4 March 2025

This event attracts all actors in the air cargo supply chain in one location, presenting an excellent opportunity to better understand the dynamics of the industry, exchange ideas, make connections, and position your organization to take advantage of future change.

The Air Cargo Conference is backed by three of the most reputable and influential associations in air cargo, freight forwarding, airlines and airports: AEMCA, ACI-NA, and Airforwarders Association. With powerful thought leaders, the event brings the most progressive insights to attendees.

Dallas, Texas

IATA World Cargo Symposium 2025

15-17 April 2025

The World Cargo Symposium (WCS) is the largest and most prestigious air cargo annual event. The next WCS will continue offering plenary sessions, specialized streams, workshops, and executive summits, tackling aspects related to technology, innovation, security, customs, cargo operations, and sustainability.

Participate in exclusive business, networking, and branding opportunities tailored for over 1,400 industry leaders and decision-makers. Access industry intelligence, staying updated on the latest trends.

Dubai, UAE

The Airport Show 2025

6-8 May 2025

The Airport Show 2025 offers exhibitors a prime platform to connect with key players across seven airport sectors. Showcase innovative products that contribute to creating tomorrow's airports and gain visibility among decision-makers seeking sustainable, efficient, and commercially viable solutions.

Over 160 international suppliers and manufacturers from 20 countries will showcase the latest technological advancements in the airport industry at the event which will convene over 6,500 professionals and aviation authorities, providing an unparalleled platform for networking and business opportunities. This year's edition also features co-located events, including the Global Airport Leaders' Forum and the Women in Aviation Middle East Conference and Awards, further enriching the event's value for attendees.

DWTC, Dubai, UAE

Air Cargo Europe 2025

2-5 June 2025

air cargo Europe is the most important exhibition and conference for the global air cargo industry and is part of the world's leading trade fair transport logistic since 2003, held every two years in Munich.

Considered as the leading platform for international networking in the air freight industry, this four-day trade show offers innovative products, systems and technologies as well as a wealth of expert knowledge. The exhibition is part of transport logistic, the world's leading trade fair for logistics, mobility, IT, and supply chain management.

Munich, Germany

Transport Logistic 2025

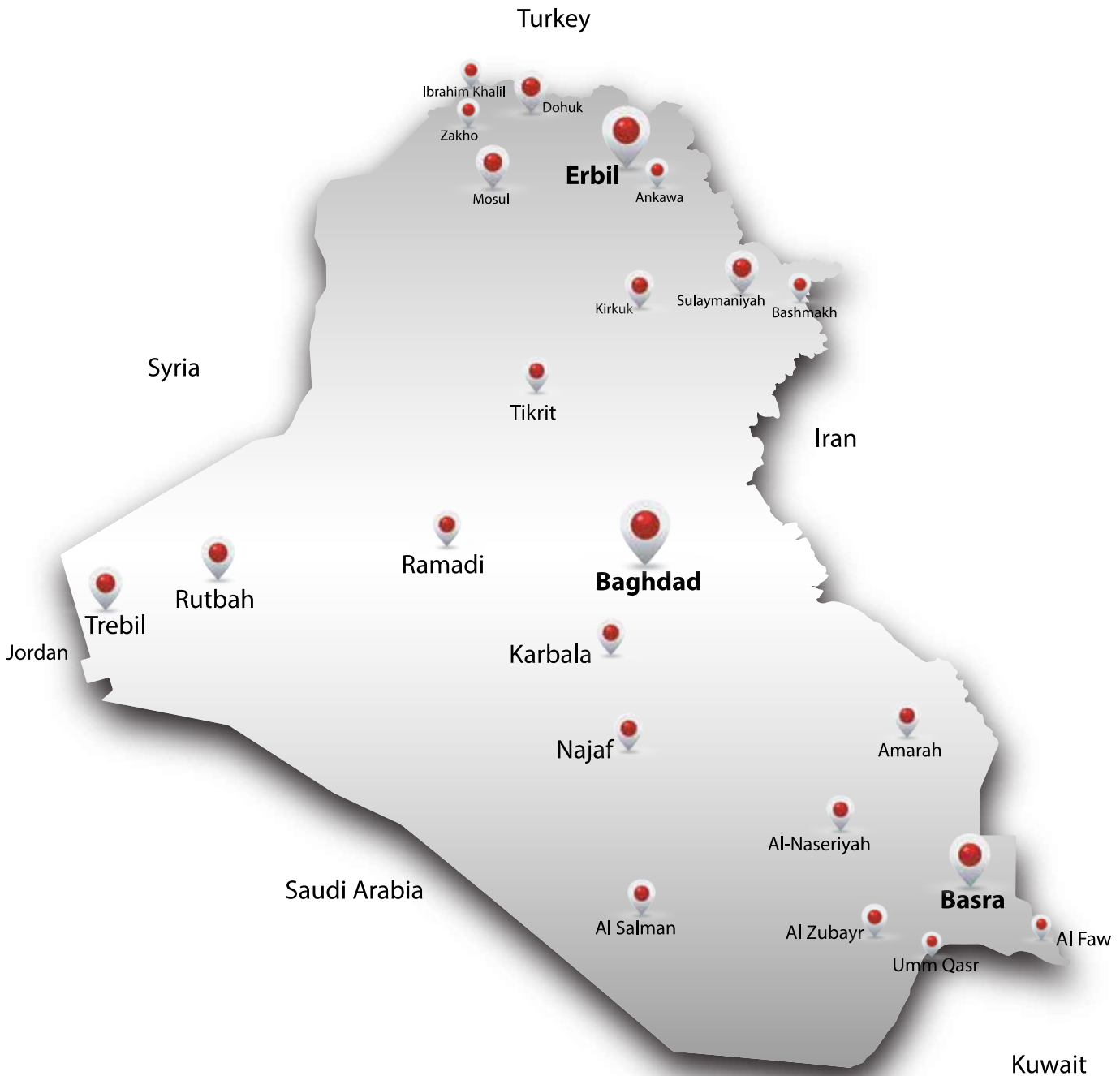
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