



**ICAO Air Cargo Development Forum Zhengzhou  
4<sup>th</sup> of September 2014, Session 6**

**Features of Successful Air Cargo Hubs  
- The perspective of a scheduled freighter airline -**

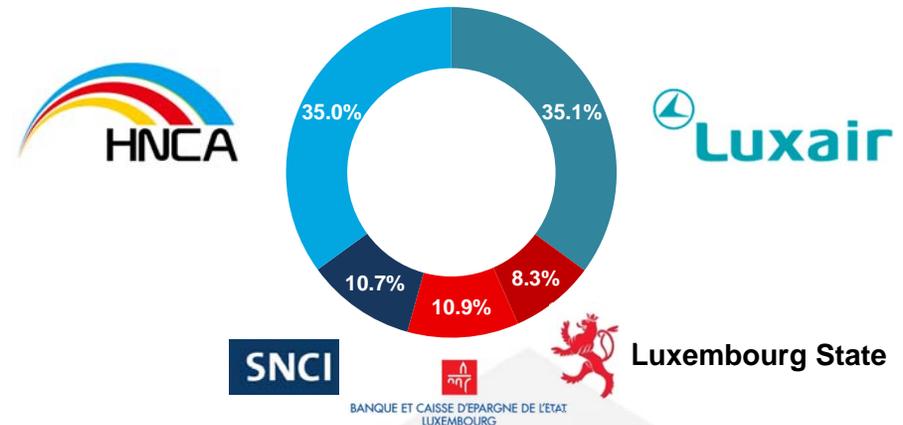
**Henning zur Hausen  
Senior Vice President, Member of the Executive Committee**

**Cargolux Airlines International S.A.**



## Cargolux is one of the leading scheduled all-freight carriers

- Leading supplier of high-quality air cargo services worldwide
- Nr. 1 all-cargo carrier in Europe, Nr. 7 worldwide
- Over 40 years of experience
- Operating 22 Boeing 747 freighters
- Shareholders from Luxembourg and Henan Province



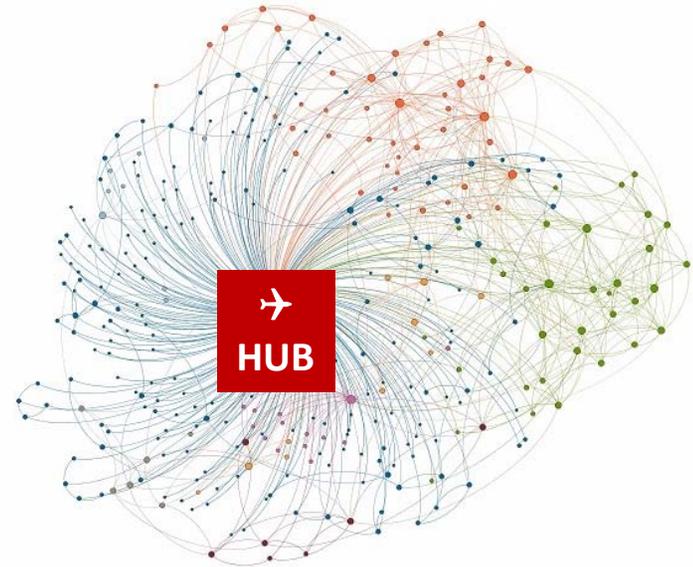
**Three types of ingredients  
make a successful air cargo hub...**

## **Basics**

- + Should haves**
- + Good to haves**

---

**= SUCCESSFUL AIR CARGO HUB**



## First of all: the basics

- **Geographic position**
- **Operational capability and capacity**
  - Ability to accommodate large freighter aircraft
  - International airport operations standards
  - Ground infrastructure
    - Aircraft and freight handling equipment
    - Warehouses, offices
    - Service providers (fuel, handling, maintenance, security...)
    - Import/Export capability; customs
  - No significant congestion
- **Commercial aspects**
  - Airfreight demand to/from/via the airport
  - Appropriate cost levels (landing & handling fees, fuel, service providers)



## Secondly, some “should haves”

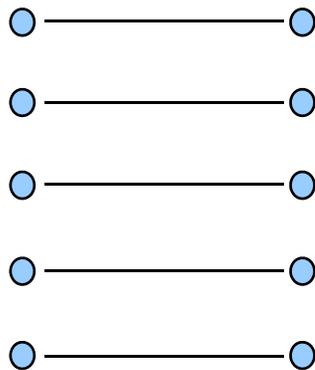
- **Airfreight “microcosm”** to create virtuous cycle of growth
  - Local establishment of freight forwarders (→ consolidation)
  - Catchment area with outbound production and inbound demand
  - Ground transportation infrastructure (trucking) to expand catchment
- **Airfreight as a priority**
  - Supportive and focused local stakeholders
    - Authorities
    - Airport company
    - Dedicated service providers
    - Infrastructure development at least at par with growth
  - Operational efficiency, short throughput times
  - “Ease of doing business”



## Last, not least: the “good to haves”

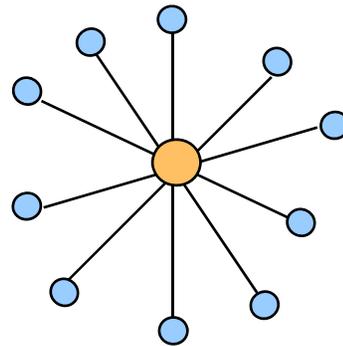
- 24/7 operations
- Facilities for special freight (cool, valuables, animals, dangerous goods, express...)
- “Single window” approach for swift (and ideally paperless) clearance of airfreight
- Direct, synchronised connection with another hub to increase routing possibilities:

**Point-to-Point Traffic**



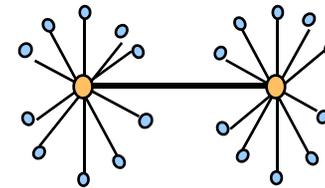
5 city pairs  
with a given  
capacity

**Hub-and-Spoke Network**



55 city pairs  
with the same  
capacity

**Dual Hub Network**



166 city pairs  
with the same  
(respective) capacity



**cargolux**

**Thank you!**

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