e-Freight: a strategy for the future of cargo industry



e-Freight: a IATA driven project started in 2006



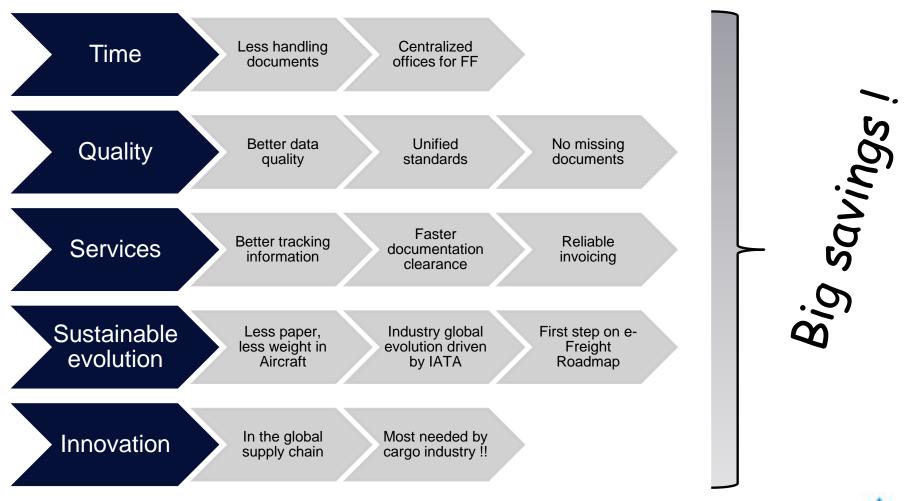
- **Pillar I**: create an 'e-freight trade lanes network' with customs and governments
- **Pillar II**: digitize the AWB, the core industry transport document.
- Pillar III: digitize the commercial and special cargo documents

2 Prerequisites

- Setup of commercial and IT standard
- Message Quality Control (Message Improvement Program)



e-Freight: a strategic leverage for trade facilitation (last WTO summit Bali 2013)



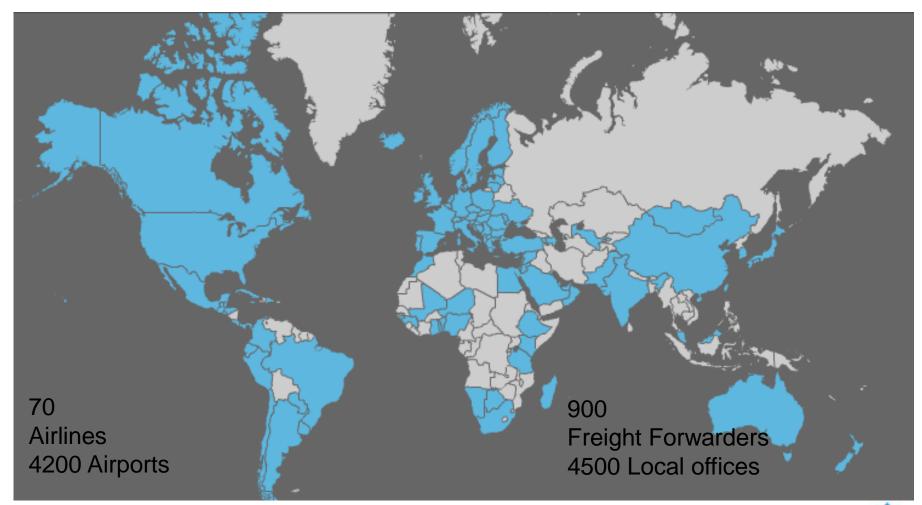


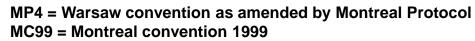
e-freight roadmap aims to reach 100% paperless. AF/KL experience: *e-AWB is the FIRST STEP*

e-AWB: AWB is digitized (FWB message). e-Flight **e-Pouch**: Transport and commercial documents are digitized. **E-Pouch** e-Shipment **E-AWB** e-AWB E-Pouch e-Pouch E-AWB E-Pouch e-AWB e-AWB E-AWB Road to paperless

Eligible e-AWB countries

127 countries which signed the MP4 or MC99







e-AWB penetration targets and results

IATA e-AWB penetration targets

22% of e-AWB by end of 2014

45% by end of 2015

80% by end of 2016

AIRLINES e-AWB penetration status (June 2014)

All airlines: 16,2% of e-AWB

Air France/KLM: 21,2% e-AWB



IATA e-AWB MONTHLY REPORT (JUNE 2014)

e-AWB international monthly report

June 2014

Top-10 countries of origin (ranking by e-AWB volume)

| Rank (previous) | | Country | e-AWB penetration (previous) | e-AWB penetration (current) |
|--------------------|------|-------------------------------|------------------------------------|-----------------------------------|
| 1 | (1) | Hong Kong (SAR), China (HK) | 45.9% | 49.4% |
| 2 | (2) | United Arab Emirates (AE) | 69.7% | 74.6% |
| 3 | (4) | Singapore (SG) | 30.6% | 49.7% |
| 4 | (3) | United States of America (US) | 9.9% | 10.5% |
| 5 | (5) | Korea (South) (KR) | 22.1% | 21.6% |
| 6 | (7) | Chinese Taipei (TW) | 16.5% | 21.5% |
| 7 | (6) | Netherlands (NL) | 18.6% | 21.1% |
| 8 | (9) | United Kingdom (GB) | 9.0% | 10.4% |
| 9 | (10) | France (FR) | 11.8% | 13.4% |
| 10 | (8) | India (IN) | 12.0% | 13.0% |

Top-10 airlines (ranking by e-AWB volume)

| Rank (previous) | | Airline | e-AWB penetration (previous) | e-AWB penetration (ourrent) |
|--------------------|------|-----------------------------------|------------------------------------|-----------------------------------|
| 1 | (1) | Cathay Pacific Group (CXG) | 47.1% | 46.6% |
| 2 | (2) | Emirates (EK) | 29.8% | 31.4% |
| 3 | (4) | SIA Cargo (SQ) | 18.3% | 31.3% |
| 4 | (3) | Korean Air (KE) | 19.4% | 19,2% |
| 5 | (5) | KLM (KL) | 18.2% | 20.8% |
| 6 | (8) | International Airline Group (IAG) | 16.1% | 17.8% |
| 7 | (7) | Delta Air Lines (DL) | 29.6% | 30.0% |
| 8 | (8) | Air France (AF) | 20.1% | 21.5% |
| 9 | (10) | China Airlines (CI) | 11.5% | 17.6% |
| 10 | (9) | Lufthansa Cargo (LH) | 7.2% | 8.9% |
| | | | | |

Top-10 countries of destination (ranking by e-AWB volume)

| Rank (previous) | | Country | e-AWB penetration (previous) | e-AWB penetration (current) |
|--------------------|------|---------------------------------|------------------------------------|-----------------------------------|
| 1 | (1) | United States of America (US) | 13.4% | 13.2% |
| 2 | (2) | People's Republic of China (CN) | 13.0% | 12.3% |
| 3 | (3) | Germany (DE) | 18.3% | 20.3% |
| 4 | (4) | Australia (AU) | 24.5% | 23.9% |
| 5 | (5) | United Arab Emirates (AE) | 18.5% | 21.3% |
| 6 | (6) | Japan (JP) | 14.5% | 14.0% |
| 7 | (10) | India (IN) | 13.8% | 16.9% |
| 8 | (8) | United Kingdom (GB) | 18.7% | 19.3% |
| 9 | (7) | Hong Kong (SAR), China (HK) | 15.8% | 14.1% |
| 10 | (9) | Singapore (SG) | 15.9% | 15.2% |



THANK YOU FOR YOUR ATTENTION

