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ICAN 2019

GLOBAL AVIATION'S PREMIERE
AIR SERVICES NEGOTIATION EVENT
Aqaba, the Hashemite Kingdom of Jordan
2-6 December 2019



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Vladimir D. Zubkov
Secretary General of The International
Air Cargo Association (TIACA)



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Liberalization of air cargo services – emerging benefits



TIACA represents All Air Cargo Supply Chain





TIACA Vision and Mission

- **Vision**

An efficient, modern and unified air cargo industry.

- **Mission**

To represent, support, inform, and connect every element of the global air freight chain.

TIACA's Officers & Board of Directors



JOIN OTHER LEADERS FROM ACROSS THE AIR CARGO SUPPLY CHAIN WHO ARE COMMITTED TO IMPROVING OUR INDUSTRY

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Director Cargo & Logistics
Brussels Airport, The
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(OAS)



TURHAN ÖZEN

Chief Cargo Officer
Turkish Airlines



EMIR PINEDA

Manager Marketing Division
Miami-Dade Aviation
Department



BERTRAND SCHMOLL

Chairman
ECS Group

Geographically global in scope Executive level engagement



1. Well-known background



The sixth Worldwide Air Transport Conference (ATConf/6) + ICAO Assembly

a) air cargo plays an important role in the global economy and

In terms of air cargo liberalization ATConf/6 concluded:

a) contributes significantly to global trade and economic development

The sixth Worldwide Air Transport Conference (ATConf/6) + ICAO Assembly

a) And further – on air cargo liberalization ATConf/6 concluded:

b) in the development of new regulatory arrangements on air cargo, ICAO should engage all parties concerned, ...the industry and interested stakeholders.

Air cargo is vital for global trade



Benefits of air cargo



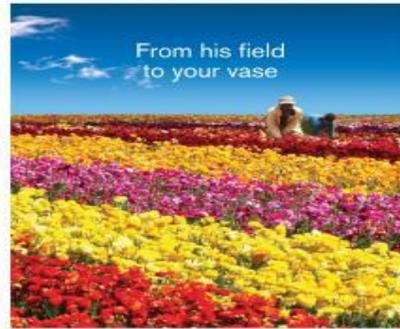
...air cargo makes it happen.
The Swiss watch industry continues to record strong growth. Reliable air cargo is keeping this industry ticking by connecting the Swiss made timepieces with the world.

www.iata.org



...air cargo makes it happen.
Air cargo transports over US\$ 5 billion in goods, including the latest phone, game and multimedia gadgets — bringing your world to life.

www.iata.org



...air cargo
Air cargo flies over 1 each year, making it with 4 come 1.

www.iata.org



...air cargo makes it happen.
The world's most valuable horses are now competing in parts of the world where that would have been improbable 50 years ago.



...air cargo makes it happen.
...ent to 90 grand prix, viewing fans, track.



...air cargo makes it happen.
Immunization prevents 2.5 million deaths every year. Air cargo is critical in flying vaccines to their destination in time to be effective.

www.iata.org

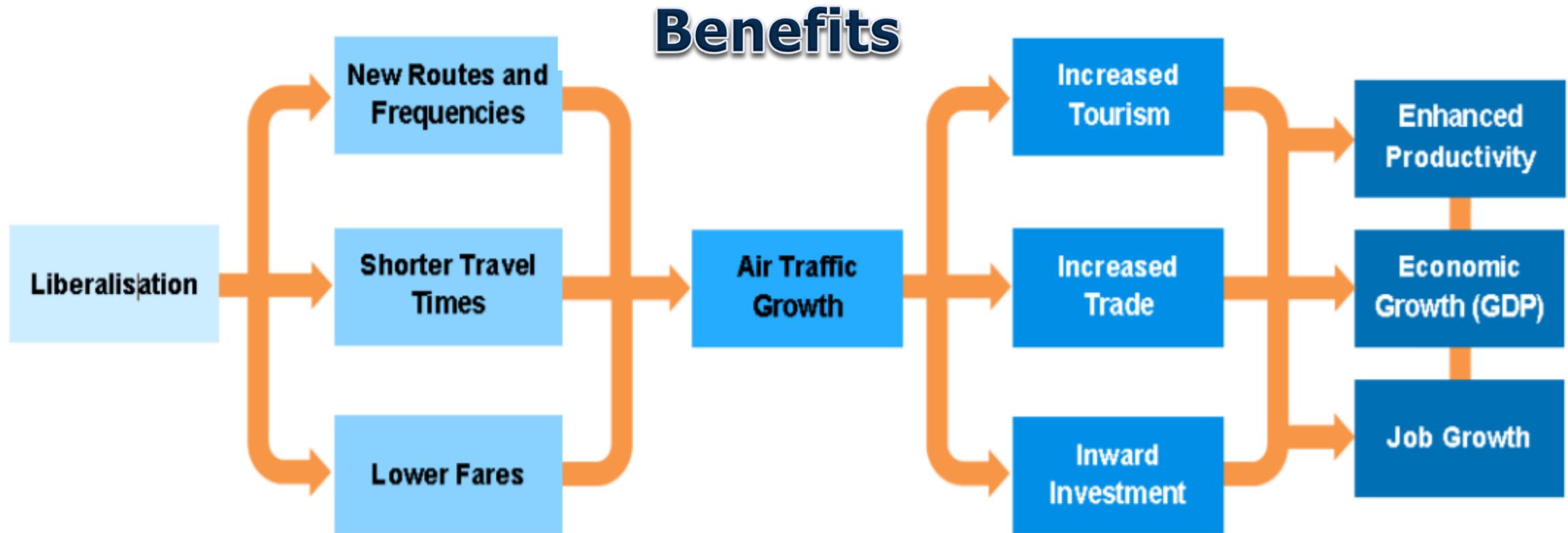


...air cargo makes it happen.
Air cargo plays an essential role in assistance to regions facing natural disasters, famine and war by delivering aid and emergency supplies where they are needed as soon as they are needed.

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Benefits of liberalization



Benefits of liberalization



2. Liberalization of emerging and fast developing services



KONGE-
KRABBE
KING - CRAB
Kr.349,- / Kg
(PLEASE DO NOT TOUCH)

People can afford better food – more transportation by air through airports



Growing Cool Chain





PROBLEM:
Transportation of increasing
volumes of food produce

nearly 90 per cent of all of [redacted]'s food
was imported from foreign sources.



OUR VISION IS TO ACHIEVE EXCELLENCE
IN RELIABLE END-TO-END AIR TRANSPORTATION
FOR PHARMA SHIPMENTS

Another evolving issue: Transportation of increasing volumes pharmaceuticals
pharma.Aero + TIACA = collaboration

LATEST NEWS.



VIEW ALL
... 2019

... the Air Cargo Conference in Munich last June, Pharma.Aero had the opportunity to discuss the latest development of their organization. In...

CURRENTLY THERE ARE NO UPCOMING EVENTS.

Open new horizons

E-commerce, new & underutilized locations



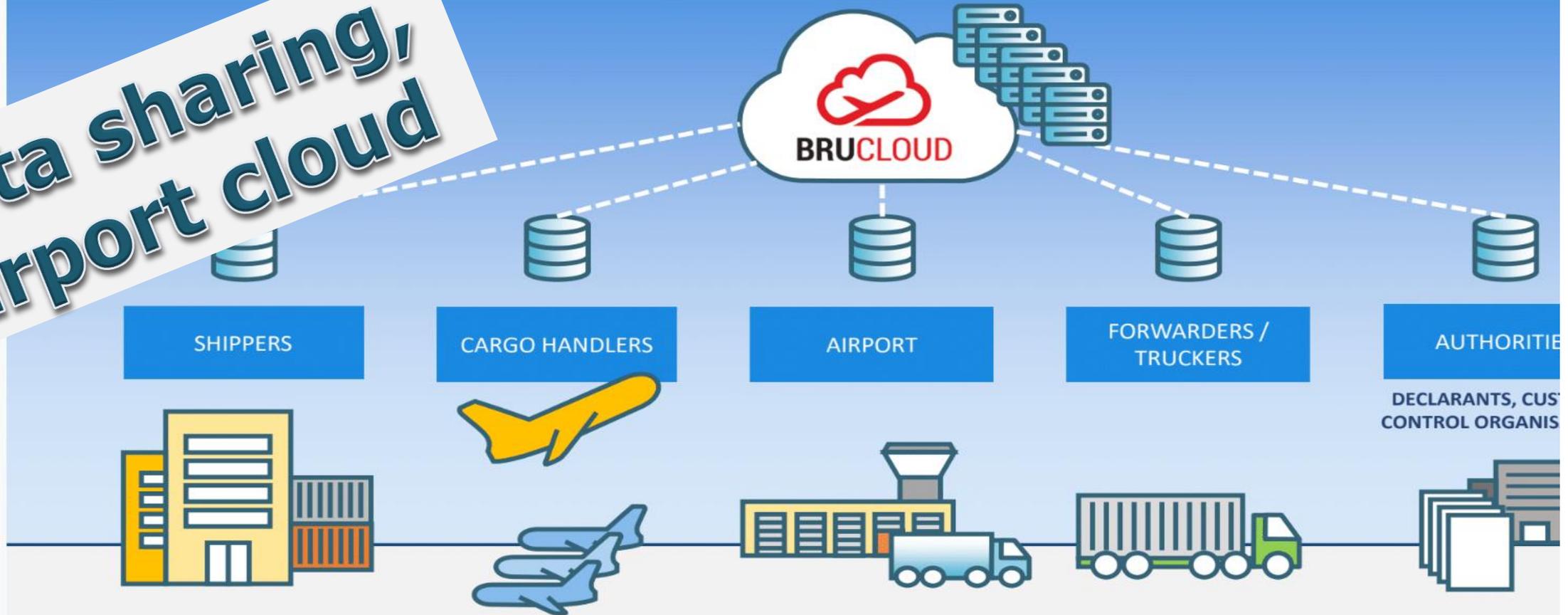
3. Liberalization of IT, AI and support services





At Brussels Airport, the **BRUcloud** community knows about **more things faster**, and operates **as one**

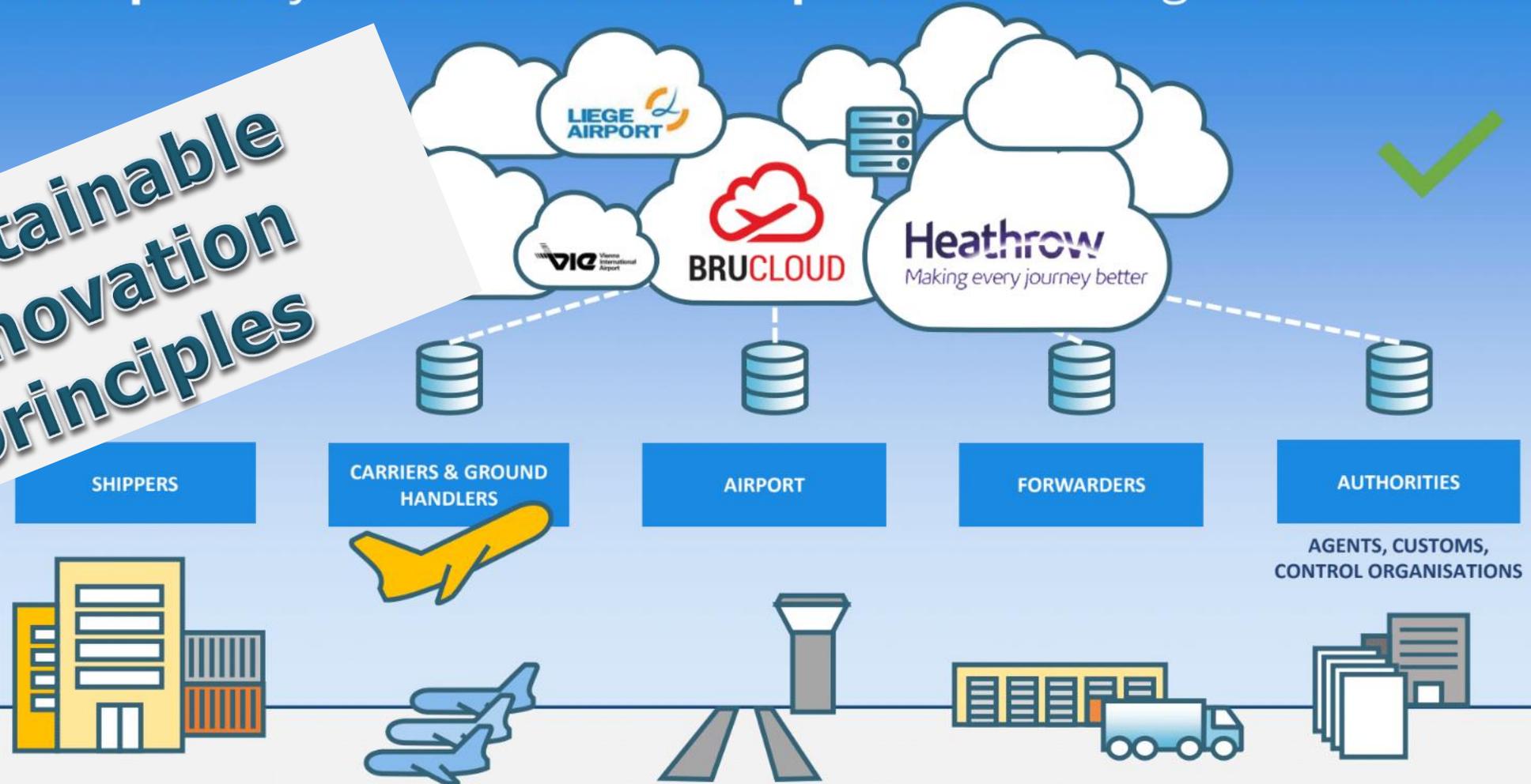
**Data sharing,
airport cloud**





Adopted by more and more airports. Becoming a movement

Sustainable innovation principles



Amsterdam Schiphol Airport and Atlanta International promote cargo trade and investment between metro Atlanta and the Netherlands.

Data

Cargo

Cargo

Cargo

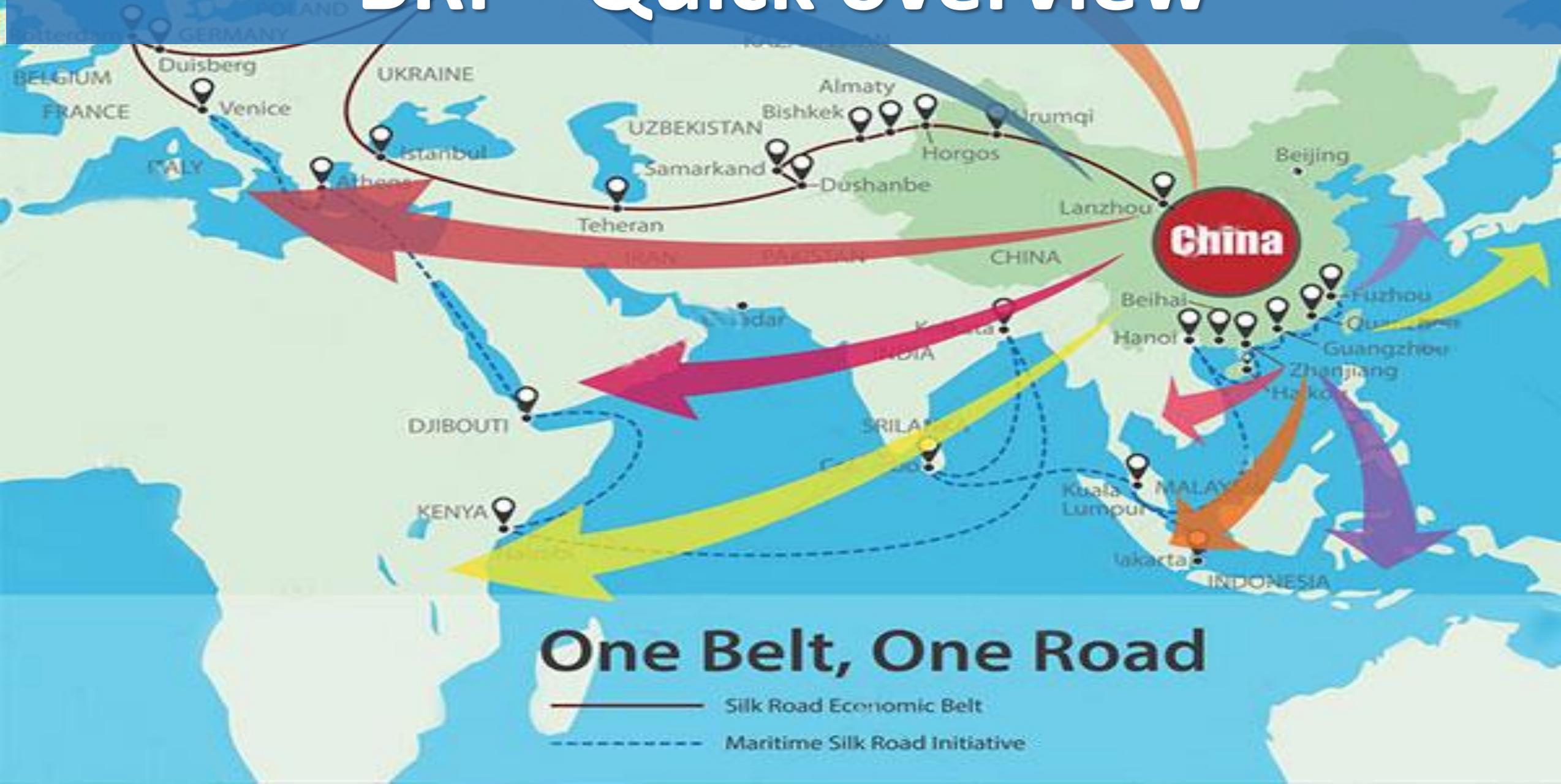
Data



4. Liberalization fueled by massive projects



BRI – Quick overview





Jointly Building the Belt and Road

- 126 countries and 29 international organizations,
- 6 trillion U.S. dollars from 2013 to 2018,
- 244,000 jobs were created,
- Alignment with other national or regional programmes



CHINA AVIATION POLICIES - linking the globe

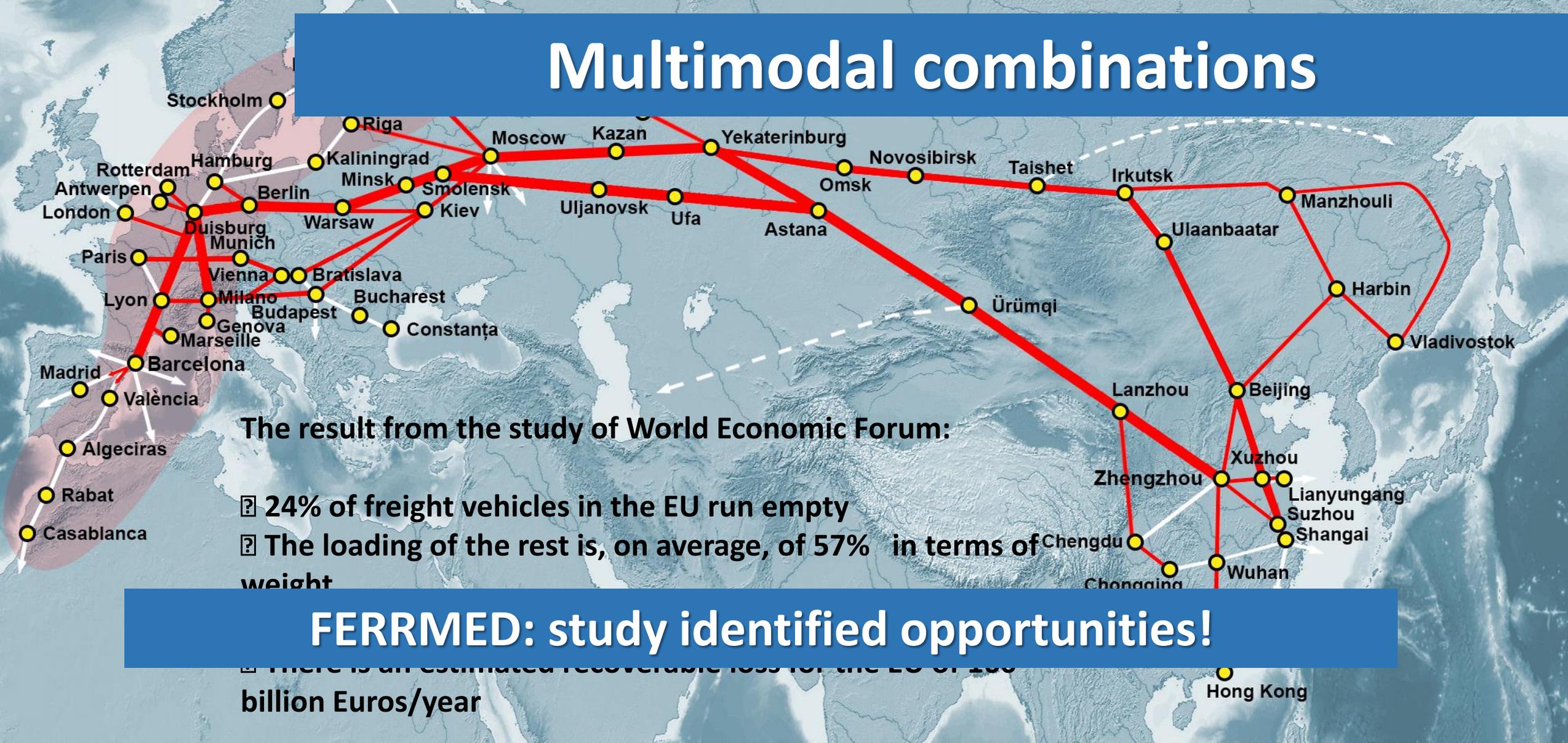
- 2015 - “Large and medium-sized aviation projects list”
- 51 strategic projects directly serving the “One Belt, One Road” initiative (US\$ 30 billion)
- 2016 - CAAC issued “Opinions on further deepening the reform of civil aviation”
 - further open up airspace,
 - optimize international traffic rights
 - compete in the aviation market through the use of capital.



Is it beneficial to be a part of BRI?

- Revenue passenger/cargo in BRI countries has been materially higher than to non-BRI countries,
- China-aligned aircraft lessors focusing their efforts on BRI countries,
- Chinese airlines may also be seen to invest in failed/failing BRI state-owned airlines, AND...

Multimodal combinations



TRANS-EURASIAN MAIN ROUTES

5. Trade and political calamities



BREXIT

US – China

Sanctions...



Arabic saying: "Discord
between the powerful is a
fortune for the poor".

We need to look for innovative ways
of meeting the demand on cargo
markets



Conclusion:

**Cargo Liberalization –
a slow moving
process, requiring
actions by all the
stakeholders**



TIACA 2018

Thank you

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