

Middle East's leading cargo monthly

October 2024

CARGO talk

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CARGO DEMAND**
from Middle East
region in July: IATA

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for reshaping global air cargo



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EVOLVING SKILL SETS in air cargo industry



Artificial Intelligence is widely accepted by the global air cargo and logistics sectors considering the benefits that it offers. AI is believed to be revolutionising the global supply chains by impacting route optimisation, predictive maintenance, real-time tracking, and enhancing overall operational efficiency.





 Dr. Shehara Rizly

Adapting to changing landscape, the industry has been transforming rapidly, as professionals within air cargo continuously evolve their skill sets to stay relevant and competitive. Automation, AI, and data analytics are reshaping logistics and operations. Sustainability initiatives, regula-

tory changes, and the rise of e-commerce require a versatile and adaptive workforce. This environment calls for a deeper understanding of digital tools, cross-functional collaboration, and a focus on innovation to meet the industry's growing demands.

Finding talent and the right skills alongside the rapid growth of the industry has been quite a challenge.

However, in the Middle East region, the government and private sector have worked together to find appropriate solutions to cater to the need of the hour.

This dynamic environment calls for a deeper understanding of digital tools, cross-functional collaboration, and a focus on innovation to meet the air cargo industry's demands. Training programmes in the

industry are an investment, which is imperative as a business owner. Finding talent and the right skills alongside the industry's rapid growth has been quite a challenge. However, in the Middle East, the government and private

Training programmes are an investment, as everyday there are new technologies that require specialised training to ensure you stay relevant all the time

sector have worked together to find right solutions to cater to the need of the hour.

Networking is another important aspect that needs to be mentioned at this point of time as it is a must with the type of air cargo and the facility one needs to deal with. Air cargo industry leaders share with us some of the significant areas, which are important at present.



Adapt to new tech to overcome competition



Rizwan Kareem
Director, Operations,
RSA Global

As the industry rapidly evolves, the demand for specific skills has intensified. Today, professionals must be proficient in data analytics, digital supply chain management, cargo handling automation, and regulatory compliance. These

“Professionals must be proficient in data analytics, digital supply chain management etc.”

skills are essential for navigating complexities of global logistics and optimising operations. In a competitive market, the ability to adapt to new tech and industry demands is not just an asset, but a necessity. Mastery of cargo management systems, inventory control, and HAZMAT handling are core competencies.”

Skills in handling, safety must for operational roles



Ivan Mugisha
Country Manager, UAE
RwandAir

Flexibility, data evaluation, technology proficiency, and digital literacy are important in today's air cargo industry. These skills help streamline operations and improve efficiency as the industry adopts more technology-based processes

“Skills streamline ops and improve efficiency as the industry adopts more technology processes.”

and strategies. Mastery of cargo management systems and equipment handling are essential for operational roles. These ensure safe, and compliant operations across various stages of handling. IATA's Dangerous Goods Regulations and Cargo Introductory Courses and hands-on training are must for beginners to understand the basics of handling.”

Training is key to keep oneself updated of best practices



Praveen Nair
General Manager, Air
Freight, Air & Sea, Dubai
& Northern Emirates, DSV

At the heart of the industry are operational, technological, and regulatory skills. It is not just technical expertise that matters. Having the right attitude and the ability to think differently is also important. An industry that adapts to changes in trade and technology has the capacity to offer innovative solutions and make sound decisions. When it comes to operational roles

“Having right attitude and ability to think differently is important.”

in handling logistics, continuous learning and skill development are key. Ongoing training helps employees stay updated on the latest industry practices and ensure they are prepared to meet demands.”

Compliance with regulations must to hone industry skills

IATA has some training programmes, which cover all areas such as air cargo fundamentals, management, revenue optimisation, cargo skill and pro-

“Handlers should undergo IATA's HAZMAT training programme.”

cedures. HAZMAT goods training programmes is a must course for handlers. Despite these programmes, we still see many gaps in the industry. Mandatory norms imposed by various bodies makes it necessary for firms to engage the staff with proper certification. Overcoming five to 10 years, skills requirement will change rapidly.”



A.S. Azimi
CEO & Managing Director
Azimi Cargo and Logistics



Bridging skill gaps for understanding logistics systems



Yousif Najim
CEO
Orbit Logistics

The most in-demand skills in the industry today include expertise in logistics and supply chain management, data analytics, negotiation, and problem-solving. Skills for operational roles encompass understanding logistics systems, loading and unloading, utilising cargo tracking systems and keeping track of changes in regulations and industry updates. IATA and WCA Academy

“Ability in demand are expertise in logistics and supply chain management.”

training programmes can assist those entering the industry by providing essential skills. The industry focuses on bridging gaps due to importance of cargo regulations and ensure a well-trained workforce.”

Training programmes likely to change in 5 to 10 years

Air cargo industry is evolving rapidly, driven by technology and data analytics. Adapting to new technological changes is key for success. Operation has

“Adapting to new technological changes is vital for success.”

specific set of skills from handling, documentation and regulatory knowledge. Each of these skills plays a vital role in ensuring handling of air cargo, thereby optimising ops and enhancing quality. There are some training courses, which will help acquire necessary skills. These include DG certification, air cargo security training among others.”



Mohammed Aashfee Hameed
GM, Compass Logistics Intl

NAFL, IATA courses for youth entering industry



Nick Heidemann
Operations Manager
aci logistics

As technological innovation continues to transform the sector, digital literacy and data analytics are essential skills for employers. Expertise in regulatory compliance and supply chain management is critical for maintaining operational efficiency

“Skills in software crucial for ensuring compliance and smooth operational workflows.”

and navigating complexities. The NAFL provides a range of cost-effective training programmes suitable for professionals at various skill levels. IATA's courses provide foundation for those entering the industry. It provides a range of cost-effective training programmes suitable for professionals at various skill levels.”



Best practices in supply chain management to foster growth

Supply chain management (SCM) requires an efficient system, involving coordination of processes, activities, and resources needed to move a product from supplier to customer. It is imperative to maintain best practices in SCM as it revolves around strategies that streamline operations, reduce costs, enhance customer satisfaction, and foster sustainable growth.



 Dr. Shehara Rizly


In today's competitive world, supply chains must be agile, resilient, and transparent as businesses face growing complexity, and technological disruption. Adoption of best practices ensures that businesses can respond to changing market conditions, optimise their resources, and reduce risk.

Some key aspects require attention in supply chain management, which include demand forecasting and planning—the accurate demand forecasting helps the busi-

A key component is the integration of technology where AI, blockchain, and IoT enables real-time data sharing and visibility across the supply chain

nesses to align with production, inventory, and distribution minimising wastage and stockouts. The second aspect is of supplier relationship management—it is important to maintain strong partnerships with suppliers to ensure timely supply of quality materials at optimal costs, fostering collaboration

and long-term value creation. The third aspect is on the lines of inventory optimisation—there should be efficient inventory management, through techniques such as just-in-time and safety stock, which minimises carrying costs and ensures product availability without overstocking.

A key component in today's modern world is the integration of technology where leveraging technologies such as AI, blockchain, and IoT enables real-time data sharing, automation, and visibility across the supply chain. Finally, sustainability and ethics are an important focus as firms are increasingly focused on sustainable sourcing, reducing carbon footprint, and adhering to ethical standards, essential for brand reputation and regulatory compliance. Some of the leaders in the industry share their detailed insights with .

Contd. on next page ►

Supplier collaboration essential for streamlining operations

In today's fast-paced business landscape, optimising supply chain operations is vital for competitiveness. Key strategies include route optimisation and use of advanced warehouse management systems. Supplier collaboration and employing real-time



Noman Ali
Founder & CEO, Inv-X
Technologies Limited

data analytics are instrumental in streamlining operations and boosting productivity. To mitigate risks, companies should adopt a proactive approach by diversifying suppliers and using digital platforms to enhance visibility. Building relations with suppliers, conducting quality control, and monitoring geopolitical and environmental factors are steps to stay ahead of disruptions. Handling them requires agility, achieved through real-time data monitoring, flexible procurement strategies, and contingency plans. AI, ML, and the Internet of Things are changing supply chains, demand forecasting, and operational visibility."

“To ease risks, companies must adopt proactive approach by diversifying suppliers and enhancing visibility.”

conducting quality control, and monitoring geopolitical and environmental factors are steps to stay ahead of disruptions. Handling them requires agility, achieved through real-time data monitoring, flexible procurement strategies, and contingency plans. AI, ML, and the Internet of Things are changing supply chains, demand forecasting, and operational visibility."

Sustainability is no longer a choice, it is business imperative

It is difficult to have the best “standards” for the economy is evolving so rapidly that the best practices are fast outdated. Methodologies and analytics are crucial. The same way, we have appraisals with HR and our managers at the end of the year, we must do the



Nissrine ELQOBAL
Co-founder & CEO,
ENY-Consulting

“Methodologies and analytics are crucial. The way we have HR appraisals... same way we should do appraisals of supply chain.”

supply chain “appraisal”. The first strategy is to do a self “Gemba Walk” or with your team and look at the gaps. Then measure the gaps you found and what are its impacts. Then plan a few actions to see the results. Identify what are the elements of potential risks in your organisations. Then adopt them in your budget and consider the same in your daily operations. A forecast prediction can go wrong, but it is better to have a forecast than to remain clueless. Sustainability is not a choice anymore; It has become a way of life. Start with small ‘bites’ that your P&L can take and build your plan for three years.





Strategies to monitor for singling out potential disturbances

Strategies for improving supply chain efficiency include adopting AI and IoT, optimising inventory management, enhancing data visibility, and analysing and refining processes to increase responsiveness. Best practices for mitigating supply chain risks include diversifying suppliers, maintain-



Aaron Smith
Director
aci logistics

ing robust contingency plans, conducting regular risk assessments, investing in real-time monitoring systems, and fostering transparent communication across the supply chain to redress potential disruptions. Handling supply chain disruptions involves implementing proactive risk

management, using real-time monitoring for early detection, establishing contingency plans, and collaborating with suppliers. Best practices for sustainability in the supply chain include sourcing responsibly, optimising resource use, reducing waste through circular practices, leveraging eco-friendly technologies, and collaborating with suppliers to adhere to environmental standards."

“Handling supply chain disruptions involves implementing proactive risk management for early detection.”

Redressing disruptions by using real-time data for decision-making

Automating processes, optimising inventory management, and enhancing demand forecasting are vital for improving supply chain efficiency. Effective risk management involves supplier diversification, utilising data analytics for risk identification, and maintaining communication



A.S. Farhan
Assistant General Manager
Freight & Logistics
Al Rais Cargo Agencies

with partners. We address disruptions by having contingency plans, maintaining buffer stock, and using real-time data for quick decision-making. Sustainable practices include minimising waste, optimising transportation routes, and adopting eco-friendly packaging. AI and

ML help in predictive analytics, demand forecasting, and automation across the supply chain. EVs and drones can be an alternative for last-mile delivery in remote areas. They are not yet ready to replace conventional methods on a large-scale due to payload capacity's limitations. The EVs need to focus on educating stakeholders through seminars, pilot programmes, and regulatory discussions.

“Artificial Intelligence and Machine Learning help in automation & predictive analytics across the supply chain.”



Analysing data for identifying, responding to disruptions

Implementing automation and digital platforms streamline operations, ensuring faster, and accurate order fulfilment. To mitigate risks, create contingency plans, and ensure real-time visibility across the supply chain. Strengthening supplier ties and conducting regular risk assessments can prevent potential disruptions and safeguard operations. Han-



Abid Hamza
GM, Business
Development, Fast
Logistics Cargo FZCO

dling disruptions requires flexibility and resilience, achieved through contingency planning, maintaining buffer stock, and utilising alternative transportation modes. Real-time data monitoring helps in quickly identifying and responding to disruptions, minimising

downtime. Best practices for sustainability include reducing carbon emissions by optimising routes and utilising EVs. Adopting circular economy principles, such as recycling materials and minimising waste, and encouraging suppliers to adopt green practices also contribute to a sustainable supply chain. AI and ML enable predictive analytics for demand forecasting, reducing inefficiencies."

“To mitigate risks, create contingency plans to ensure visibility across the supply chain.”

Sustainability in logistics sector reduces costs across supply chain

Having multiple plans and diversifying your supply chain is important. Supply chains are constantly put to the test, and they are affected by geopolitical developments and weather among others. Let us take the example of Bangladesh, which erupted in riots recently. The curfew imposed in the country, which is a large exporter of textiles, has impacted every segment



Sylvain Kluba
IMEA CFO
CEVA Logistics

of the economy. Widespread factory closures and delayed production speeded up shift from sea to air freight, which led to shortage of space and hike in rates. At CEVA, we anticipate disruptions and hence are fully prepared. One of the most significant factors

of sustainability in logistics is it is a conscious effort across the supply chain. We use innovation to drive decarbonisation through warehouses and low carbon solutions. Activities supporting these initiatives include reducing energy consumption through solar panels, LED lighting, updating the fleet to electric and low carbon vehicles, and offering low carbon fuel options." 🌱

“We use innovation to drive decarbonisation through low carbon solutions.”

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‘15% year-on-year demand from Middle East region in July’

IATA released global air cargo report for July. The Middle East–Europe trade lane performed particularly well surging 32.2%, ahead of Middle East–Asia which grew by 15.9% year-on-year. Capacity for the month increased 4.4% year-on-year. Air cargo demand hit record highs year-to-date in July across all regions, says **Willie Walsh, Director General**.



Willie Walsh
Director General, IATA

in international belly capacity, which rose 12.8 per cent on the strength of passenger markets and balancing the 6.9 per cent growth of international freighter capacity.

It should be noted that the increase in belly capacity is the lowest in 40 months whereas the growth in freighter capacity is the highest since an exceptional jump was recorded in January 2024.

The Middle East carriers witnessed 14.7 per cent year-on-year demand growth for

air cargo in July. According to the report, the Middle East–Europe trade lane performed particularly well surging 32.2 per cent, ahead of Middle East–Asia which grew by 15.9 per cent year-on-year. July capacity increased 4.4 per cent year-on-year.

“Air cargo demand hit record highs year-to-date in July with strong growth across all regions. The air cargo business continues to benefit from growth in global trade, booming e-commerce and capacity constraints on maritime

shipping. With the peak season still to come, it is shaping to be a very strong year for air cargo. And airlines have proven adept at navigating political and economic uncertainties to flexibly meet emerging demand trends,” said Willie Walsh, Director General, IATA.

In July, the Purchasing Managers Index (PMIs) for global manufacturing output indicated expansion at 50.2. The global new export orders PMI continued to hover below the 50-mark at 49.4, a



IATA released data for global air cargo markets in July showing continuing strong annual growth in demand. Total demand, measured in cargo tonne-kilometers (CTKs), rose by 13.6 per cent compared to July 2023 levels (14.3% for international operations). This is the eighth consecutive month of double-

“With the peak season still to come, it is shaping to be a very strong year for global air cargo business.”

digit year-on-year growth, with overall levels reaching heights not seen since the record peaks of 2021.

Capacity, measured in available cargo tonne-kilometers (ACTKs), increased by 8.3 per cent compared to July 2023 (10.1% for international operations). This was largely related to the growth



marker for contraction. Industrial production stayed level in July month-on-month and global cross-border trade increased 0.7 per cent. Inflation remained relatively sta-

The PMI for global manufacturing output was at 50.2. The new export orders PMI hovered below the 50-mark at 49.4

ble in July in the USA, Japan, and the European Union, with inflation rates of 2.9 per cent, 2.8 per cent, and 2.8 per cent, respectively. China's inflation rate increased 0.3 percentage points to 0.6 per cent, the highest level in five months.

REGIONAL PERFORMANCE

Asia-Pacific airlines saw 17.6 per cent year-on-year demand

growth for air cargo in July, the strongest of all regions. Demand on the Asia trade lane grew by 19.8 per cent year-on-year, while the Europe-Asia, Middle East-Asia, and Asia-Africa trade lanes rose by 17.9 per cent, 15.9 per cent and 15.4 per cent, respectively. Capacity increased by 11.3 per cent year-on-year.

North American carriers saw 8.7 per cent year-on-year demand growth for air cargo in July. Growth was hampered partly by flight cancellations and airport closures in the USA and the Caribbean in relation to Hurricane Beryl. Demand on the Asia-North America trade lane, the largest trade lane by volume, grew by 10.8 per cent year-on-year, while the North America-Europe route saw a modest increase of 5.3 per cent. July capacity increased by 7.0 per cent year-on-year.

European carriers saw 13.7 per cent year-on-year demand growth for air cargo in July. The Middle East-Europe

Air cargo market in detail

	World Share* ¹	July 2024 (%year-on-year)			
		CTK %	ACTK %	CLF (%-pt) * ²	CLF (level) * ³
Total Market	100	13.6	8.3	2.1	44.4
Africa	2.0	6.2	10.5	-1.6	40.0
Asia Pacific	33.3	17.6	11.3	2.6	48.0
Europe	21.4	13.7	7.6	2.7	49.6
Latin America	2.8	11.1	9.4	0.5	33.8
Middle East	13.5	14.7	4.4	4.1	45.8
North America	26.9	8.7	7.0	0.6	38.2

(*1) % of industry CTKs in 2023 (*2) Year-on-year change in load factor (*3) Load factor level

trade lane led growth, up 32.2 per cent, maintaining a streak of double-digit annual growth that originated in September 2023. The Europe-Asia route, the second largest market, was up 17.9 per cent. Within Europe also saw double-digit growth, up 15.5 per cent. July capacity increased 7.6 per cent year-on-year.

Latin American carriers saw 11.1 per cent year-on-year

The ME-Europe trade lane led growth, up 32.2 per cent, maintaining a streak of double-digit growth

demand growth for air cargo in July. As with North American carriers, growth was hampered in part by flight cancellations and airport closures in the USA and the Caribbean related to Hurricane Beryl. Capacity increased 9.4 per cent year-on-year.

African airlines saw 6.2 per cent year-on-year demand growth for air cargo in July—the lowest of all regions and their lowest recorded figure in 2024. Demand on the Africa-Asia market increased by 15.4 per cent compared to July 2023. July capacity increased by 10.5 per cent year-on-year.

FACT FILE

- This is the eighth consecutive month of double-digit year-on-year growth, with overall levels reaching heights not seen since the record peaks of 2021.
- Asia-Pacific airlines saw 17.6 per cent year-on-year demand growth for air cargo in July, the strongest of all regions.





TIACA starts **training library** for stakeholders, employees

Access to information is hindrance for those engaged in air cargo training, hence TIACA has created a space where anyone, especially stakeholders, can access a variety of information online about the industry. Contents are built around 12 key areas from technical, operational, and managerial point of view, says **Glyn Hughes, Director General**.

 CT Bureau

TIACA has begun an air cargo library, which will help the air cargo industry to keep experts up to date with the ever-changing regulatory requirements and evolving industry standards. It is important to undergo quality training to keep staff engaged, empowered and motivated to build a great career within the industry.

Over the past years, accessibility for training has been a challenge as the information



Glyn Hughes
Director General, TIACA

was not available to employees, hence with this online training library, accessibility

“ We hope it will be used by individuals who have a desire to prepare for a career in air cargo and logistics.”

to information comes in at the click of a mouse.

TIACA's training library could support those who require information, training

and variety of courses to help update and move forward in their careers.

Speaking on the importance of this library to help those who want to pursue a career in the industry, Glyn Hughes, Director General, TIACA, said, “We hope the library will be used by those individuals who have a desire to personally self-develop and prepare for a lucrative career in air cargo and logistics industry as well by companies who want their employees to be fully conversant with cur-



rent rules, procedures and best practices.”

“The industry requires trained individuals, but training is not always available at the location where people work. So TIACA has recently launched a global training library and invites everyone

who provides training to list their courses in it. This will then enable everyone across the air cargo industry to locate and find exactly what they need,” he added.

“We have built up the contents around 12 key areas in the industry from technical,

to operational to managerial point of view. The library contains a course description, cost, and link to the provider among others. We hope to capture all courses available

Contents around 12 key areas of the industry are available in the library: From the basic to advanced courses

from classroom to online to on demand: From introductory levels to advanced. Every individual and every company who wants to enhance skills and expertise in the industry are welcome,” he said.

The aim is to support the industry and those who work in it to improve as part of our commitment to sustainability. “Air cargo transports 35 per cent of global trade by value supporting millions of jobs around the globe and enabling the global economy to support the United Nations’ 17 SDGs,” he added.

This resource centre online is designed to provide people with access to a range of training materials, courses, certifications, and resources related to air cargo operations. The air cargo training



library is a valuable resource for industry experts seeking to enhance their skills and know-how, and for firms looking to invest in the development of their workforce. Among the programmes are linking those with training needs to those who provide training solutions, provide a convenient repository of courses from many different training providers, and searchable to browse and find a tailored solution that matches your requirements.

FACT FILE

- TIACA's training library could support those who require information, training and variety of courses to move forward in their careers.
- This online centre is designed to provide people with access to training materials, courses, certifications related to air cargo.





Soaring falcon: **Dubai** evolves as international air cargo hub

Dubai is one of the first to begin sea-air movements in the freight industry. It is a strategy adopted by air and sea transport to optimise movement of goods. This hybrid approach is cost-effective and, at the same time, much faster than traditional methods. The city's commitment to excellence in air cargo industry has ensured its growth.

 CT Bureau

Dubai became one of the first countries to begin this venture and continued its journey, which has made it a hub for the movement of cargo. This intermediate solution created more job opportunities for those engaged in this industry, which drew a good number of professionals taking reins and ensuring the growth of this industry.

From there on, Dubai has earned its name as the hub, which connects from north and south, east and west and

everywhere in between. Their commitment to excellence in the industry has gone leaps and bounds and is celebrated by industry leaders. From

FACT FILE

- Mastering movement of cargo is no easy feat. Today, trends have kept this industry flourishing and moving to a new age with technology.
- Development of infra, freezones, licensing, and warehousing have made Dubai an air cargo hub.

beginnings of the trade, the trends have kept evolving over the years. So much so that Dubai holds not only the top position but has also become the navigator owing to its strategic mastermind of its leadership, which supports the growth of this industry.

Mastering the movement of cargo is no easy feat, today trends have kept this industry flourishing and proceeding to a brand-new age with technology. Development of infrastructure, ease of business with freezones, licensing, and warehousing facilities have made the city one of the most

influential hubs in the air cargo industry. Another aspect is the partnership between public and private sectors, which has become an important driver for the growth of the industry. Ensuring quality and standards with flexibility keeps the industry booming over the years. An example was during the time of the pandemic when Dubai became the hub for every type of commodity to be transported to many parts of the world.

CARGO talk spoke with some air cargo leaders on their take on the recent trends of the industry today.

e-commerce becomes sizeable biz in record time



Solomon Phillip David
Commercial Director,
Daallo Airlines

I have been in the cargo industry and aviation industry for the past 30 years. We started the air-sea movement, and it was a success from the beginning. Today, we see it reaching the pinnacle with novel trends moving in. There are

“Our company began air-sea movement and from the start, we tasted success.”

many new developments in the industry, but e-commerce has become the most popular express cargo as it connects the manufacturer directly to the customer's doorstep. It is a sizeable business serving distances in record time, making it efficient and speedy. New generation will keep developing speedier solutions.”



Shabab Attarazadehm
CEO, AEOLUS

Technology has become a significant trend in air cargo with its software bringing nations together for seamless operations. From airway bills, which we used many years ago, it has become less time consuming, easier, and more streamlined. Artificial Intelligence is playing a vital role and has changed our industry, especially

AI is playing an important role in UAE

“The next few years will bring in more changes and trends in air cargo.”

in the UAE. It has considerably reduced the documentation process time over the years not only in the airlines but also when it comes to airports and ground handling. The next few years will bring in more changes and new trends, which will optimise movement of cargo.”

AI, robotics change face of air cargo sector in UAE

The industry is growing with people trying to explore into the most niche areas; they seek niche products seeing new market opportunities. I see the

“We have not caught up with any other industry, but will be there soon.”

industry moving towards a more global scale. With AI, robotics, everything that could have been manual is being automated. If you look at everything that is happening within the technology space, things such as cargo AI, robotics, have transformed the industry. We have not caught up with any other industry yet, but we will be there soon.”



Aaron Smith
Director
aci logistics



Dubai is the air cargo hub for its connectivity



Anilash Nair
Partnerships Manager,
National Airlines

Networking has become a key factor for the rapid growth of the industry in the UAE. Dubai has become the hub in terms of air cargo industry due to its connectivity. Training methods in the industry have achieved key changes over the years, we can see more

“Key trends have taken the industry to the next level in training and adoption of technology.”

facilitation in areas that help the future generations. Key trends have taken the industry to the next level in training and adoption of technology. These changes drive the industry further than what it was 10 years ago. Today, the industry is reaping the benefits due to the proactive mindset.”

Now, there is demand for local cargo instead of transit



Niels Boelens
Sales Manager
United Cargo

Dubai is mainly a transit hub and as United Airlines started flying one-and-a-half years ago. We see more local cargo and local production of various commodities moving across different destinations. We see more demand of local cargo, besides the traditional sea-air. We do not rely only on the transit cargo. Having the correct systems in place makes a vast difference for the growth of

“Having the correct systems in place makes a vast difference.”

the industry. There are certain areas that have grown over the years, and we see the cargo industry at its best and moving forward towards success. AI will be one of the key drivers in the industry.

Growth in transit cargo between China and Europe

The air cargo industry is moving rapidly, and we have got some good, lucrative projects coming up. We are based in Dubai and most of the cargo is going

“The industry is a gold mine. The more we dig the more we get.”

to Baku and from there, we link to Heathrow, London, Gatwick, Istanbul and Beijing, among others. We can see growth between China and Europe movement as we transit. The industry is a gold mine and will keep developing further with the adaptation of technology. AI has become a significant connector between companies and clients.”



Ghulam Samdani
CEO, Sky Bizz, Cargo GSA
for Azerbaijan Airlines



Dubai is biggest hub for warehousing, handling



Sheroy Vanderbona
Manager
Leisure Cargo

Dubai can be considered as the international hub connecting the entire world. Today, the air cargo and logistics industry is booming across the world as products are transported to various parts of the world. A click of the mouse will en-

“The huge air cargo demand today is from Far East to the USA and Europe.”

sure that the goods arrive at the destination in time. The biggest demand today is from Far East to the USA and Europe. The air cargo industry's pinnacle is when DWC begins operations where it will be a one-stop shop, it will be the biggest hub with warehousing and ground handling facilities.”

Rise in cargo shipments due to Red Sea crisis



Timothy Jesudasan
Commercial Director, ISMEA
Silkway West Airlines

Air cargo is booming for many reasons and one of them is the Red Sea restrictions. Dubai is growing as a transshipment hub over the past many years due to its ease of movement. As a gateway, which links Europe, USA and CIS countries, there is a tremen-

“Creating more job opportunities in air cargo industry has become a primary task.”

dous capacity coming in. With its many facilities and opportunities, Dubai has been able to grow with the need of the market. AI will help the industry move forward, while creating new opportunities. Airlines and forwarders need more employees, hence creating more opportunities has become a primary task.”



Automation has made air cargo industry grow rapidly



Vijayan Perumal
Director, Air Freight
Alsi Global

Developing relationships with partners has boosted this industry. The more networks you have, the better. AI has transformed the industry and today it has become much faster before, when most time was spent on documentation. Today, there is more time on hand to develop the business. Dubai is the key hub with the air-sea models as well as

“The industry will change in next few years, thanks to automation.”

air-to-air model because a lot of direct flights that link across a vast network. More changes will come in the air cargo industry in the next few years, thanks to automation.”

Air cargo industry growing rapidly due to technology

Today, technology has become a part of our lives. Logistics has become easier. You have different ERPs, software, different techniques of technology, which are involved in the

“Communication has become easy, thanks to WhatsApp and emails.”

logistics industry. From telephone or pager or fax or telex, communication has developed to WhatsApp and e-mails. At a click of the mouse, you can scan everything and save it in your software. With Dubai having paper-free vision, this will help the firm move towards technology to make become paper-free. Sustainability is another aspect that cannot be ignored.”



A.S. Azimi
CEO and MD Azimi
Cargo and Logistics

Leased freighters amount to 50% of total fleet in Middle East

Freighter operating base in Middle East has been in 70 to 100 aircraft range over the past decade: Leased aircraft represent 35 to 50% of the total fleet. For lessees, an operating lease lowers initial capital investment needs, and provides fleet flexibility to adjust capacity as per market demand, says **Alan Lim, Director, Alton Aviation Consultancy**.

CT Bureau

In the advanced air mobility space, operator start-ups, would share similar motivations and preferences for leasing. However, lessors are more hesitant due to the uncertainties related to the aircraft such as technology novelty and asset residual value.

Due to a still evolving regulatory framework, lack of track record and an established ecosystem, there are questions on the technological and commercial viability of these aircraft. These are significant risks that lessors are currently not able to accept, until there are more concrete developments demonstrating the viability of the sector.



Alan Lim
Director
Alton Aviation Consultancy

RESIDUAL VALUE

There have yet to be conclusive assessments of the real-world economics of the aircraft due to their novelty. Particularly, lessors will be interested in asset value retention with focus on batteries and electric propulsion systems. In addition,

“Bank debt and capital markets may adopt a ‘wait and see’ approach until aircraft proves its commercial viability.”

the economic lives of these aircraft are uncertain, affecting their tradability in the secondary market. Without these, lessors will find it challenging to justify the risk-return equation that underpins the leasing model.

Other traditional funding sources, such as bank debt and capital markets, may adopt a “wait-and-see” approach until

the aircraft can prove their reliability, safety, and commercial viability.

As such, prior to and at the commencement of the commercialisation phase of the industry, asset-based financing is anticipated to be more challenging to secure. Operators will have to rely on their balance sheets as a primary source of funding. With start-up operators who may not have established creditworthiness, more equity may be required, and the support of export credit agencies will be critical to secure debt financing.

As the industry matures and the feasibility and economics of operators’ business models get proven, and as asset economics become



Prospects of Financing for eVTOL Aircraft

Financing Channels	At EIS Short-term	Post-EIS Mid-term	Post EIS Long-Term (Mature)	Rationale
Cash				<ul style="list-style-type: none">Cash serves as a key funding source to support delivery for operators
Finance Lease				<ul style="list-style-type: none">Relatively more accessible than operating lease as operators assume asset risksAccessibility depends on lessee's credit
Operating Lease				<ul style="list-style-type: none">More accessible when asset economics are better understood and for better airline credits
Secured Bank Debt				<ul style="list-style-type: none">Limited access in the near term due to uncertainty of asset profile and banks' lower risk appetiteMore favorable environment is expected as market matures and with a clearer view on asset value in the longer term; established credits have better access
Unsecured Bank Debt				<ul style="list-style-type: none">Access will be solely dependent on operator credit and less favourable to startup operators
Capital Markets (Secured / Unsecured)				<ul style="list-style-type: none">Smaller financing deal size may limit accessAsset risk also limits accessibility in the near to mid termGood credits have better access
OEM Financing				<ul style="list-style-type: none">OEMs generally prefer trading out asset risks, though well-funded OEMs (e.g. backed by parent companies) may offer such option to selected customers

Satisfactory access

Moderate access

Limited access

Source: Alton

voured by lessors and financiers alike, allowing more attractive financing economics to be realised.

“In the Middle East, OEMs are advancing their efforts to develop the advanced air mobility ecosystem, in partnership with regulators, gov-

Aircraft having higher residual value retention are likely to be favoured by lessors and financiers alike

ernments, and their associated entities,” he said. These are focused on the broader goal of setting up the necessary infrastructure to support

well understood, traditional financing sources through lessors, banks, and capital markets will likely emerge.

Financiers at this stage will take both asset risks and operator credit risks into their financing decisions. Aircraft that have higher residual value retention are likely to be fa-





operations post-certification, in exchange for various forms of support.

The Middle East has several key characteristics that support the establishment of a robust advanced air mobility ecosystem. From the demand side, there are a variety of use cases for such aircraft to support not only the burgeoning luxury tourism sector in areas such as AIUla and the Red Sea, but also in improving regional connectivity among the GCC states. eVTOLs will be useful for oil and gas operations in the region, not only for logistics or passenger transport, but also for large-scale infrastructure inspection tasks.

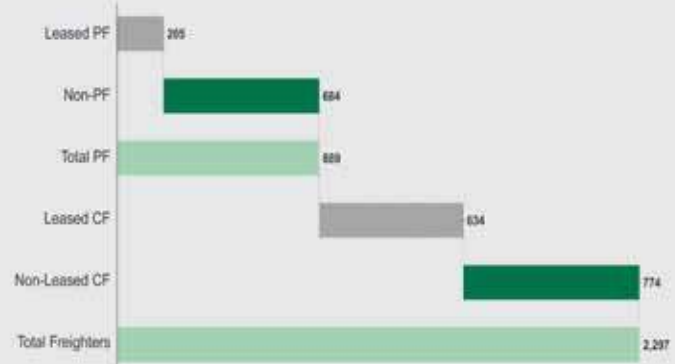
Additionally, strong government support backed by

a long-term vision provides a solid foundation for ecosystem cultivation, attracting other players into these countries. A confluence of these drivers will help support advanced air mobility operations in the Middle East. This will undoubtedly drive the growth of leasing opportunities for these aircraft among both start-up and established operators.

LESSOR LANDSCAPE

Globally, there are almost 2,300 dedicated freighters, narrowbody and wide-body, in service, of which about 40 per cent are leased. About half of the dedicated freighters are based in North America, with only about 4 per cent (85 aircraft) based in the Middle East. Of these 85 aircraft, 40

Freighter fleet breakdown (Wide-body & narrowbody only)



Note: PF = Production freighters, CF = Converted freighters Source: Alton; CAPA

per cent of them are owned by around nine lessors, excluding trust funds. DAE is the major Middle East-based freighter lessor, with 13 777F aircraft (the majority are leased to Emirates) and other types such as the 747-400Fs and 757-200Fs.

FREIGHTER LEASING

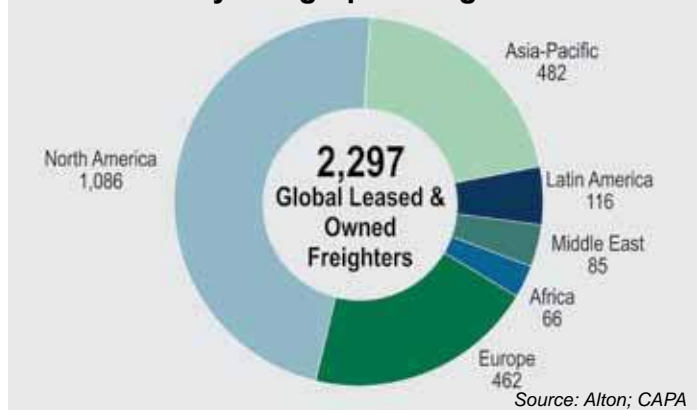
The freighter operating base in the Middle East has been in the 70 to 100 aircraft range over the past decade. Of these, leased aircraft represent 35 to 50 per cent of the total fleet, mostly owned by private/non-government lessors.

Apart from DAE Capital, which is a lessor owned by the Government of Dubai's investment arm, other partici-

pants in the market are mostly private/non-government leasing firms based outside the Middle East such as Air Lease Corporation and Cargo Aircraft Management. However, given the push to develop the region's aviation industry, there are new lessors that have been established.

For example, AviLease, which is fully owned by the Kingdom of Saudi Arabia's Public Investment Fund, was established to finance the deliveries of aircraft needed to support Vision 2030 and tap on the emerging opportunities in both the air passenger and cargo industry. The lessor became a leading global lessor following its acquisition of Standard Chartered's aircraft leasing busi-

Total Freighter (Widebody & Narrowbody) Breakdown by Geographic Region



Source: Alton; CAPA



Operator considerations for freighter leasing

Operators benefit from freighter leasing from a number of perspectives:

❖ New production freighters typically have delivery times of two to three years, depending on the model (e.g. Emirates SkyCargo ordered five 777Fs in mid-2024 with expected delivery between 2025 and 2026, while Maersk's new 777Fs took three years). On the other hand, freighter conversion takes between 3-12 months depending on the freighter aircraft type, making leasing a more attractive option for operators who need to quickly adapt to market demands.

❖ Conserving capital by avoiding making significant upfront investments when acquiring aircraft. By doing so, operators / lessees can retain more cash to allocate towards operational needs, as well as investing and financing capital expenditures;

❖ Gaining capacity flexibility with the ability to both up-gauge and down-gauge capacity with medium-term market demand

❖ Enjoying fleet flexibility especially as airline operators usually cannot reliably project their aircraft needs over the useful life of a commercial jet aircraft of typically 25 years. The existence of aircraft lessors helps the industry in more effectively distributing aircraft to airline operators that can in turn lease them over shorter periods;

❖ Avoiding the responsibility of selling the asset when it is no longer desirable. Lessees can maintain their preferred fleet characteristics, without having to worry about the resale process as market prices for used aircraft are subject to fluctuations based on supply and demand dynamics, which can be unpredictable and volatile;

❖ Focusing management efforts on other areas of the business. Acquiring and disposing of assets requires a significant amount of time and expertise, and making sub-optimal decisions can result in significant costs. On the other hand, market timing should be a core competency of a leasing firm. Lessees can rely on the leasing firm's expertise in making informed decisions on asset acquisition and disposal, including optimal market timing;

❖ Having the ability to try a new aircraft type or launch a new route with lower commitment than aircraft ownership; and

❖ Giving less mature or 'startup' airlines the advantage of choosing their initial fleet with less capital-intensive operating leases instead of financing their assets with equity and large amounts of debt.

ness, with a current fleet of 175 aircraft and goals to expand to 300 by 2030.

There are the following considerations for operators in leasing freighters, as they can significantly impact the returns of the business decision:

(i) **Lease duration:** The duration of the lease is typically between six to 12 years for dry leases, and 12 to 18 months for wet leases; operators will need to ensure that the duration of the lease corresponds with the committed demand

provided by their own customers, or at least its view of the market based on its business plan.

(ii) **Lease rate:** This is typically determined by the choice of aircraft type (e.g. narrowbody vs widebody, production vs converted

freighter), the aircraft's age, and macro demand and supply dynamics. Dry lease rates can range from US\$100,000 a month to US\$1,000,000, depending on the capability of the aircraft (payload/range), age, lessee credit, and other characteristics.

(iii) **Maintenance terms:** Whether the operator is going to pay monthly maintenance reserves during the lease term (MR) or a one-time payment at lease end (EOL) would affect the operators' cash flow and financial returns. A lessor's requirement for a lessee to pay MR or EOL is largely determined by the lessee's credit.

(iv) **Return and redelivery conditions:** Operators need to have a clear understanding of the return conditions at the lease end, as onerous conditions could result in significant cash outflow at lease end.

The decision to lease or own freighter aircraft will depend on each operator's case and the market conditions it is currently in. If there is a need for near-term expansion, then leasing can be a convenient avenue for operators to grow. Longer lead times for new factory-built freighters will be suitable for fulfilling long-term fleet and plans. 🚀





dnata's non-electric airside vehicles, GSA switch to **biodiesel**

Announcing milestone in its sustainability journey, dnata took this step in partnership with Dubai Airports and ENOC. The shift is projected to cut carbon footprint by 3,500 tonnes annually over the life cycle of the fuel consumed by dnata fleet. The airport operator is committed to driving change in ground handling and cargo operations.

 CT Bureau

The initiative has been gradually rolled out across dnata's extensive ground handling and cargo operations at the two Dubai airports, Dubai International and Al Maktoum-Dubai World Central. It involves a total of 2,500 vehicles, which support the safe and timely operations of over 220,000 flights annually. dnata has been using a blend of biodiesel across its landside fleets at dnata logistics, City Sightseeing Tours, Arabian Adventures, and Alpha Flight Services, in the UAE since last summer.

"Our latest initiative to switch all our non-electric airside vehicles to biodiesel in

"It involves 2,500 vehicles, which support the safe and timely operations of over 220,000 flights annually."

— Steve Allen, CEO, dnata Group

Dubai is a big step forward in our decarbonisation journey. It demonstrates our dedication to cutting emissions, a core part of our environmental strategy, while maintaining the highest level of quality and safety across our operations," Steve Allen, CEO, dnata Group, said.

"This achievement would not have been possible without the collaboration with Dubai Airports and Emirates National Oil Company Group, who share our commitment to contributing to the UAE Government's Net Zero 2050 strategic initiative. We look forward to continuing our partnership to reduce our environmental footprint and make a positive impact on the aviation industry," he said.

"Sustainability in aviation requires everyone to pitch in, and as the airport operator, we are committed to driving change. Our partnership with dnata and ENOC to introduce biodiesel highlights how collaboration can lead to progress. While sector-wide solutions are crucial, airports

must also score quick wins on the ground," Paul Griffiths, CEO, Dubai Airports, said.

"This shift will benefit all operators of vehicles and equipment operating airside by replacing traditional diesel with a cleaner alternative. Given the size of dnata's fleet both Dubai airports, we know this project is vital for a broader sustainable GSE strategy, and we are proud to contribute to reducing dnata's emissions and setting a new standard for the aviation industry," he added.

ENOC Group has provided dedicated biofuel trucks and fuel stations to support dnata's transition into biodiesel in Dubai. His Excellency Saif Humaid Al Falasi,



Group Chief Executive Officer (CEO), ENOC, said, “This partnership underscores the ENOC Group’s commitment to expedite the UAE’s transition to clean and sustainable energy sources under the National Policy on Biofuels. We look forward to enabling clean energy alternatives to

further diversify the national energy mix.”

REDUCING EMISSIONS

dnata is reducing emissions across its businesses using renewable energy where available, and in some markets, such as the UK and Ireland, where it procures solar and

wind energy. Recently, it has installed solar panels in Pakistan and the Philippines to avoid consuming fossil-fuel powered electricity across several facilities. In 2023-24, dnata generated 21 per cent more renewable energy and purchased 191 per cent more renewable electricity, than in

In 2023-24, dnata produced 21% more renewable energy and purchased 191% more renewable electricity



the same period the previous year. dnata invests in modern fleet to improve environmental efficiency. Its fleet commits to phasing out diesel-operated engines and switching to hybrid, electric, or hydrogen wherever airports have provided adequate infra. Presently, 65 per cent of dnata’s fleet is now electric in the Netherlands, 44 per cent in Italy, 40 per cent in the UK, and 39 per cent in Switzerland.

FACT FILE

- The ENOC gave biofuel trucks and fuel stations to support dnata’s transition into biodiesel.
- dnata is reducing emissions across its businesses using renewable energy.

Third freighter added to One Air's fleet on 5-year lease

Boeing 747-400ERF offers a capacity of 124,000 tonnes and aims to meet strong cargo capacity in Asia and Europe. The additional capacity, says Paul Bennett, Chairman & CEO, One Air, will enable them to provide more availability to its clients. The carrier plans to add fourth freighter to its fleet in the first half of 2025.

CT Bureau

British cargo airline, One Air, has added a third Boeing 747 freighter to its fleet to meet demand for capacity in Asia and Europe. The Boeing 747-400ERF has joined One Air on a five-year lease from Aero-TransCargo FZE and completed its first flight for the airline in mid-September from Hong Kong to East Midlands Airport in the UK.

The Boeing-built freighter is the first aircraft in One Air's fleet to offer a nose door as well as a side door for loading and unloading. The 747-400ERF version also offers a higher payload capacity of up to 124,000 kg.

"Our business case was always based on the high demand for a British cargo airline, and this is being borne out by the volume of flights



Paul Bennett
Chairman & CEO
One Air

“The new Boeing freighter in our fleet will provide more capacity—124,000 tonnes—to our clients.”

we are operating. The arrival of our third Boeing 747-400

ERF with its increased capacity and capability will enable us to provide more availability to our growing client base. We are pressing ahead with our future fleet plans and expect to add one more freighter in the first half of 2025 based on our current growth plan,” Paul Bennett, Chairman & Chief Executive Officer, One Air, said.

One Air commenced B747F flights in July 2023 after receiving its Air Operator certification from the United Kingdom Civil Aviation Authority and added a second 747-400 aircraft to its fleet in December to support its growing flying programme between China, Hong Kong and Europe.

The airline's first 12 months of charter operations included flights from airports across the UK, including London Heathrow, London Stan-

The freighter is the first aircraft in One Air's fleet to offer a nose door and a side door for loading and unloading

sted, East Midlands Airport, Birmingham, Doncaster/Sheffield, Glasgow Prestwick, and Cardiff cities.

Supporting its growing client base of freight forwarders, logistics providers, and charter brokers, One Air's 747s have also served points in Europe, the Middle East, and Asia, Almaty, Amsterdam, Astana, Châteauroux, Hahn, Hong Kong, Jinan, Larnaca, Maastricht-Aachen, Muscat, Shannon, and Singapore.

Most recently, as well as ad hoc charter flights, One Air has been operating a contract for seven 747F flights a week ex Hong Kong into Europe carrying general cargo.

Earlier this year, One Air announced it was starting regular flights using East Midlands Airport (EMA) for the United Kingdom flight operations. With its favourable slot availability and fewer restrictions for all-cargo aircraft, the central UK airport is now the destination point for the airline's weekly flights from Hong Kong.

This strong demand also reflects the successful commercial activities of Air One Aviation, the airline's launch international sales agency. 🇬🇧



Join NAFL / FIATA to get connected for networking and business opportunities

Membership open for 2023



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- + Access to secretariats assistance
- + FIATA arbitration code
- + Use of FIATA documents
- + FIATA worldwide member connectivity
- + Talent Connect Worldwide, E-Learning

National Benefits:

- + The NAFL member certificate
- + Use of the NAFL logo
- + Free access to networking events
- + Discounted rates in participating in global and regional conferences
- + Assistance in case of legal advocacy
- + Discounts for cargo/logistic events and exhibition stands
- + Discount training for NAFL members
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- + Complimentary internship, Skill upgrade and Mentoring & Innovation ideas
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Be the Industry voice, protect yourself by STC, Insurance and maritime advice, network B2B, B2C

ACCREDITATIONS



NAFL : National Association of Freight & Logistics

P.O. Box 60944 Dubai, United Arab Emirates

Register at info@nafl.ae, www.nafl.ae

Environmental concerns popularise electric vehicles

EVs have been on the rise over the past few years. Today there is profound impact when it comes to global supply chains, which seem to reshape industries and their strategies to adapt to evolving demands. Key challenges in air cargo industry include sourcing raw materials to manufacturing and logistics, infra development and geopolitical crisis.

CT Bureau

One of the most important areas to focus on is the supply chain of raw materials, which has created a critical demand for minerals such as lithium-ion-batteries, cobalt, nickel, and other rare elements, which EVs rely on. Scrambling for these materials causes many setbacks, such as price volatility among others in the supply chain.

From production to the actual transportation of EVs, more support is required to bring the entire supply chain to work hand in hand and make it a success.

However, the aspect of sustainability focuses on ESG. As the electric vehicle market grows, there is increasing scrutiny over the environmental and social impacts of supply chains, especially in mining. Firms are being pushed to ensure ethical

Infrastructure is another aspect as there should be areas where EVs could be charged, this requires a lot of investments

sourcing of materials, reduce the carbon footprint, and improve transparency in their supply chains.

Today, we see the industry working towards battery recycling and developing circular supply chains to reduce



Mazhar Marzook
GSA Cargo Manager, UAE
ATTA Cargo

“We must make aware stakeholders through workshops and discuss with govt agencies.”

reliance on some materials. Infrastructure is another aspect as there should be many areas where EVs could be charged, this requires a lot of investments. Integration of renewable energy to meet the demand sustainably is no easy feat, but the work has begun.

“It is early to assess the full impact of new EV technology on the global supply chain. Such new initiatives can lower the carbon footprint of transportation, especially when powered by renewable energy. However, challenges such as battery production and disposal and the need for better charging infrastructure must be addressed. The electric vehicles offer benefits for logistics, including lower emissions, reduced operating costs, quicker and less noise in populated areas. But challenges such as limited range,



Razmal Assen (MAL)
Executive Director, UAE
Kenya, India, Scanwell Logistics

“EVs and cargo drones are better options compared to traditional methods for last-mile delivery in remote areas.”

developing infrastructure, and higher initial and investment costs need to be addressed. In the GCC, EV adoption faces restrictions in sensitive areas. Additionally, new separate charging fees have been introduced by the authorities, which may discourage some from transitioning to EVs,” Yasser Zahreddine, Country General Manager, SMSA Express, said.

Richard Hall, Director, Middle East/Asia Pacific, Transport Overseas Group, is of the view, “It depends on how and where EV technology is being used. Inside the port, for example, is possible, while long distance trucking is not possible. This is also highly dependent on the charging network in each country and who is willing to pay and develop this. Clearly, there are commitments to reducing



Yasser Zahreddine
Country General Manager
SMSA Express

“The EVs offer benefits for logistics, including lower emissions, less noise, reduced costs and the like.”

emissions within the logistics sector and EV technology will help in this to an extent in smaller vehicles or last-mile delivery. The downside is that the same tech cannot be used for heavy vehicles, ships or aircraft and this looks like it will not change in the future.”

“The integration of EVs in logistics can contribute to sustainability by reducing carbon emissions and minimising air and noise pollution. EVs offer a cleaner alternative to traditional fossil fuel, aligning with global efforts to combat climate change and improve urban air quality. As governments and corporations work towards more sustainable supply chains, EVs play a crucial role in achieving environmental targets. The lower maintenance and costs of EVs enhance their sustainability benefits. As a specialist in



Richard Hall
Director, Middle East/Asia Pacific
Transport Overseas Group

“Challenges such as battery production, disposal and the need for charging infra must be addressed.”

manufacturing custom-made storage and material handling solutions, DIMOS focuses on tailoring electric-powered vehicles and systems to their respective applications and environments. By combining innovative electric systems with practical application, we help achieve efficiency and environmental goals,” Martin Bremen, Managing Director, DIMOS, explained.

“The advantages of EVs in logistics include reduced emissions, lower fuel costs, and improve energy efficiency, making them an environmentally friendly option. The electric vehicles



Martin Bremen
Managing Director
DIMOS

“Integration of EVs in logistics contribute to sustainability by cutting emissions and lowering air & noise pollution.”

requires less maintenance and offers long-term cost savings. However, some challenges remain, such as limited charging infrastructure, range limitations for long-haul routes, and higher upfront costs. The industry is evolving rapidly, and technological advancements are expected to address these hurdles, making EVs a viable option for logistics operations soon,” he reiterated.

“The use of EVs can contribute to sustainability, especially in emission reduction. EVs benefit with lower emissions and reduced long-term costs. Limited infra and high

ADVANTAGES & DISADVANTAGES

Pros of EVs

- **Environmental benefits:** Reduce emissions and air pollution, and promote sustainability
- **Cost savings:** Have lower costs due to cheaper power against gasoline
- **Maintenance:** Integrate fewer moving parts, leading to lower maintenance costs
- **High performance:** Operate with buttons and pedals not on gears, and is lighter in weight with quick acceleration

Cons of EVs

- **Range limitations:** Have limited driving range compared to fossil fuel vehicles
- **Charging infrastructure:** Lack of robust charging infrastructure to support widespread EV adoption
- **Upfront costs:** Initial purchase price of EVs can be higher than traditional vehicles
- **Time management:** Lack of facilities for EVs could be time consuming for day-to-day activities

costs of EVs are challenging, especially in UAE where quick rapid freight flow is crucial. Drones can support supply chain methods, particularly for last-mile deliveries. We raise awareness through workshops, collaborating with government agencies. The United Arab Emirates is in a good position to lead these initiatives, given its focus on adopting new logistics technologies,” Mazhar Marzook, GSA Cargo Manager, UAE, ATTA Cargo, said.

Razmal Assen (MAL), Executive Director, UAE, Kenya, India, Scanwell Logistics, said, “The logistics sector is transforming with adoption of EVs and cargo drones, promising improvements in technological and environmental aspects. The electric vehicles enhance

sustainability in the global supply chain by producing zero emissions, thus reducing greenhouse gases and air pollution. They offer lower operating costs, reduced emissions, a boost in vehicle performance and decreased dependency on fossil fuels. The EVs are quieter and require less maintenance.”

As the EV market grows, there is an increasing scrutiny over the environmental & social impacts of supply chains

“But challenges include high costs, problematic raw materials involved in construction, limited range, long charge times and need for infrastructure. Cargo drones are an effective option to conventional logistics methods, reducing delivery times in remote areas, and reducing emissions against traditional vehicles,” he added. Raising awareness about drones involves public education campaigns, industry-wide collaboration, and pilot projects. Integrating EVs and drones into logistics holds promise for enhancing sustainability and efficiency. Addressing the associated challenges will be key to realising their full potential, Assen added. 🇦🇪



Cozmo opts for personalisation & tech-driven logistics solutions

Cozmo Travel, which has branched out into logistics, is focusing on cutting-edge technology, tailored transportation, warehousing, and supply chain management services. The emphasis is to meet evolving needs of businesses, ensure their products reach the destination in time, consistently, says **Samantak Dasgupta, General Manager, Cozmo Logistics**.

CT Bureau

Cozmo Logistics, which is another branch of Cozmo Travel, provides a full spectrum of logistics services, including air freight, ocean freight, and warehousing solutions, catering to both B2B and B2C clients. Our expertise spans a wide range of cargo types, from perishable goods and high-value items to heavy machinery.

By specialising in handling diverse cargo, we require expedited delivery of temperature-sensitive products or the secure transport of valuable equipment. This versatility allows us to offer tailored solutions that addresses the challenges of various industries.



Samantak Dasgupta
GM
Cozmo Logistics

DOMESTIC AND GLOBAL SERVICES

"The firm, which is committed to personalised service and innovation leverages advanced technology to provide real-time tracking and optimised routing, enhancing vis-

ibility and efficiency. Its focus on building strong relationships ensures that we offer bespoke solutions that addresses their specific logistics needs. This sets us apart in a crowded market," Samantak Dasgupta, GM, said.

AI-DRIVEN PROCESSES

Incorporating automation and AI-driven processes is central to the company's strategy, which invests in predictive analytics, ML, and automated warehousing systems to streamline operations and improve accuracy. AI enables the company to forecast demand, optimise inventory management, and enhance route planning. Automation increases efficiency and reduces the potential for human

error, allowing us to deliver higher-quality services.

"While we recognise the value of collaborating with 3PL, the firm is focused on

“The sector in the Middle East is experiencing transformation with emphasis on digitalisation and smart logistics.”

building its robust network. Developing an in-house network allows it to maintain greater control over service quality and operational stand-



ards. By establishing partnerships with key carriers and service providers, the firm can preserve its flexibility to adapt to evolving market demands," he said.

Environmental sustainability is a core principle at Cozmo Logistics. The company is committed to minimising its environmental footprint through several initiatives. Its fleet management includes investments in fuel-efficient vehicles and exploring alternative energy sources to reduce emissions. The firm is also implementing energy-efficient practices in its warehousing operations. By adopting green logistics practices and promoting sustainability, the firm aims to contribute to a cleaner, more sustainable future.

LOGISTICS AND AIR CARGO TRENDS

The logistics and air cargo sector in the Middle East is experiencing transformation with emphasis on digitalisation and smart logistics solutions, enhancing operational efficiency. The rise of e-commerce is driving demand for faster delivery solutions. The Middle East is becoming a strategic hub for global trade, with investments in infrastructure development and logistics networks.

GROWTH OPPORTUNITIES

The Middle East presents substantial growth opportunities in the logistics sector. The region's location as a transit hub between Europe, Asia, and Africa is an advantage.

Investments in infrastructure, such as ports and airports, are enhancing connectivity and capacity. The expansion of e-commerce and the need for efficient supply chain solutions are driving demand for advanced logistics services. The focus on innovation and sustainability aligns with global trends, providing avenues for growth and differentiation in the market.

"At Cozmo Logistics, we are poised to capitalise on these opportunities and drive progress in the logistics industry. Our commitment to excellence, innovation, and sustainability positions us as a leader in the evolving logistics landscape of the UAE and beyond," he added.

TRAINING, AND RETAINING TALENT

In a competitive field such as logistics sector, attracting and retaining top talent is important. Our strategy focuses on offering a dynamic and inclusive work environment, which not only fosters professional growth but also development. We also provide comprehensive training programmes to ensure our team is well-versed in the latest industry practices and advanced technologies.

We stress on career opportunities and create a culture that values innovation and teamwork. By investing in our employees, we not only enhance our service quality but also build a dedicated and skilled workforce. 🚚



New logistics credit card launched by Emirates NBD, DP World

The two organisations launched a new co-branded corporate card in partnership with Mastercard. The new card caters to all businesses, including those that use DP World and Dubai Trade services across its port and terminals, customs and logistics solutions. Designed to appeal to various segments, the card is a unique proposition in the UAE.



CT Bureau

Emirates NBD and DP World, a leading provider of global end-to-end supply chain solutions, have announced the launch of a new co-branded credit card in partnership with Mastercard. The new card caters to all businesses, including those that use DP World and Dubai Trade services across its port and terminals in the UAE, as well as customs and logistics solutions.

The product features a revolving credit facility with a highly competitive interest rate and will also offer cash-back on spends with no cap. Customers will receive access to the exclusive Dubai Trade Priority Call Centre, a premium service with 24x7 availability. Those opting for the Emirates NBD DP World card can open an account with

The loyalty solution enables them to reduce costs and drive growth through essential business services

Emirates NBD Business Banking and access the range of products and services.

The programme will link business cardholders to 150 merchant discounts through Mastercard's Easy Saving Specials (ESS) platform. ESS is global redemption-based programme with time-limited merchant offers redeemed at checkout. The loyalty solution enables them to reduce costs and drive

growth through essential business services.

"As a leading national bank, Emirates NBD is committed to empower UAE businesses and foster trade. Our tie-up with DP World unites two entities to deliver an essential tool for the region's business sector that forms the backbone of the UAE economy," Deepak Chandran, Group Head, Retail Products, Emirates NBD, said.

"Our partnership with Emirates NBD to introduce this co-branded card exemplifies our commitment to providing innovative solutions that enhance financial flexibility for businesses. Clients will benefit from reinforcing our role in driving the UAE's economic growth and supporting global trade ambitions," Ahmad Al Hassan, Chief Financial Officer, DP World

GCC, said. "The launch of the Emirates NBD DP World co-branded Mastercard corporate credit card is in line with our shared commitment to advancing the Dubai Economic Agenda 2033 by growing trade volumes from and within Dubai and the EMEA region. In addition to facilitating fast, seamless and secure transactions, the product is designed to link UAE trade partners to a world of benefits that enhance EoDB," Gina Petersen-Skyrme, Country Manager for the UAE and Oman at Mastercard, said.

FACT FILE

- The new credit card's launch is in line with the commitment to advancing Dubai Economic Agenda 2033 by rising trade volumes.

Air cargo experts to gather in Hungary for **ACE 2024**

ACE 2024, a landmark event in air cargo and logistics sector, is drawing the industry's professionals and innovators from across the globe. Scheduled for 7 to 9 October 2024 at Ritz-Carlton in Budapest, this air cargo event will run alongside the 7th edition of BUD Air Cargo Day, organised by Budapest Airport.



With **CARGO talk** as the media partner, ACE 2024 will be hosted across two venues, providing an ideal setting for over 200 key experts to engage, network, and explore new business opportunities. The conference sessions will take place at the "Budapest Whale," or Balna, an iconic convention centre known for its striking architecture and modern facilities.

ACE 2024 stands as a vital event for air cargo, focusing on digitalisation and sustainability among others

The welcome reception and face-to-face meetings will be held at the Ritz-Carlton Budapest, offering a perfect



Christos Spyrou
ACE Organiser; Founder & CEO
Air Cargo Plus

environment for deep discussions on the latest trends in air cargo business models, strategies, and technologies. The Middle East, a region of growing significance in global air cargo, will have substantial representation at ACE 2024, reflecting its vital role in the industry's ongoing growth and development. The event will not only focus on aviation, digitalization, and sustainability but also provide attendees with opportunities to experience the scenic Danube and immerse themselves in Hungary's cultural heritage.



ACE 2024 stands as a critical event for the air cargo industry, acting as a global platform for thought leadership and strategic networking. In an era marked by rapid technological advancements and economic landscapes, the event provides industry leaders with insights and connections necessary to navigate these changes.

MIDDLE EAST PARTICIPATION

Exhibitors from the Middle East, who have confirmed their participation in ACE 2024, underscored the region's critical position within the global air cargo network.

These exhibitors hail from key air cargo hubs such as the UAE, Qatar, and Kingdom of Saudi Arabia, bringing a wealth of expertise and innovative solutions to the table. The air cargo routes between Budapest and Dubai, Doha, and Istanbul highlight the event's importance.

The Middle East, which plays a vital role in air cargo, will have substantial representation at ACE 2024

These routes facilitate the flow of goods between Europe and Asia, making the discussions at ACE relevant for delegates of the the Middle East.

The air cargo event provides a platform to explore how the links can be optimised through advancements in logistics, technology, and collaborative partnerships, ensuring the Middle East continues to play a pivotal role in cargo operations. 🌐



Get together to **celebrate** **excellence** of air cargo experts

UAE cargo airlines and GSA community recently held a get together to honour five pioneers in the cargo industry. Ninety experts attended the event. The five pioneers, Andy King, Issa Balluch, Lionel Smith, Solomon David, and Peter Longsdale, were recognised for their excellence. It was the first time that the community got together to network.









WingsWay's **skill-based training** in logistics, supply chain management

Arabian Cargo Award winner WingsWay Training Institute is creating opportunities as an innovative skills provider dedicated to redefining the way knowledge is imparted to those engaged in logistics, SCM industry and procurement. Empowering those within the industry and training those aspiring to be in the sector are areas which they focus on.

CT Bureau

The institute specialises from classroom training, practical exposure to cultivation of leadership qualities. Skill-based training not only transforms lives but also fuels economic growth. WingsWay envisions a world where everyone has access to all the learning resources to build a successful career, Shakir Kantawala, Co-founder & Managing Partner, WingsWay Training Institute, said.

SKILLS IN DEMAND

The in-demand skills across the region, include data analytics, which helps firms make informed decisions based on data trends, supply chain

management, and digital literacy, crucial for operating modern logistics software and systems. These skills enhance operational efficiency and decision-making capa-



Shakir Kantawala
Co-founder & Managing Partner
WingsWay Training Institute

“The industry can ensure its workforce remains adaptable and capable of meeting future challenges.”

bilities. Professionals with these skills are equipped to handle the complexities of the cargo industry, ensuring that operations run smoothly and efficiently.

TECHNICAL SKILLS

Operational roles in air cargo handling and logistics require skills such as

cargo handling, which involves safe loading and unloading of products, inventory management, and knowledge of automated systems.

Mastery of these skills is essential for maintaining operational efficiency and safety. These skills are the backbone of the industry and ensure cargo is handled correctly and logistics operations are optimised for speed and accuracy. Proficiency in these areas helps in minimising errors, reducing downtime, and enhancing overall productivity.

SPECIALIST TRAINING

Our training solutions specialists conduct a thorough





analysis of the learners and recommend the best learning solutions. For individuals aspiring to enter the air cargo industry, training programmes such as IATA's Cargo Introductory Course provides foundational knowledge about the industry, while Dangerous Goods Regulations training ensures compli-

ance with safety standards for handling hazardous materials. These courses equip individuals with the skills and knowledge to start their careers in air cargo.

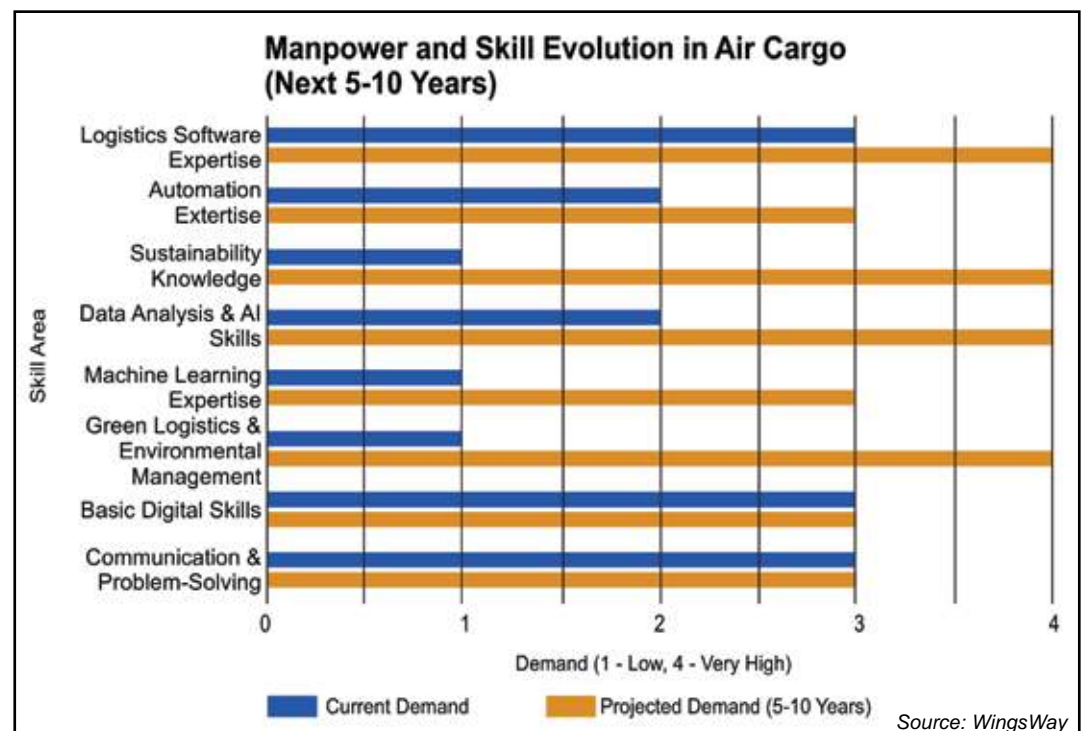
The air cargo industry addresses skill gaps by implementing continuous training and development programmes. These initiatives often involve partnerships with educational institutions and certification bodies to provide training that aligns with industry standards.

Over the next five to 10 years, the air cargo industry will witness a growth in demand for digital skills

By fostering a culture of continuous learning and development, the air cargo

industry could ensure that its workforce remains adaptable and is capable of meeting future challenges, Kantawala said.

In the next five to 10 years, the international air cargo industry would witness an increase in air cargo demand for advanced digital skills to manage sophisticated logistics software, automation expertise to operate automated systems, and knowledge to implement environmental friendly practices.



Global leaders converge on Dubai for logistics & mobility

Logimotion 2024, which serves as a key platform for the logistics, transport, and mobility sectors, focusing on solutions in supply chain management, warehousing, and mobility, will be held from 10 to 11 December in Dubai. The event will bring together professionals in these important sectors on a common platform.

CT Bureau

Hyperloop Transportation Technologies (HyperloopTT), a USA-headquartered high-speed transportation pioneer and China-based aircraft manufacturing company Aerospace Times Feiping, have joined forces with Logimotion 2024 to become the partners for the event's Transportation and Mobility section. Logimotion will take place at Dubai World Trade Centre from 10 to 11 December.

Hyperloops are tube-based transportation systems designed to move goods and people at 'airplane speeds'. The introduction of hyperloops would reduce travel time between cities and logistics hubs, promote widespread economic expansion,



Andrés de León
CEO
HyperloopTT

“We are happy to be the partner for the Transportation and Mobility section at the first-ever edition.”



Dishan Isaac
Exhibition Director
Logimotion

“The brightest minds will come together to help shape a sustainable and interconnected future.”

Mobility Section at Logimotion. The brightest minds will come together at this event to help shape a sustainable and interconnected future,” Dishan Isaac, Exhibition Director, Logimotion added.

The systems being developed by HyperloopTT have the potential to revolutionise transportation with sustainable and energy-efficient transit solutions. Also, the company's showcase at Logimotion, de León will address attendees at the TransMobility Forum, which will explore the next generation of mobility.

Aerospace Times Feiping belongs to China Aerospace Science and Technology Corporation and is currently the world's largest high-tech enterprise for logistics UAV systems, provides R&D, production, and manufacturing. Aerospace Feipeng Co. will showcase its UAV portfolio at the event.

This includes the FP-985, the large fixed-wing aircraft, which has a loading capacity of 1,700 kg and has the capacity to operate during the day and night, in sandstorms, high-temperature environments, has solar radiation resistance and large cargo capacities.

The inaugural edition will coincide with Automechanika Dubai 2024 encompassing Warehousing Solutions & Equipment, Freight, Cargo & Material Handling and Transportation & Mobility. Alongside, the event will feature three conferences, which include SCALEX, the Global Trade & Infrastructure Summit and the TransMobility Forum. 🌐



and replace emission-heavy methods of transportation. HyperloopTT is focused on advancement of high-speed transit through the hyperloop. To date, it has developed a full-scale test system, a comprehensive insurance framework, and certification norms

for its innovations. “We are proud to be involved as the main partner for the Transportation and Mobility section at the first-ever edition. Collaboration lies at the heart of HyperloopTT, which is why we are so excited to tap into the show's spirit of connectiv-

ity as we share our vision for the future of transportation,” Andrés de León, CEO, HyperloopTT, said.

“We are delighted to welcome HyperloopTT and Aerospace Times Feiping as partners for Transportation and

Rikaz initiates phase II of logistics park

The second phase of Node Logistics Park in Eastern Riyadh has been launched by Saudi real estate developer, Rikaz. The phase II spanning an area of 116,000 square metres is estimated by the company to fetch sales revenue of US\$29 million. The phase I of the project was launched ear-



lier this year in an area spanning around 158,000 square metres. The project is being developed at a whopping investment of US\$293 million, which is being financed by the local Alinma Bank and Alinma Investment company. Earlier this year, Arcapita announced its partnership with Rikaz in the development of the Node Logistics Park.

dnata signs handling contract with easyJet

dnata has won a multi-year ground handling contract with easyJet at Zurich Airport in Switzerland. Through this collaboration, dnata will provide efficient passenger, ramp and baggage services to easyJet. "We thank the airline's team for their trust in our best-in-class handling services and look forward to extending our collaboration," Willy



Ruf, MD, dnata Switzerland, said. dnata will provide services on 3,800 annual flights. dnata operates at two Swiss airports—ZRH and Geneva Airport, carrying out its handling operations for 30 airlines. In 2023-24, its network recorded eight million passengers and carried out 90,000 tonnes of cargo in Geneva and Zurich.

EANAN conducts test of the flight of 'Rikaz' Unmanned Aerial Vehicle

EANAN has tested the flight of its model 'Rikaz' Heavy Cargo Vertical Take-off and Landing (VTOL) and Unmanned Aerial Vehicle (UAV). This achievement marks a milestone in EANAN's vision towards commercialising its drone technology. The testing was conducted to gain insight into the drone's automated flight controls, navigation system and the stability of the communications system. 'Rikaz' can carry a payload of 50 kg and can increase its capacity load up to 200 kg at a speed of 60 kmph. "We are proud to have achieved this milestone, aligning with Dubai's vision of becoming a global leader in



urban air mobility by embracing cutting-edge transportation technologies," Ulrich Weckx, CEO, EANAN, said. "By testing the RIKAZ Heavy Cargo Drone's communica-

tion stability, we have taken a step towards comprehending the potential of UAVs to maintain communication during flight," Mashaal Al Marzooqi, R&D Director, EANAN, said.

DP World revenue grows by 3.3% in H1 2024

DP World announces resilient financial results in H1 of 2024. It reported growth of 3.3 per cent in revenue, which stood at US\$9,335 million. However, the figures for the adjusted EBITDA decreased by 4.3 per cent to US\$2,497 with adjusted EBITDA margin of 26.8



per cent. The revenue growth is driven by operational and supply chain efficiencies at the ports and terminals. The firm reported container volumes growth of 6.1 per cent followed by growth in America, Europe, and Asia-Pacific. The decline in EBITDA is due to the Red Sea crisis.

DIEZ registers 18% growth in net profit, 12% in total revenue of first half of 2024



His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman, DIEZ

The operational and financial results of Dubai Integrated Economic Zones Authority (DIEZ) have been announced by His Highness Sheikh Ahmed bin

Saeed Al Maktoum, Chairman, DIEZ. The company achieved a growth of 18 per cent in net profit, 12 per cent in total revenue, and 7 per cent in operating

profit, respectively, in the first half of this year. "This aligns with the city's efforts to be a trendsetter in various sectors, including the free economic zones sector, according to the vision of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the United Arab Emirates and Ruler of Dubai, and the directives of His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai, Deputy Prime Minister and Minister of Defence of the United Arab Emirates, and Chairman of The Executive Council of Dubai," His Highness said.

CargoAi, SIA to enhance air cargo booking

CargoAi in partnership with Singapore Airlines has offered air cargo booking on its innovative platform, CargoMART. By integrating Singapore Airlines' air cargo services into CargoMART, CargoAi continues to expand its ecosystem



of digital solutions. Thanks to the partnership, forwarders will now have access to SIA's network. "We are excited to partner with the airlines. This collaboration will provide our users with access to air cargo services worldwide," Matt Petot, CEO, CargoAi, said.

Aerios launches Carrier App for cargo market



Simon Watson
Founder, Aerios

Aerios, member of CargoTech, has launched its first app, 'Carrier App'. It is a charter management system app designed for the cargo charter carriers to increase efficiency and maximise revenue. "Our mission is to enable the brokers and cargo carriers to work efficiently, give real time-data and maximise revenue in the cargo charter market. We do that by designing software and enable the team to spending less time on manual processes," Simon Watson, Founder, Aerios, said.

DHL Express to invest €100 million for transportation growth in Q4 of 2024

DHL Express has pushed up its investment in transportation and shipment handling capacity to boost customer growth in Q4 of 2024. The DHL is investing €100 million to enhance logistics operations at its platform. Aiming to modernise its fleet, DHL is investing in eight new Boeing 777 freighters on trans-Pacific and intercontinental routes between Asia and Europe. Prior to the Q4, the firm expects e-commerce to remain the driving force behind the increase in volumes in Asia Pacific, Europe and American



Lane. "DHL Express is committed to be the partner of choice during the busy end-of-year peak

season, which is operationally challenging," John Pearson, CEO, DHL Express, said.

Maersk & SmartKargo join hands for enhancing logistics efficiency

Maersk is now implementing the leading air cargo management solutions for enhancing logistics efficiency. The cutting-edge technology of SmartKargo will enhance Maersk's Own Controlled Flight Operations (OCFO) management processes, making them streamlined and robust. "This partnership demonstrates commitment of Maersk to embracing digital transformation and delivering optimised service to its international clients. SmartKargo's ERP solution is designed



to streamline end-to-end logistics operations, providing real-time data and analytics to improve

decision-making and efficiency," Todd Hildreth, Global Head, OCFO, said.

DSV confirms officially signing contract to buy DB Schenker for €14 billion

DSV has confirmed that it has inked the contract to buy DB Schenker from Deutsch Bahn for €14.3 billion. Together, DSV and Schenker will have an expected pro forma revenue of €39.3 billion (based on 2023 numbers), making it the largest forwarder in terms of revenue generation, ahead of Kuehne+Nagel and DHL. "This is a transformative event in DSV's history. We are excited to join forces with DB Schenker. With this acquisition, we would create a leading transport and logistics powerhouse that



will benefit our shareholders. By adding DB Schenker's competencies and expertise to our existing network, we

improve our competitiveness and enhancing our platform across DSV," Jens H. Lund, Group CEO, DSV, said.

Aramex, Smartt AI join forces to enhance operational efficiency in ME



Aramex announced a collaboration with Smartt AI aiming to elevate standards by leveraging AI-driven technology. The partnership will introduce a unified dashboard for enhanced tracking and management capabilities and ensure operational efficiency. “We are thrilled to join forces with Smartt AI in this partnership. This collaboration reflects our commitment to innovation, and we are confident it will enhance the services. This partnership promises to deliver value and set new benchmarks in the logistics and e-commerce industries,” Lour AlMukhaimer, Channel Manager, Business Development, SMEs & Partnerships, Cash and Retail Outlets, Aramex.

Magma Aviation signs multi-year contract with WFS

Magma Aviation signed a contract with Worldwide Flight Services (WFS) to handle their freighters at Belgium’s Liege Airport. Beginning September, WFS will provide ramp and warehouse cargo handling for a minimum of five regular Boeing 747-400F flight rotations a week. WFS will handle cargo onboard charter flights, and the overall contract is likely to generate 50,000 tonnes of cargo a year. WFS operates two warehouses at the growing air freight hub of Liege with a total of 24,000 square meters. This is a contract gain for WFS in Liege, a release stated.



Wärtsilä Water & Waste pact with DHL to boost supply chain efficiency

Wärtsilä Water & Waste has announced a partnership with DHL to manage its warehousing and logistical operations for spare parts. Through this collaboration, Wärtsilä Water & Waste aim to optimise its operational capabilities. The supply chain solutions of DHL will help the firm boost efficiencies. DHL’s expertise will ensure spare parts are delivered on time. “We are striving to improve our operations. By collaborating with DHL, which shares our dedication to delivering top-tier services and solutions, we take a step forward in achieving operational independence and strategic divestment,” Cathy Stephenson, MD, Wärtsilä Water & Waste, said.



Lufthansa Cargo invests €600 million to modernise LCC



Lufthansa Cargo is modernising its cargo hub at the Frankfurt Airport at €600 million by 2030. On completion of this project, Lufthansa Cargo Center (LCC) will become the most advanced air cargo hub in Europe. The renovation will be carried out in stages, with cargo handling processes continuing smoothly in LCC’s 330,000 square meters. “The ‘LCCevo’ project represents our drive for growth. This is only possible with a modern infra. We want to optimise efficiency and quality and make our service faster and more seamless,” Ashwin Bhat, CEO, Lufthansa Cargo, said.

DSV & Volvo sign contract for procuring 300 electric trucks

DSV has signed a pact with Volvo Trucks for buying 300 electric trucks. This deal from DSV to reduce carbon footprint and lead a green revolution in the logistics sector. It aligns with the global initiative of achieving net-zero carbon footprint by 2050 in transportation sector. It is one of the largest commercial orders in the history of Volvo. The trucks are expected to be delivered between

2024 and 2026. The trucks being supplied to DSV, will include the new Volvo FH Aero Electric, which is energy efficient and boasts improved aerodynamics. The deal will play a vital role in DSV’s plan to increase the electric trucks fleet to 2000 by 2030. “Collaboration across sectors provides an opportunity for DSV to be a key



enabler for decarbonisation in the industry. We are happy to extend our partnership with Volvo in our

efforts to reduce emissions. As a leader in logistics, we strive to stay at the forefront of green transition and this pact is an example of how new technologies can be brought to market and make them accessible for our clients. The deal with Volvo is an vital step towards enabling a more sustainable future in trucking,” Søren Schmidt, CEO, DSV, said.

Movements

EMIRATES SKYCARGO

Dubai



Badr Abbas has joined as the Divisional Senior Vice President, Emirates SkyCargo. He has been with Emirates for 20 years and was the SVP Commercial Operations (Africa) recently. Previously, he held the same role, but in the Far East.

ETIHAD AIRPORT SERVICE

Abu Dhabi



Shriram Maruwada has joined as the Senior Cargo Planning & Performance Manager at Etihad Airport Service. He is a management professional with 10 years of experience in air cargo industry. He is experienced in aviation and air cargo.

ABDA GROUP

Dubai



Burak Omeroglu has been appointed as the Chief Business Development Officer, ABDA Group. In his new role, facilitating business growth by working together with business partners will be Omeroglu's main line of work.

SITA

Middle East & Africa



Selim Bouri has joined SITA as the new President, Middle East and Africa region. He has a wealth of knowledge in aviation sector, secure communications, and technology. He also has expertise in global aerospace and telecommunications etc.

MAERSK

UAE



Lisa Park has been appointed as the MD, UAE, effective 1 October 2024. She has 20 years of experience in the logistics and shipping industry. In Park's new role, she will head the business and teams in Sultanate of Oman and Qatar.

AIRBUS

Middle East and Africa



Gabriel Semelas will join as President, Africa and the Middle East, Airbus, effective from 1 January 2025. He brings 24 years of experience in the aeronautical industry. In Airbus, he will oversee operations in all divisions in Africa and ME.

LUFTHANSA CARGO

Asia-Pacific



Elodie Berthonneu has joined as the VP, APAC, Lufthansa Cargo. She will lead sales and handling ops in Asia-Pacific. She joins Lufthansa Cargo from Qatar Cargo where she served VP, Networking Planning and Strategic Partnerships.

TRANS GLOBAL PROJECTS

Benelux Region



Edwin van Leth has been appointed as the Head, Operations, Benelux region, Trans Global Projects. He has 25 years of experience in the logistics industry. Having specialised in air cargo, Edwin has played a role in ensuring growth of clients.

FINNAIR CARGO

Asia



Jukka Hämäläinen has been appointed as the sales director for Asia by Finnair Cargo. Having worked in aviation sector for 20 years, he has held many senior management positions. He also served as the Senior VP, Cargo Handling, Finnair.

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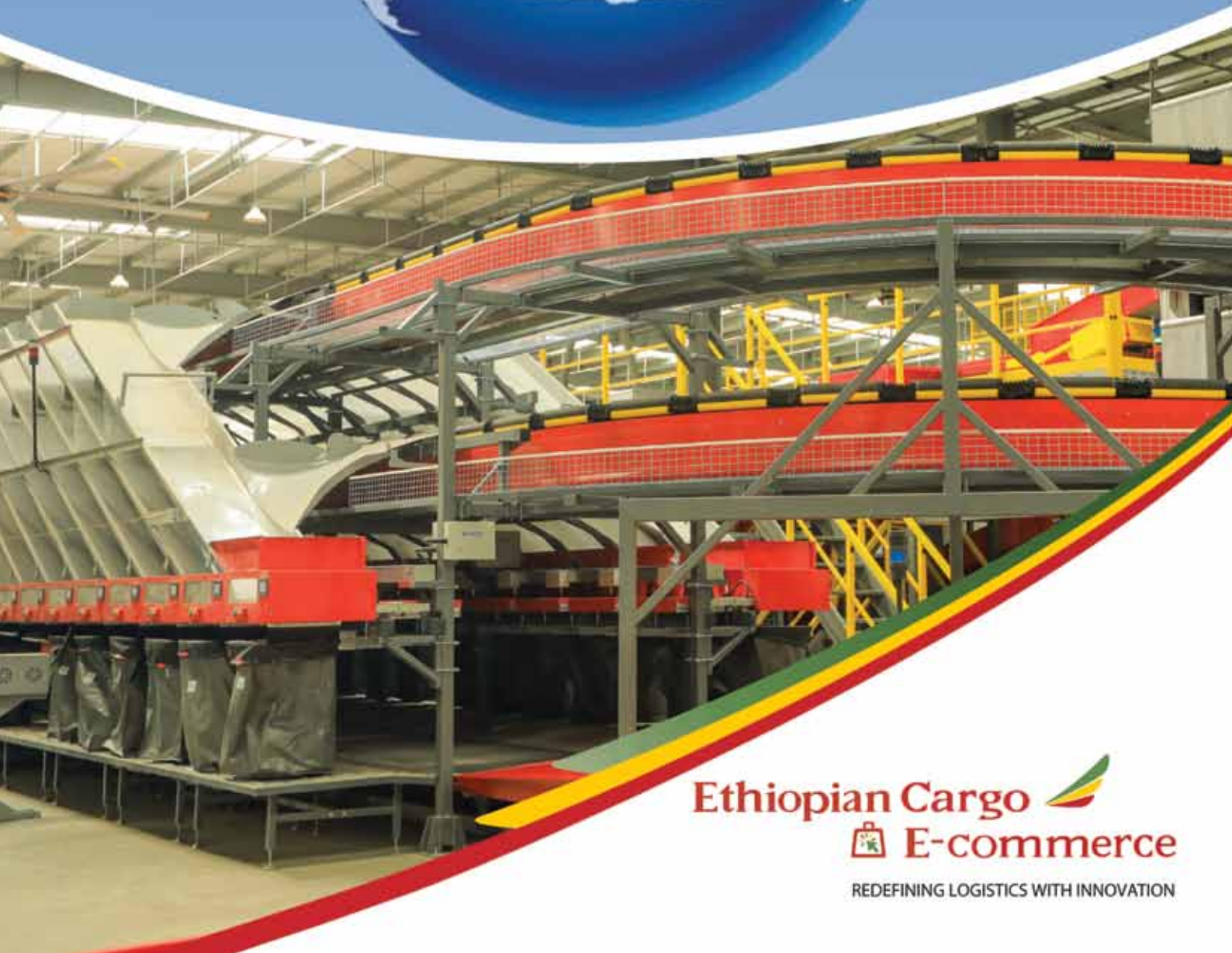


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