



**cargolux**

# Cargolux in Spain



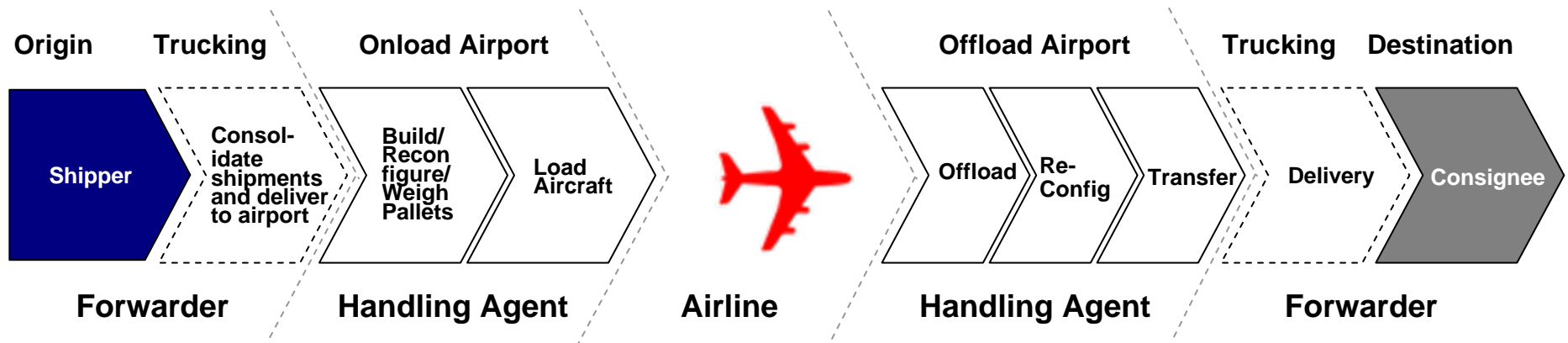
**Presented by Lucien Schummer, Vice President, Strategy and Alliances**

# Who is Cargolux?

- **All-Cargo carrier**
- **Leading supplier of high-quality, worldwide scheduled and charter air cargo services**
- **Exclusively operating for freight forwarders**
- **Quality leadership – tailor-made services, space and service level commitments**
- **Operating a modern and energy-efficient fleet**
- **Global presence**
- **Thirty-five years of experience**
- **Implements innovative technology**
- **Sustainable growth strategy**



# Air cargo in the procurement chain




# Global presence

---



- ✈ Over 60 flight destinations and 70 trucking destinations**
- ✈ Over 55 countries**
- ✈ Over 80 offices worldwide**
  - ◆ Close to 1400 employees worldwide**
  - ◆ 1000 in Luxembourg**
- ✈ Multinational staff, originating from over 30 countries**

# Cargolux destinations

April 2007 



\* = regular charter destination  
 \*\* = in cooperation with Bluebird Cargo

Additional destinations are served via interline and trucking

# Cargolux in Spain

---

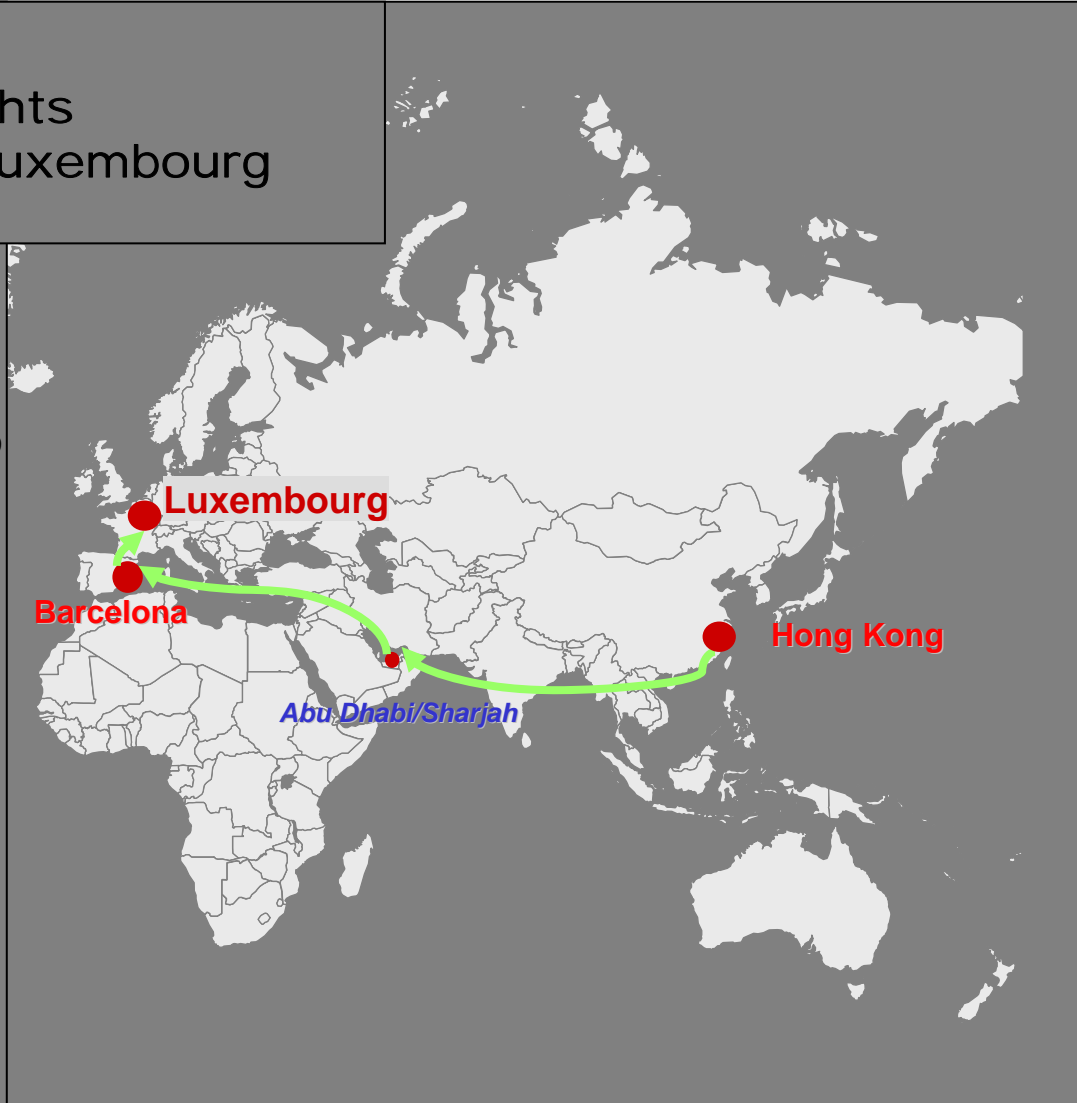


- 1987: First Cargolux office in Spain (Barcelona) and start of road feeder services between Barcelona and Luxembourg
- 1989: Opening of a Cargolux office in Madrid
- 1989-1994: Expansion of the road feeder services to/from Madrid, Bilbao, Valencia, Alicante
- 2000: Opening of a Cargolux office in Valencia
- 1999-2002: regular flights from South America to Vitoria
- 2004: Start of two weekly flights Hong Kong – Barcelona – Luxembourg, for a short time in 2006 up to three flights
- Cargolux staff currently employed in Spain: 16

# Cargolux Flights to/from Barcelona

Two weekly flights  
Hong Kong-Barcelona-Luxembourg

- 5<sup>th</sup> Freedom Hong Kong-Barcelona
- 4<sup>th</sup> Freedom Barcelona-Luxembourg
- 6<sup>th</sup> Freedom Barcelona via LUX connecting to Cargolux' worldwide network



# Cargolux services to/from Spain



## Cargolux Flight schedules to/from Spain:

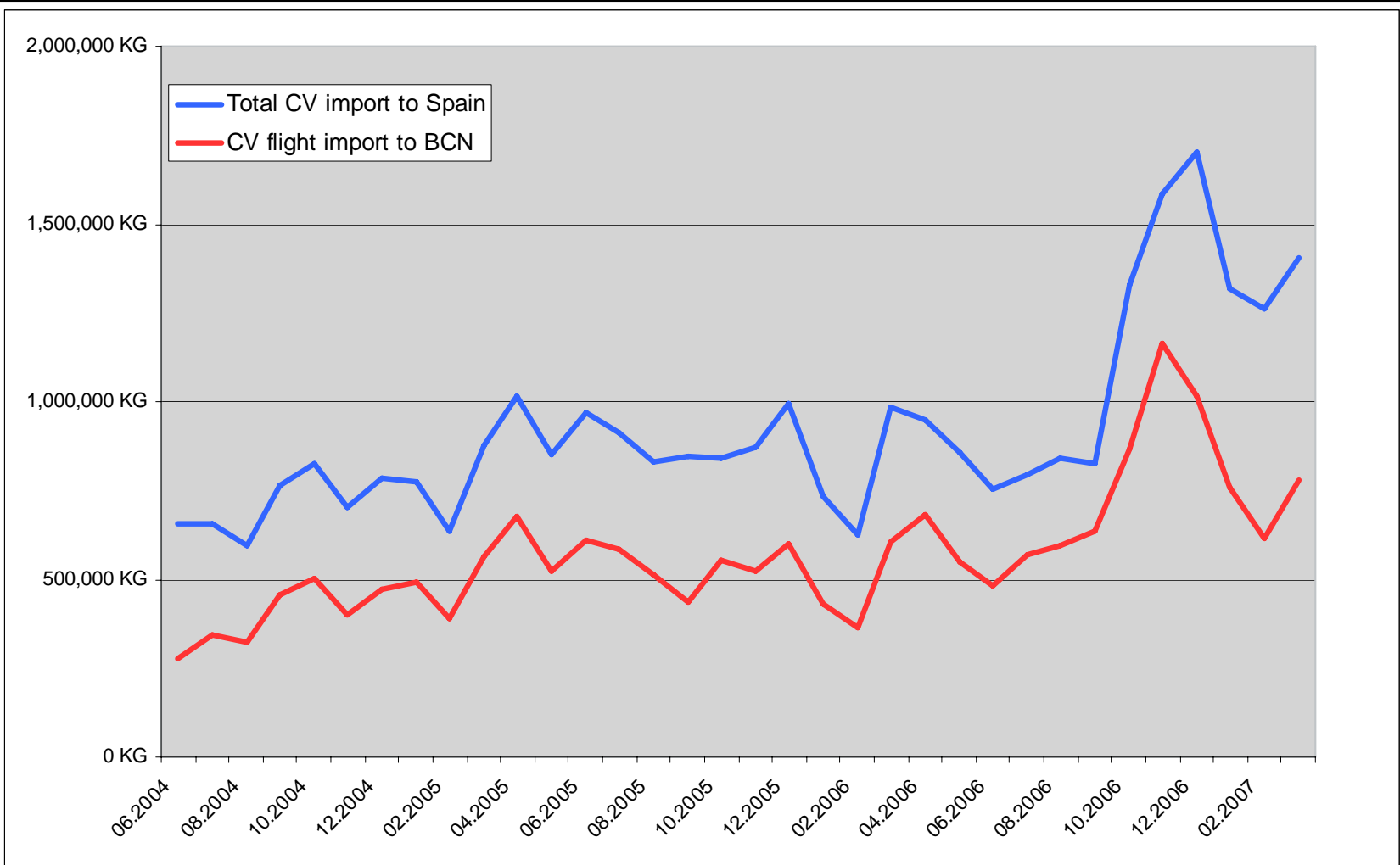
From	To	Operating days							Remarks
Hong Kong	Barcelona	-	-	3	-	-	6	-	Boeing 747-400F
Barcelona	Luxembourg	-	-	3	-	-	-	7	Boeing 747-400F

## Cargolux Road feeder Services to/from Spain

From	To	Operating days							Remarks
Alicante	Luxembourg	-	2	-	4	5	-	-	
Barcelona		1	2	3	4	5	-	-	
Bilbao		-	-	3	-	5	-	-	
Madrid		1	2	3	4	5	-	-	
Valencia		-	2	3	4	5	-	-	
Zaragoza		1	2	3	4	-	-	-	(via Barcelona)
Luxembourg	Alicante	1	-	3	-	5	-	-	
	Barcelona	1	2	3	4	5	-	7	2 daily on 1 and 5
	Bilbao	1	-	3	-	5	-	-	
	Madrid	1	2	3	4	5	-	7	2 daily on 1 and 5
	Valencia	1	2	3	4	5	-	7	
	Zaragoza	1	-	3	-	5	-	-	

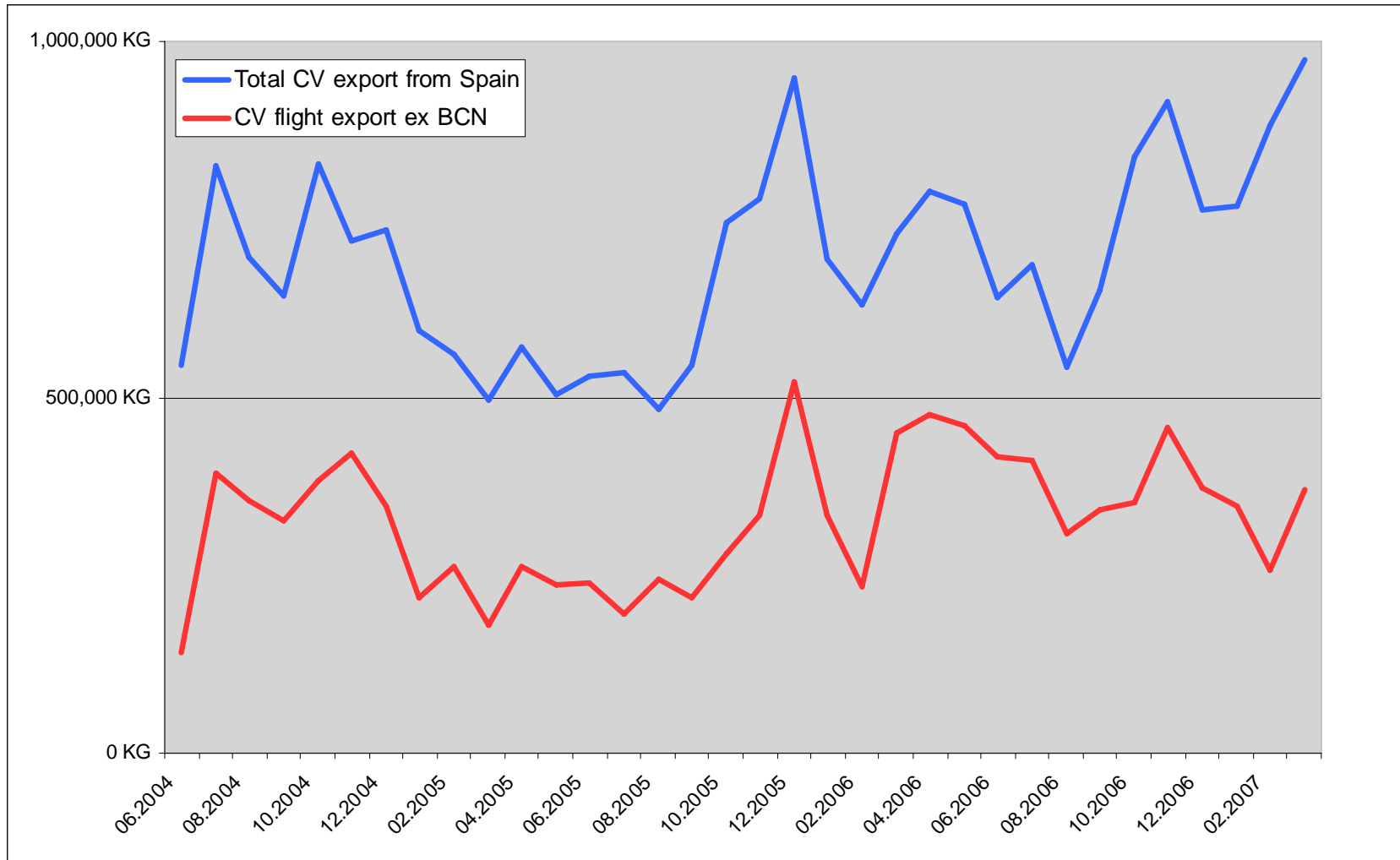


# Cargolux production to Spain (Jun 2004 – Dec 2006)



# Cargolux production from Spain

## (Jun 2004 – Dec 2006)



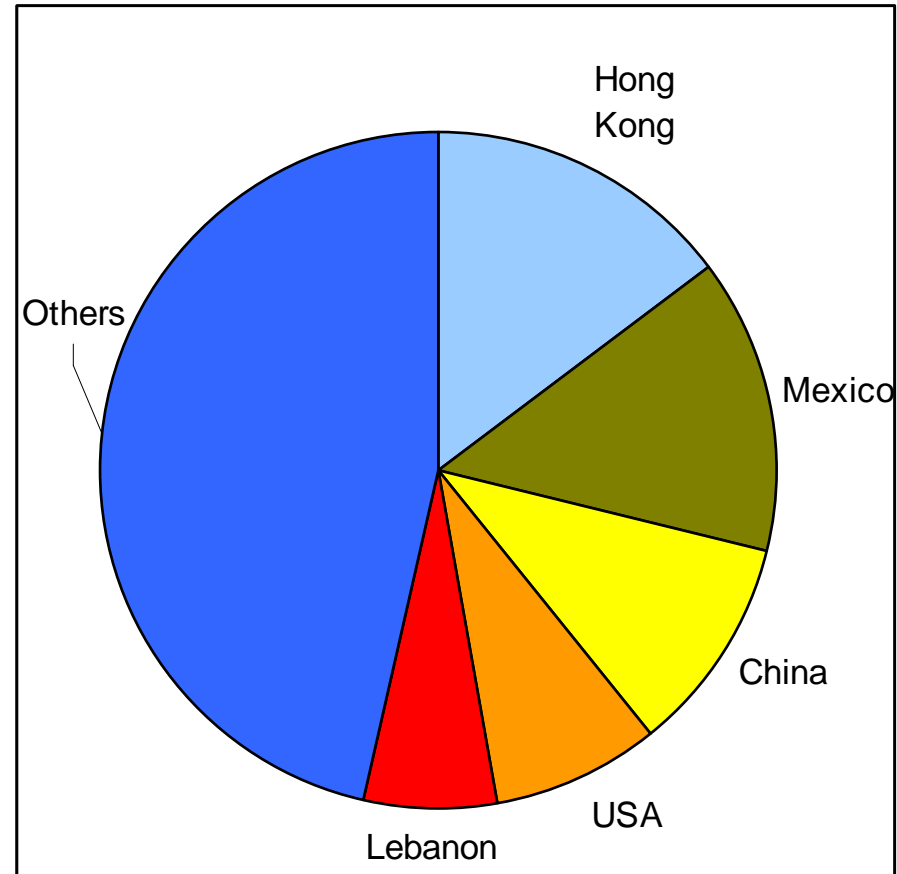
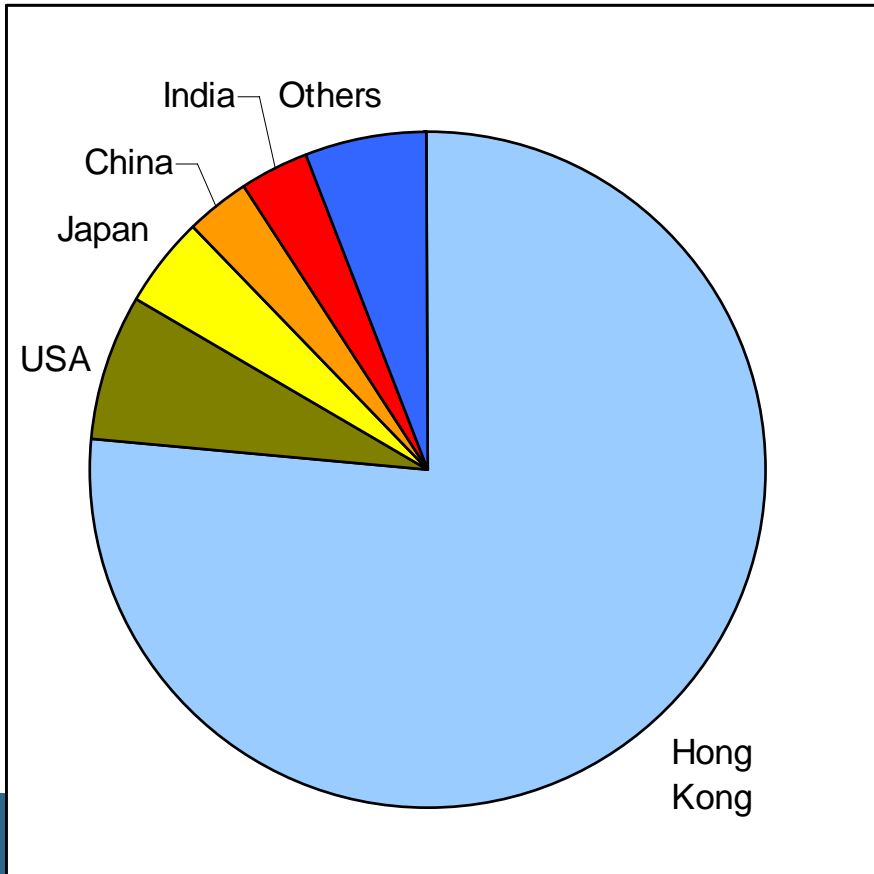


# Cargolux import/export flows to/from Spain 2006



Cargolux import origins (Top 5 = 94% of total tonnage)

Cargolux export destinations (Top = 53% of total tonnage)



## Top shippers / manufacturers To / From Spain

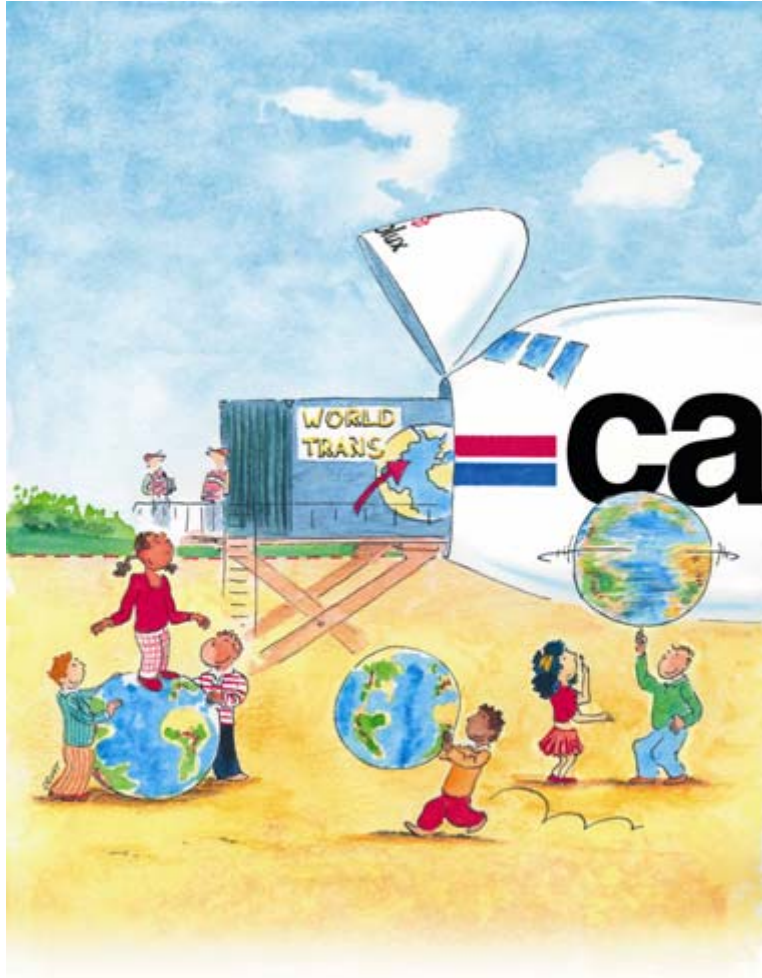
---

### → **Export ex Spain:**

- ◆ INDITEX, MANGO (garments)
- ◆ SEAT-VOLKSWAGEN, NISSAN (car manufacturers)
- ◆ GAMESA-CASA (a/c parts)
- ◆ PICKING-PHARMA, PUIG, PANREAC, GRIFOLS (chemicals and perfumery)
- ◆ BRONCES GIFER (industry, machinery)

### → **Import to Spain:**

- ◆ INDITEX, MANGO, PEPE JEANS, PRONOVIAS, ADIDAS, TOUS (garments, shoes, consumer goods)
- ◆ FESTINA (watches)
- ◆ FAMOSA, IMAGINARIUM (toys)
- ◆ SONY, SHARP, CASIO, MIRO, FUJIFILM (electronical and accessories)
- ◆ INDO (optical goods)
- ◆ FLAMAGAS, BIC (lighters)



***Muchas  
Gracias!***