



EMA Cargo Newsletter

Welcome to the new Cargo Newsletter, a publication by East Midlands Airport (EMA/EGNX) aimed at cargo airlines, freight forwarders and logistics companies alike, along with any other stakeholders in EMA's cargo business. We hope this newsletter will bring you closer to our business in terms of your understanding of the cargo business at EMA, and how our collective efforts make EMA the UK's number one "pure-freight" airport. The aim of this publication is to keep you up-to-date with monthly statistics in terms of tonnage flown to/from EMA, who's flying it, while also keeping you informed of new routes, industry news, and all other developments related to the EMA cargo business.

2007 has seen another year of growth at EMA, although it has been a challenging year for the entire air cargo industry, with oil prices increasing and the consequential increase in fuel surcharges. Nevertheless, EMA's cargo throughput grew year-on-year by 1.55% to another record breaking 304,920 tonnes during the 2007 calendar year, giving a monthly average of over 25,000 tonnes. In comparison to the financial year 2006/2007, 2007/2008 currently stands at 0.67% up on April – December. As we enter into 2008 we will be looking to develop the business further in terms of new business, but just as importantly, by developing our relationships with you.

December saw a significant increase in ad-hoc services after months of steady activity, with Atlas Air, Emirates SkyCargo, Avient, and Antonov AN124 operators Ruslan International and Polet Airlines all making regular appearances. December alone saw 590 adhoc tonnes processed through EMA, while the 8 month period April to November inclusive had seen only 1580 tonnes. January looks to be continuing this trend, with a consistent flow of AN124's, to the extent that 3 were parked simultaneously on EMA Cargo West.

Monthly Cargo Throughput

	2007 Tonnes	2006 Tonnes	Difference
Jan	24,399	22,748	7.26%
Feb	24,506	23,091	6.13%
Mar	28,094	28,019	0.27%
Apr	23,311	22,681	2.78%
May	25,990	24,730	5.10%
Jun	25,717	25,938	-0.85%
Jul	24,597	23,976	2.59%
Aug	24,035	24,057	-0.09%
Sep	24,917	25,939	-3.94%
Oct	27,237	27,158	0.29%
Nov	27,300	27,997	-2.49%
Dec	24,817	23,920	3.75%
Total	304,920	300,254	1.55%

December Imports/Exports by country

Tonnes	Imports	Tonnes	Exports
3,368	Germany	2,118	Germany
2,832	USA	2,065	USA
1,391	Belgium	1,857	UK
1,343	UK	1,438	Belgium
880	Italy	775	Ireland
572	Ireland	431	Spain
348	France	424	Italy
333	Spain	268	Kuwait
279	Denmark	245	France
142	Sweden	130	Iceland

December 2007 was a strong month compared to 2006, processing nearly 900 tonnes more which helped to round off another record breaking year for EMA. Looking at the imports/exports data, Germany heads both lists, illustrating their ever-strengthening economy, while USA remains ahead of the wide European network offered at EMA.

Top Mail Cities

To EMA		From EMA	
Tonnes		Tonnes	
364.3	Edinburgh	441.9	Edinburgh
364.1	Belfast	435.7	BFS
125.3	Newcastle	148.6	Bournemouth
124.3	Bournemouth	125.2	Exeter
119.8	Exeter	105.5	Isle of Man
96.1	Isle of Man	98.4	Newcastle
23.7	Aberdeen	39.6	Aberdeen
15.4	Stansted	6.1	Stansted

Freight by type

Type	Tonnes	Market Share
Integrator Cargo	24,217	97.58%
Adhoc Cargo	592	2.39%
Bellyhold Cargo	8	0.03%

Total Pure Freight and Pure Mail

	Movements	Freight	Mail
Arrivals	881	11,553	1,233
Departures	870	10,618	1,404
Total	1751	22,172	2,637

Mail shipped between EMA and Edinburgh has seen a significant rise following the recent introduction of a third Edinburgh-EMA-Edinburgh service using a B737-300 aircraft. At the same time a Newcastle-EMA-Newcastle service was introduced, again utilising B737-300 equipment which has seen the service climb the ranks with strong load-factors throughout the month. Freight by type shows no surprises, with Integrator cargo supplying over 97.5% of EMA's cargo throughput, but the imports : exports ratio remains very close with inbound cargo accounting for 51.5% compared to 48.5% exported cargo.

Top 10 Carriers December 2007

Rank	Carrier	Tonnes
1	DHL	14,188
2	UPS	6,012
3	Royal Mail	2,637
4	TNT	1,380
5	Emirates	274
6	Avient	126
7	Ruslan	108
8	Air Contractors	37
9	Exin, Co. Ltd	21
10	Air Charter Service	12

Top 10 Carriers of 2007

Rank	Carrier	2007 Tonnes
1	DHL	176,891
2	UPS	73,588
3	Royal Mail	29,065
4	TNT	21,575
5	Ruslan International	1,525
6	Atlas Air Inc	365
7	Emirates	274
8	BAWC	195
9	Air Charter Service	194
10	Avient	190

As can be expected, the Integrators top the Carrier tables, however December was a strong month for adhoc services, and Emirates in particular. As we look to 2008 we will be aiming to develop the adhoc and charter business, to utilise the excellent facilities that stand vacant during daylight hours. Work also continues to attract a scheduled cargo airline with particular emphasis being placed on a route to India via the Middle East.

Cargo and Passenger Route development:

- Lufthansa Cargo / DHL have launched an additional North American service, from New York JFK to EMA, continuing on to Brussels every Sunday morning using an MD11F freighter which will offer a capacity of up to 75 metric tonnes
- Isle of Man based operator, **Manx2.com** is launching a new scheduled service between EMA and the Isle of Man. Operations will commence from 3rd March 2008, and will offer daily weekday, and a Sunday evening service
- Sterling Airways, Scandinavia's first low-cost airline are to increase their Copenhagen service to 6 x weekly (Monday-Saturday), while maintaining their 3 x weekly services to Oslo and Stockholm.
- Aero Logic, the new joint venture airline created by DHL and Lufthansa Cargo has developed in recent weeks, with the announcement of the above name, and also the instigation of their website. Their website network illustrates new routes for EMA including Dubai/Sharjah and Hong Kong via Bombay. These operations are scheduled to commence from the 1st quarter of 2009

We would welcome any input from your aspect of the business, and any information you would like to have included in future editions of this newsletter, and any recommendations would be warmly received.