



## **Global eFreight implementation – success factors and strategic road map**

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**Lufthansa Cargo**

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# IATA eFreight aims at eliminating the flow of documents in the air freight supply chain

Objective of the IATA eFreight initiative:  
Removal of the core documents within the air cargo supply chain

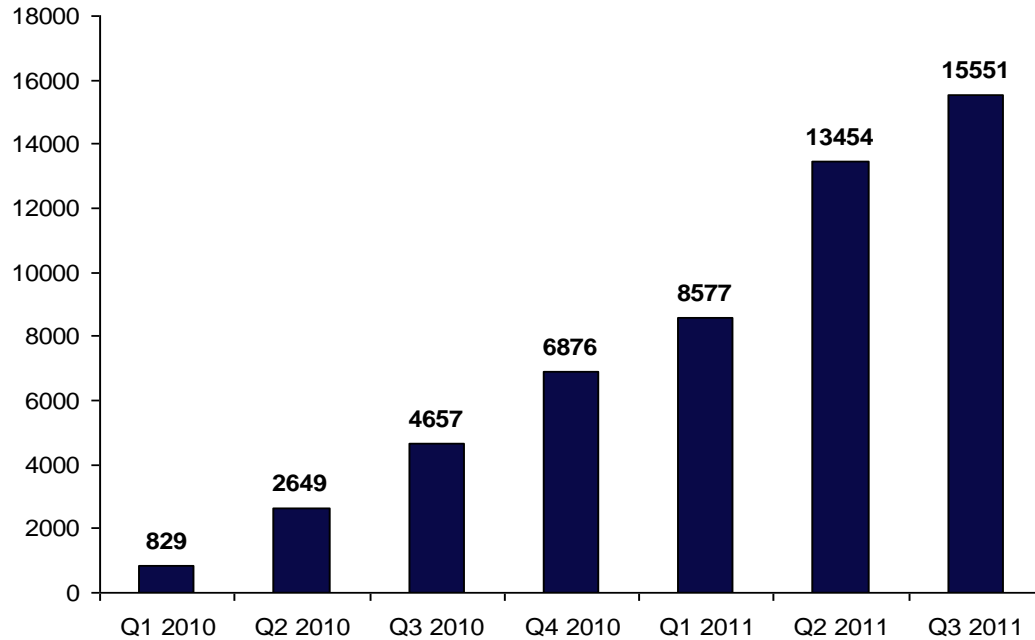


Trade documents		Transport documents*		Customs documents	
Sent electronically by origin shippers and/or freight forwarders to destination either using agreed EDI standards (XML) or simple pdf documents. Often done in 'pre-alerts' already today.		Replaced with IATA Cargo-IMP electronic messages (FWB, FHL, FFM), which are already in use by many airlines and forwarders (in the future, XML equivalents will also be available).		IATA eFreight is only implemented in locations where import and export declarations and release are already electronic and where customs agreed they do not need original paper documents.	
Invoice	Certificate of Origin (if legally possible)	Flight Manifest	House Manifest	Export and Import Cargo Declaration and Release	Export and Import Goods Declaration and Release
Packing list	Letter of Instruction	Master AWB	House AWB		

\* focus documents of forwarder and airline business relationship

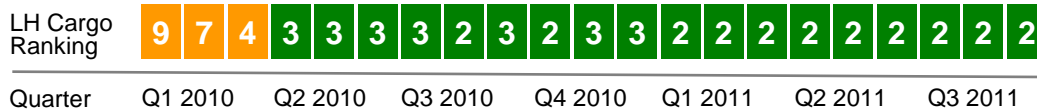
# Lufthansa Cargo is the worldwide leader in eFreight with regards to shipment volumes, network, stations and customers

LH Cargo eFreight shipment volume Q1/2010 – Q3/2011



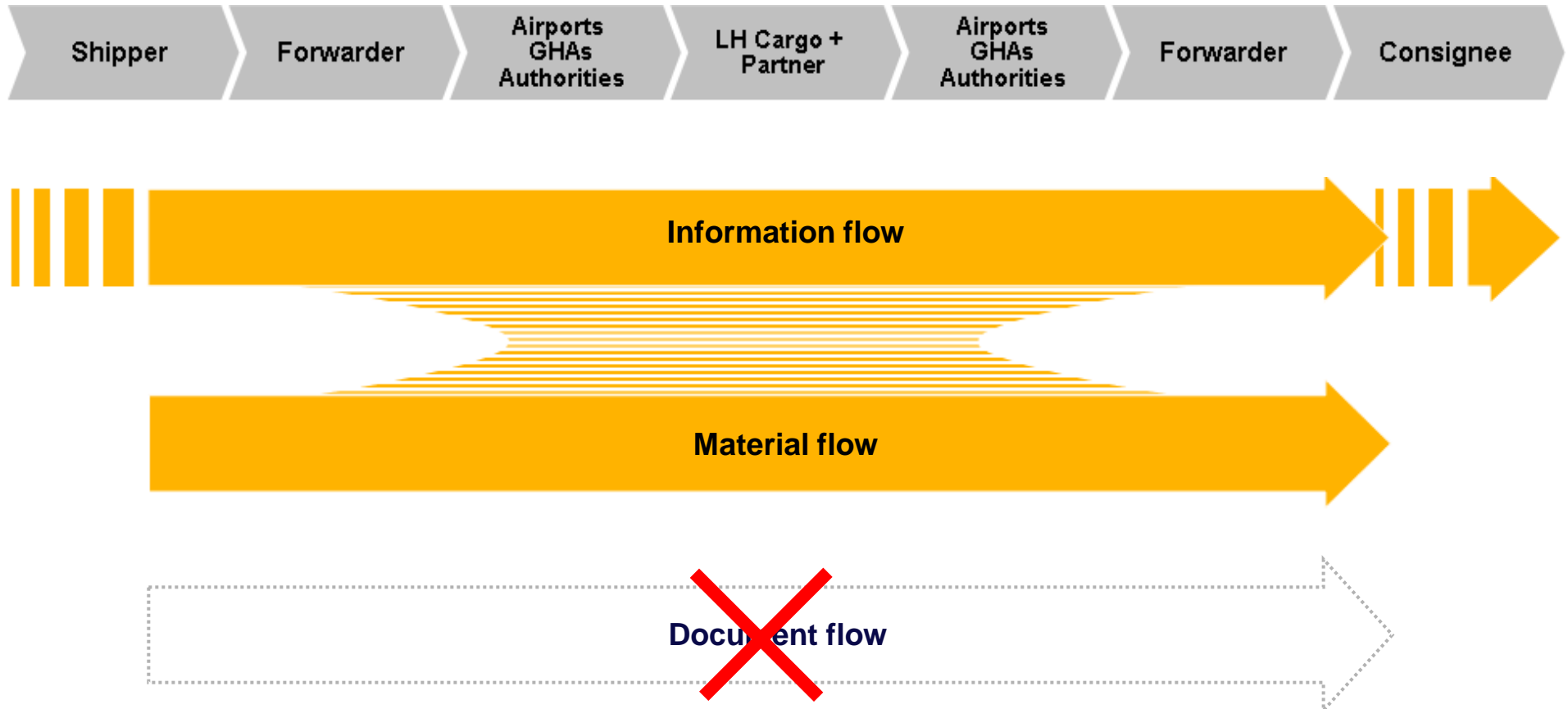
- 11 % eFreight Penetration in Q3/2011; above IATA target of 10 %
- LH Cargo on position 2 globally based on international eFreight shipment volume
- LH Cargo on position 1 based on offered eFreight online station network
- LH Cargo eFreight online with more than 120 stations and more than 85 customers worldwide
- 12 eAWB online stations worldwide in NOV 2011
- LH Cargo acts as lead carrier for eFreight roll-out in many countries and strongly supports IATA eFreight and eAWB Task Forces in 8 main hubs worldwide

IATA Airline Ranking – Internationale eFreight shipment volume Q1/2010 – Q3/2011



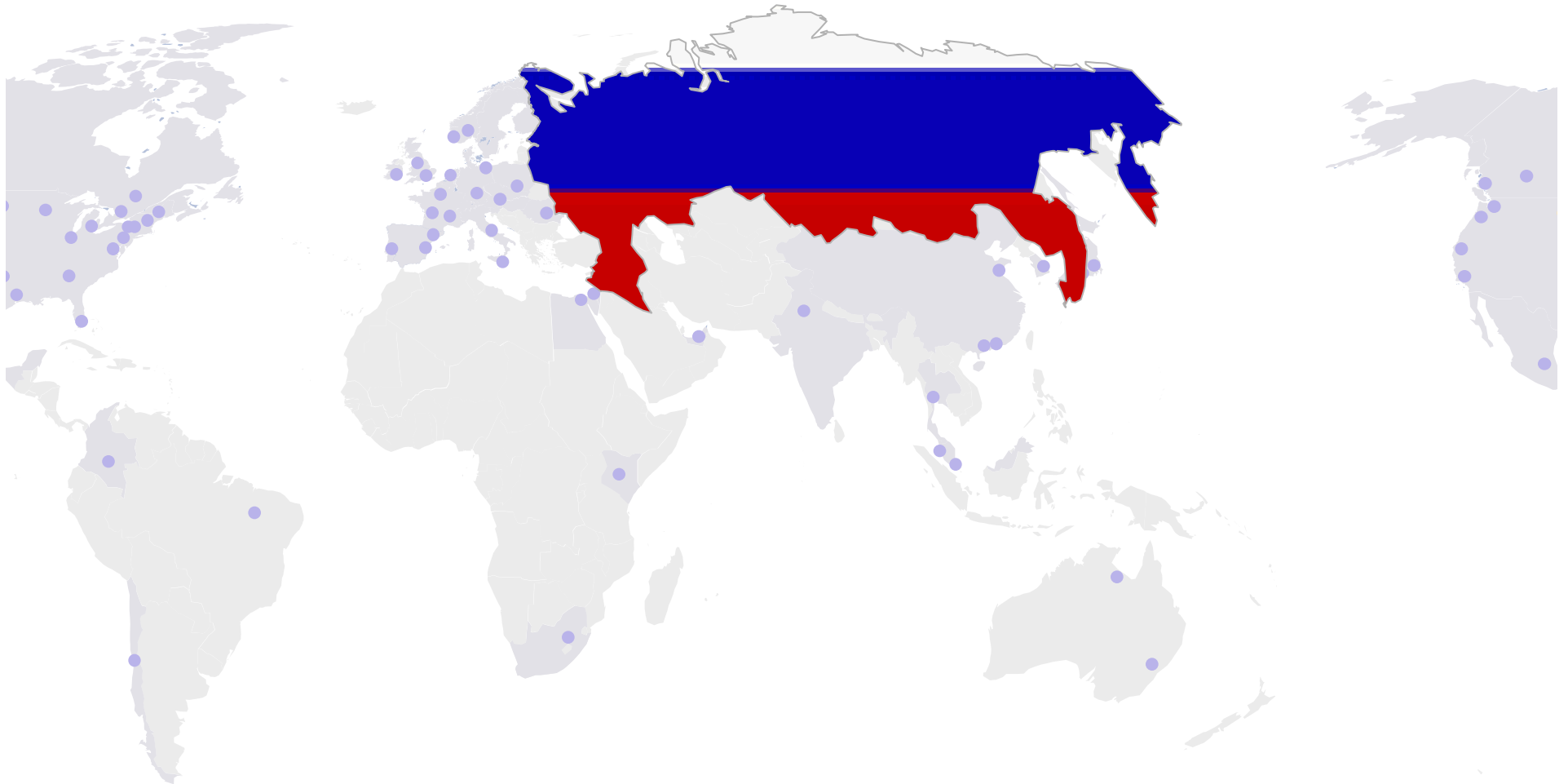
# eFreight will increasingly eliminate the flow of documents and material and information flows become synchronized by new technologies

Our overall objective is the synchronization of information and material flows



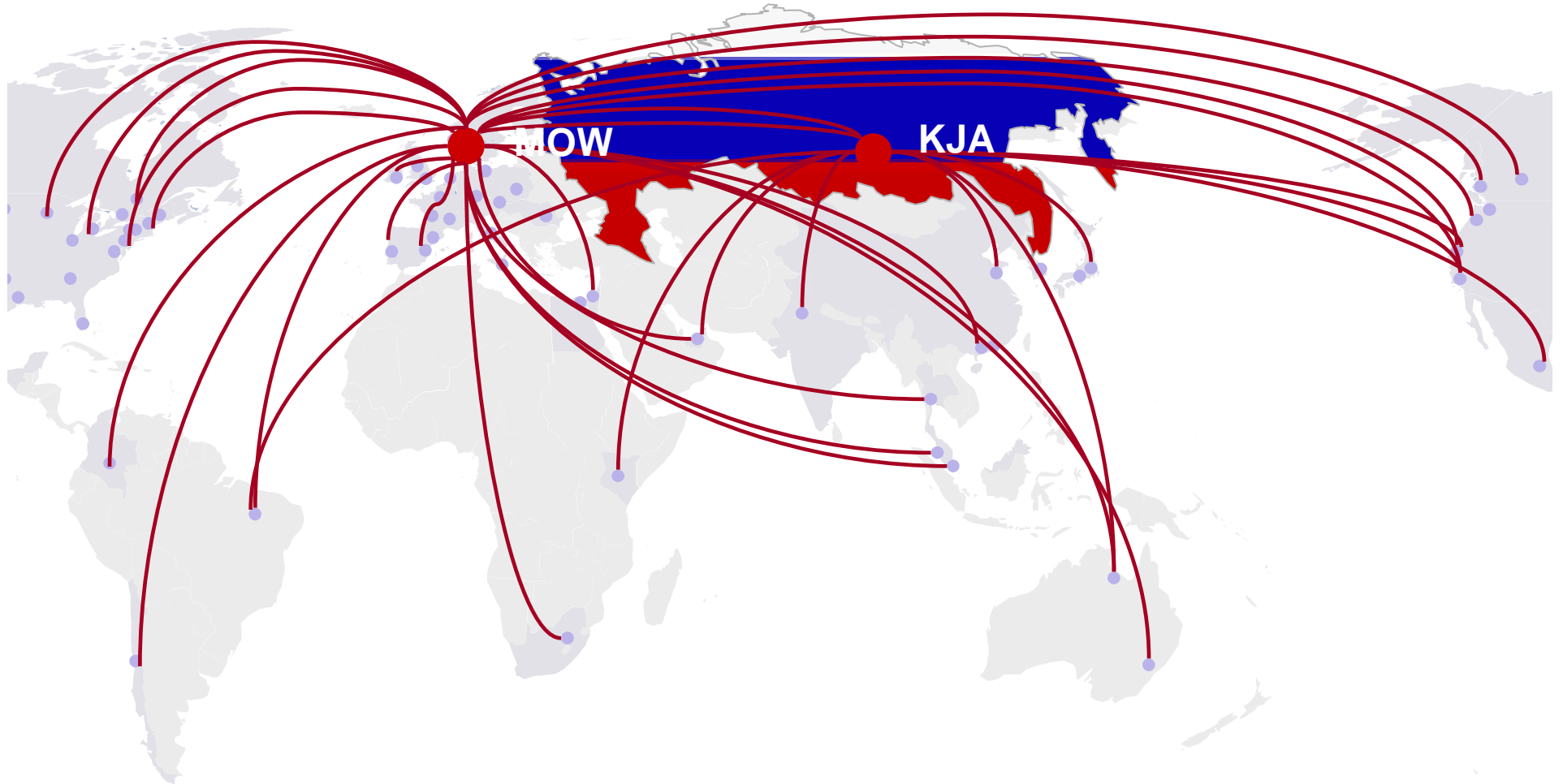


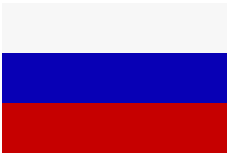
With IATA eFreight implementation in Russia a significant shipment potential would be opened to the worldwide market





# IATA eFreight implementation in Russia is key for the development of the worldwide eFreight network





## Full involvement of all supply chain stakeholders is a major success factor for eFreight implementation





**Thank you for your attention!**

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