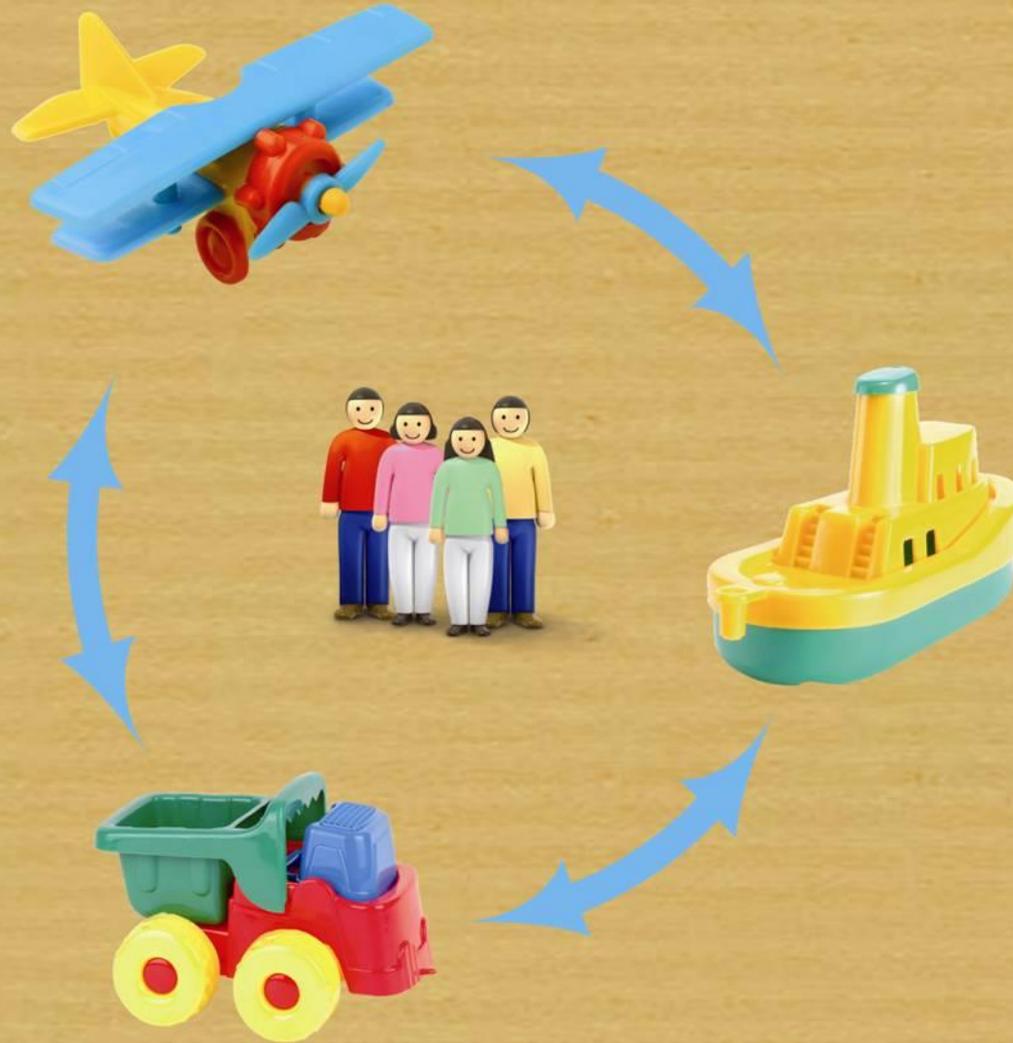


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May 2023



Cargo Development



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Athens International Airport (AIA) Cargo matters ...





✓ **Cargo matters ...**

- ➔ **the department**
- ➔ **the cargo strategy**
- ➔ **the cargo environment**
- ➔ **the current situation**
- ➔ **the business approach**
- ➔ **the projects**
 - × **the lean flows**
 - × **operational excellence**
 - × **the synergies – the development initiatives**





Ground Handling & Cargo Development





The cargo strategy

- ✓ Facility development by AIA
- ✓ Award of multiple concession rights to the “experts”
- ✓ AIA as guarantor of quality, safety & security and competition to the benefit of the users
- ✓ Cargo Development team as orchestrator of the cargo community and developer and marketer of new cargo relevant projects





The cargo strategy the cargo handling regime

- ✓ **Based on EU and local legislation**
- ✓ **Restricted & open handling rights**
- ✓ **Restricted: EU tender every 7 years**
- ✓ **Current term: 2022-2029**
 - ➔ **2 Freight & Mail
third-party handling rights**
 - ➔ **1 self-handling right**
 - ➔ **1 Distribution Center**





The cargo strategy the activity fields

✓ Contractual

Monitoring of the Handlers'

- performance duties & obligations
- quality standards

✓ Operational

- Monitoring and streamlining of landside, airside and in-terminal cargo flows
- Evaluating and further developing the current operational concept

✓ Property Development

- Enhancing the current infrastructure
- Co-developing future cargo relevant facilities

✓ Business Development

- Integrating the Airport Cargo Community
- Increasing volumes and attracting new cargo clients





The cargo environment the competitive advantages

- ✓ **Modern state-of-the-art cargo infrastructure**
- ✓ **24h / 365-day service – no curfew**
- ✓ **Functional environment**
- ✓ **Attractive financial incentives**
- ✓ **Strategic position to serve the
Balkan countries → transit potential**
- ✓ **Multimodal transport potential**





The cargo environment the infrastructure

✓ 3 Cargo Terminals - 1 Distribution Center

- × Bonded Status
- × Total footprint: 30,000m²
- × Total capacity: 275,000 t. annually
- × Handling of general and special cargo



- ✓ Airmail Centre - 4,800m²
- ✓ Border Inspection Post - 700m²
- ✓ Cargo Administration Building - 4,000m² offices



The cargo environment the cargo terminals

- ✓ **Cargo Terminal 1 (Building 23)**
 - × Skyserv Handling
 - × Warehouse area: 14,000 m²
- ✓ **Cargo Terminal 2 (Building 24)**
 - × Goldair Handling
 - × Warehouse area: 6,000 m²
- ✓ **Cargo Terminal 3 (Building 15a)**
 - × Self-handler
 - × Warehouse area : 5,000 m²
- ✓ **Distribution Center (Building 15b)**
 - × DHL Express Hellas
 - × Warehouse area : 5,000 m²



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The cargo environment the cargo area



Total cargo area: 130,000 m²



The current situation

- ✓ **2022: 101.500 tonnes**

- ✓ **Challenges during pandemic:**
 - **Sustain cargo traffic**
 - **Support airlines & handlers**
 - **Keep quality standards**
 - **Develop the cargo market**

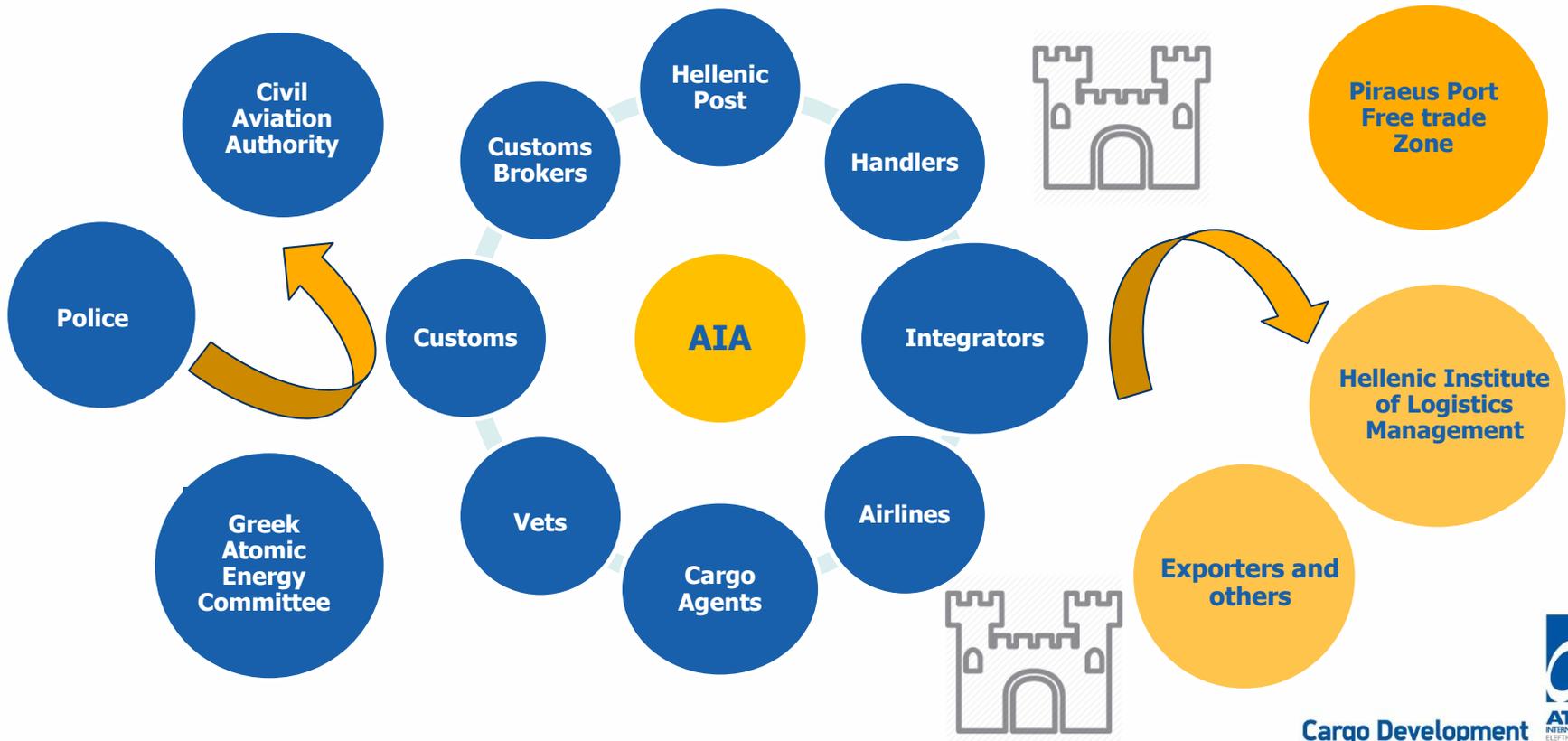




The business approach

Establish a living supply chain

**by connecting the members of the local cargo community
through an efficient communication platform ...
the Airport Cargo Community Committee (ACCC)**



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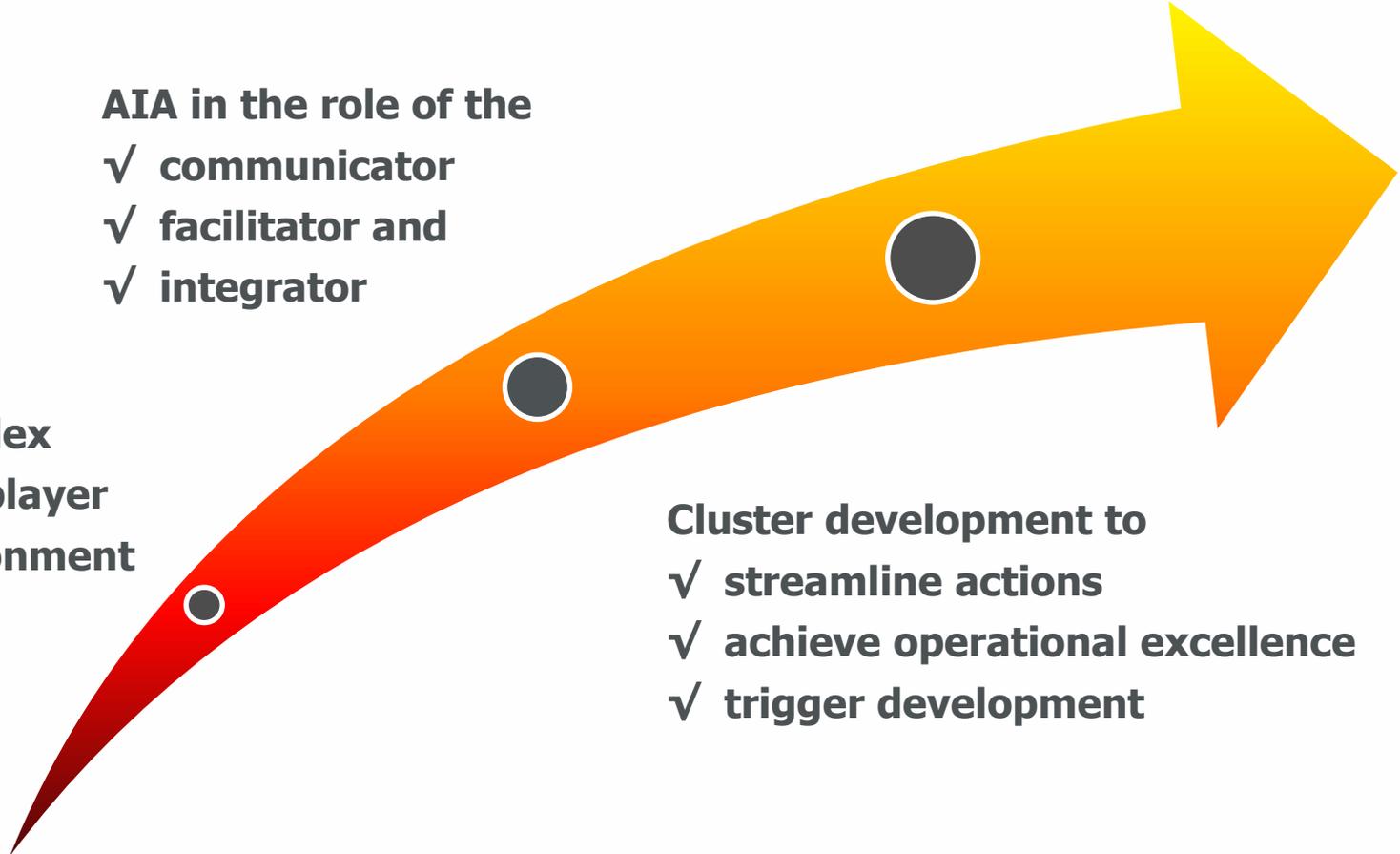


The business approach the cluster mentality

AIA in the role of the
✓ **communicator**
✓ **facilitator and**
✓ **integrator**

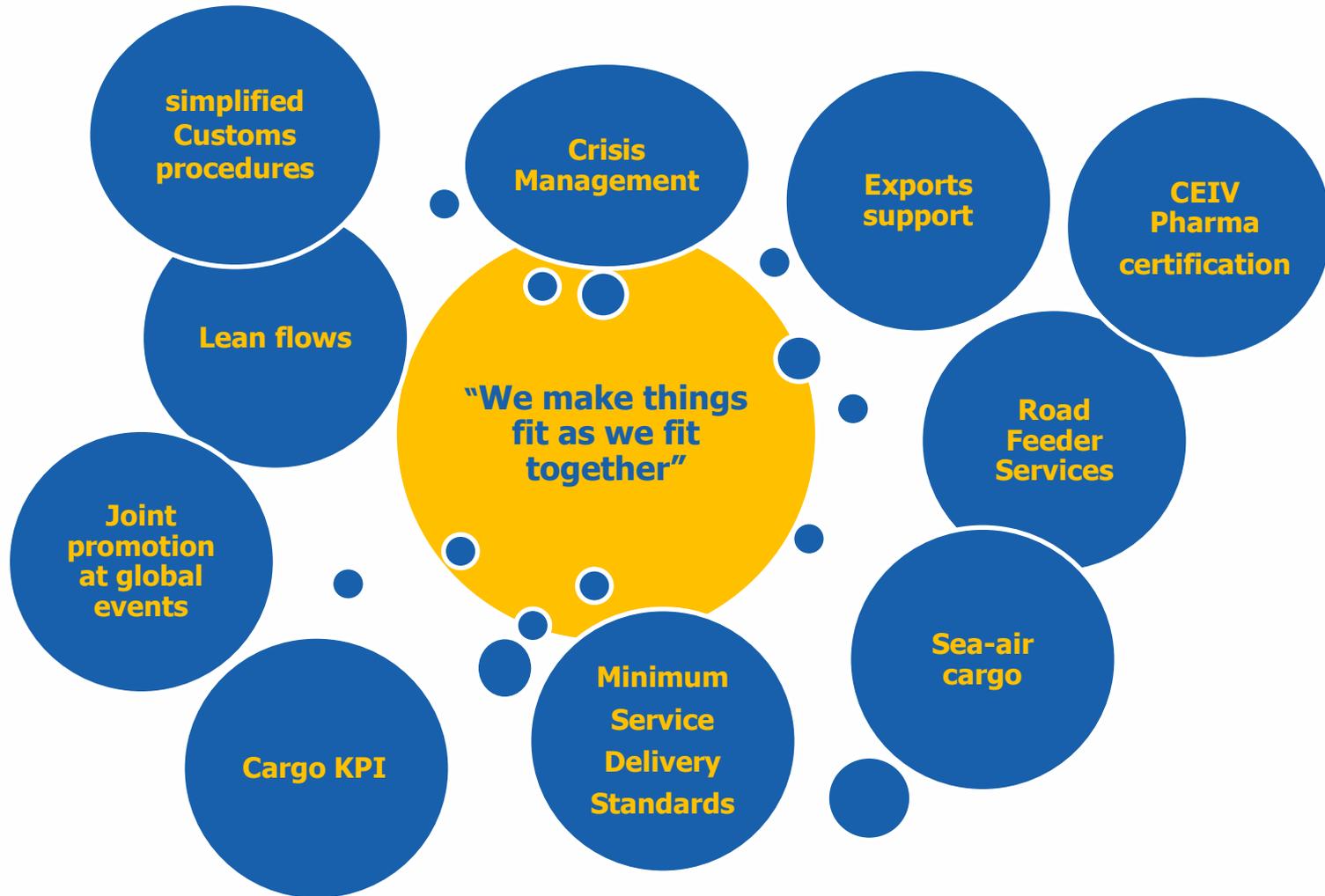
**Complex
multiplayer
environment**

Cluster development to
✓ **streamline actions**
✓ **achieve operational excellence**
✓ **trigger development**





The projects





The lean flows

- ✓ **Appointment of joint Customs Consultant**
- ✓ **Further simplification of customs procedures**





Operational excellence

✓ Introduction of jointly agreed **MSDS** in the import procedure (2003)

➔ Quantitative criteria (time)

How swift is the Cargo Handler's performance?

✓ Joint agreement on a cargo **KPI** including (2008)

➔ Quantitative (time) & qualitative (questionnaires) criteria

How efficient and qualitative is the overall Cargo Handling performance?

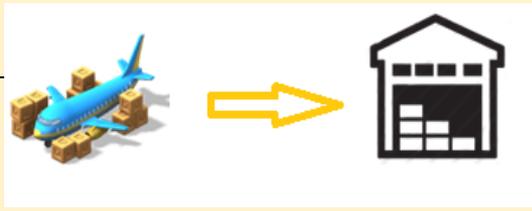




Operational excellence MSDS categories

MSDS Minimum Service Delivery Standards (Narrow/Wide Body Aircraft Categorization)

◆ Document Transfer to C.T.



◆ Delivery Orders Issues



◆ Cargo Transfer to Cargo Terminal

◆ Total Import Handling
Narrow & Wide Body

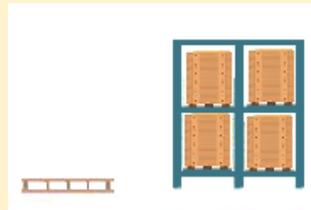
◆ Breakdown & Checking
Narrow & Wide Body



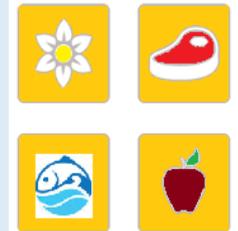
◆ Mail Delivery to Airmail
Center



◆ S.C. P: Total Physical
Handling _ Narrow & Wide
Body



◆ Shipments Delivery
to BIP for Inspection



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Operational excellence C-KPI categories

- ✓ **The MSDS Results**
- ✓ **The Operations & Housekeeping Results**
- ✓ **The Corporate Safety's Results**
- ✓ **The Environmental Services' Results**
- ✓ **The Airlines' Questionnaires**
- ✓ **The Forwarders' Questionnaires**
- ✓ **The Synergies**

- ✓ **The Negative Marking**

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The synergies the development initiatives

- ✓ **The attraction of additional transit cargo through multimodal traffic**
- ✓ **The CEIV Pharma certification**
- ✓ **The provision of competitive incentives to the airlines**
- ✓ **The joint promotion**



Cargo Development





The synergies the sea-air cargo project

✓ **MOU's with PPA (2006) and PCT (2010)**

- **Acceleration of flows**
- **Shuttle service**
- **Same-day onward air-connection**
- **Reduction of cost & time**



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The synergies the sea air cargo concept



The flying fish uses both air and water to travel. In a similar manner Athens International Airport and Piraeus Port Authority are joining forces to give your sea cargo wings. Seanairgy offers you an integrated service of cargo transit via Athens by simplifying procedures and reducing time and cost of cargo transportation.

seanairgy
CARGO TRANSIT VIA ATHENS

contact us: cargo@aia.gr



PIRAEUS PORT
AUTHORITY S.A.



ATHENS
INTERNATIONAL AIRPORT

seanairgy
CARGO TRANSIT VIA ATHENS

The joint effort to generate new volumes of multi-modal traffic through specific and simplified procedures

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The synergies the new sea-air deal

Cooperation with Piraeus Consolidation & Distribution Center (PCDC)

- ✓ **Further simplification of Customs procedures**
- ✓ **Establishment of a seamless connection**



**Standardization
of Flows**



**Provision of a tailor-made
& cost-effective solution**

PCDC

ATHENS
INTERNATIONAL AIRPORT

The **flying fish** uses both air and water to travel. In a similar manner **Athens International Airport** and **Piraeus Port** facilities are joining forces to give your sea cargo wings. **Seairgy** offers you an integrated logistics solution for transit cargo via Athens by simplifying procedures and reducing time and cost of cargo transportation.

seairgy
CARGO TRANSIT VIA ATHENS

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The synergies the CEIV Pharma certification

- ✓ Initiative launched in 2017 under the umbrella of AIA
- ✓ Airport Community approach
- ✓ 6 initial participants
- ✓ Full certification of all ramp and cargo handlers in 2023



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The synergies the link to the Greek exporters

- ✓ **Cargo community approach**
- ✓ **Flexibility & imminent response time**
- ✓ **Generation of awareness regarding advantages of air transport**
- ✓ **Constant improvement of cargo flows**





The synergies the airline incentives

- ✓ **Discounts on airport fees for new or additional routes and frequencies**
- ✓ **Cargo aircraft: Discounts on applicable Landing & Parking Fees**
- ✓ **Further Marketing Support**
 - Advertising
 - Co-promotional events



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The synergies the extroversion

- ✓ **Joint participation every 2 years at the Transport Logistic / Air Cargo Europe international cargo fair since 2005**
- ✓ **Membership in various organizations**
- ✓ **Participation at conferences**
- ✓ **Airport tours for students**

Integrated cargo community.



**You deserve creative cargo solutions...
we work them out for you.**

Athens International Airport S.A. Cargo Development Department
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The synergies the achievements

- ✓ **“The Cargo Airport of the Year Award” 2006**

(100,000-500,000 t. category - **worldwide**)

- ✓ **“The Air Cargo Award of Excellence”**

(100,000-500,000 t. category **worldwide**)

2009: 1st place in own category & top score worldwide 2007 & 2008: Top ten list

- ✓ **“Transport and Logistics Awards 2015 ”**

Outstanding performance for the collaborative approach in the cargo business



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Contact us

**Athens International Airport S.A.
Cargo Development
Ground Handling & Cargo
Development Department
cargo@aia.gr
www.aia.gr**

We make things fit as we fit together.

We stay fit 24 h/365 days for you

Athens International Airport S.A. Cargo Development Department, contact us: cargo@aia.gr

The advertisement features a white background with a thin black border. On the left, there are colorful toy blocks (green, blue, orange) and a red toy forklift. In the center, there is a small illustration of four people (two men and two women) standing together. On the right, there is the Athens International Airport logo, which consists of a blue square with a white stylized 'A' and a yellow star. Below the logo, the text 'ATHENS INTERNATIONAL AIRPORT ΕΛΕΥΘΕΡΙΟΣ ΒΕΝΙΖΕΛΟΣ' is written in blue and black.