

THE 19<sup>th</sup> ANNUAL  
**cargo facts 2013**  
AIRCRAFT SYMPOSIUM

**AIM HIGHER**

**Ethiopian**  
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THE NEW SPIRIT OF AFRICA

A STAR ALLIANCE MEMBER



**Asrat Begashaw**  
**A/MD Ethiopian Cargo**

# Ethiopian Update



# Ethiopian Airlines

## Key Facts

- **Founded:** 1945 with support of TWA
- **Passengers:** 5.5 million passengers  
174,000 tons of cargo
- **Fleet** :60 aircraft (7 years av. age)
- **Main Hub** :Addis Ababa
- **Second Hub** :Togo – Lomé
- **Destinations** :International – 76 in five continents  
Domestic – 17
- **Employees:** + 7,300 full-time
- **Ownership:** 100% Ethiopian Government
- **Weekly Flights:** + 1330 – Weekly flights  
+ 190 – Daily departures
- **Global Alliance:** Star Alliance Member



# Ethiopian Cargo

- Ethiopian Airlines is the largest cargo operator in Africa with six dedicated freighter aircraft.
- Ethiopian cargo is currently operating two Boeing 777-200 LR freighters, the first to be operated in Africa, two MD-11, one Boeing 737 and two Boeing 757 freighters out of the hubs –  
main hub Addis Ababa,  
second hub in Liege, Brussels,  
and the new third hub in Lome,  
Togo – west Africa.



# Ethiopian Cargo

- Currently, the airline operates to 25 cargo destinations in Africa, Middle East, Europe and Asia. Having a vast cargo network – fifteen in Africa, seven in Middle East and Asia and two in Europe – Ethiopian operates

in major trade lanes between Africa and Europe, Middle East and Asia, providing a convenient and reliable cargo service to and from the continent.





# Ethiopian Cargo

- Ethiopian is now expanding its cargo network and fleet and aims to set up cargo hubs in Central and Southern Africa in addition to the existing hubs to cater for the growing need for reliable and affordable air cargo transport to and from the continent.



11 Destinations from 2<sup>nd</sup> Hub in Africa, (LFW) in partnership with **ASKY**  
1 B737-400F



# Our Vision 2025

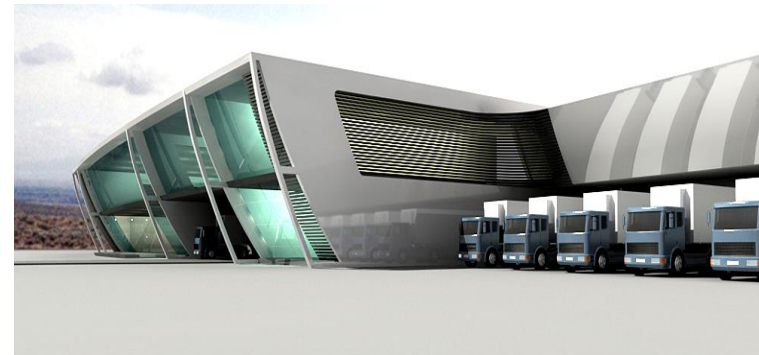
**The Leading Aviation Group in Africa**



# Ethiopian Cargo

- By 2025, Ethiopian Cargo plans to uplift 820,000 tones of cargo using 15 jet aircraft. To support the airline's fast growth and achieve its goal in continuing to be the leading cargo service provider in Africa, existing facilities are

also being upgraded and new ones are being built, including the construction of a large cargo terminal (both dry and perishable) with an annual capacity of 1.2 million tones, which will be one of the biggest in the world.





# Ethiopian Cargo

5- B787-800

6 - B777-200LR

12 - B767-300

4 - B757-200

14 - B737-700/800W

13 - Q400

2 - B777F

2 - B757-260F

2 - MD-11F

1 – B737-400F

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15 - A-350 (on order)

4 - B777-300 ER (on order)



A STAR ALLIANCE MEMBER 

# Ethiopian Cargo



2024/25	Jun-25
	<b>18</b>
738F	3
777LRF	11
B767F	4

**\*Will take 3<sup>rd</sup> delivery of B777F on 4<sup>th</sup> quarter of 2014 & 4<sup>th</sup> delivery end of 2015**

***For Cargo the major fleet will be 777F***

# Ethiopian Cargo

37 Destinations: Route Deepening & Expansion



# Global Outlook

***Ethiopian*** – Perspective focusing on  
**Africa**

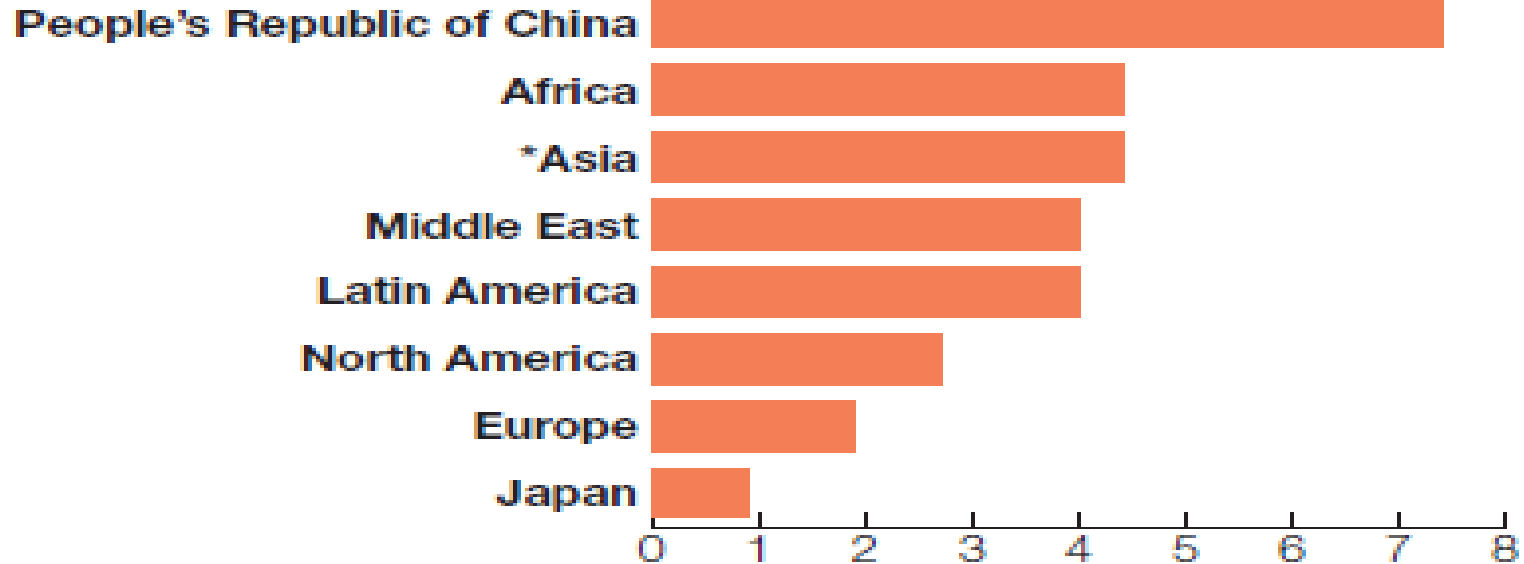


# Ethiopian Cargo

Strong Growth of GDP in Emerging Markets

## FORECAST AVERAGE WORLD GDP GROWTH RATES

Growth, average annual percentage change for 2009 through 2029



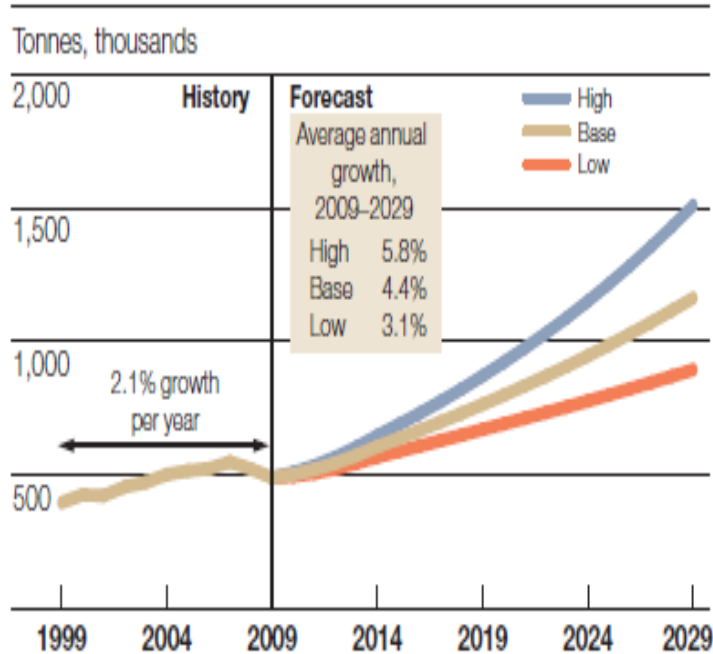
\*Includes People's Republic of China and Japan



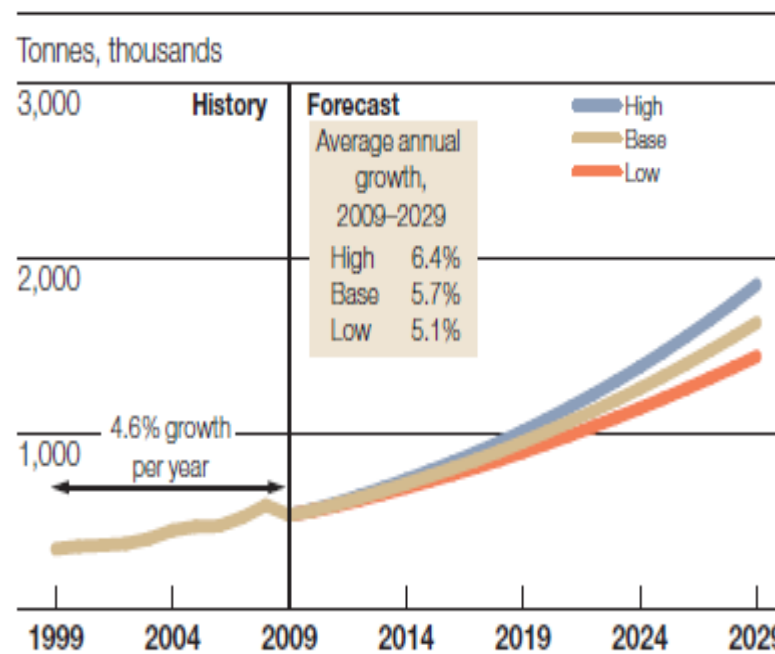
# Ethiopian Cargo

Robust Growth of African Air Trade: Ex. Africa-Europe

**AFRICA TO EUROPE AIR TRADE  
WILL GROW 4.4% PER YEAR**



**EUROPE TO AFRICA AIR TRADE  
WILL GROW 5.7% PER YEAR**



**Ethiopian Cargo**

**Vision 2025**

**20% Market Share in Africa**

# Ethiopian Cargo

## Challenges

- Prolonged Economic Recession (Cost cutting + Low production)  
- Keeping Revenue Ahead Of Cost
- High and volatile oil price; It is higher in Africa by about 30% from the rest of the world. (50% of operating cost element)
- Uneven competition from highly capitalized mega carriers
- Lack of unified common Aviation Policy in Africa
- Limited Infrastructure and too little Inter-Africa traffic (10%)

# Ethiopian Cargo

## Opportunities

*Ethiopia is Roaring !*

**Ethiopia: 3<sup>rd</sup> Fastest Growing Economy in the World\***

- **Growth & Transformation Plan for 2010-2015:-**
  - Average read GDP growth rate of **11.2%**
  - GDP (PPP) from 86 to **137 Billion US \$**
  - Surge in exports **(+25% growth/yr)**
  - **Massive Infrastructural** development

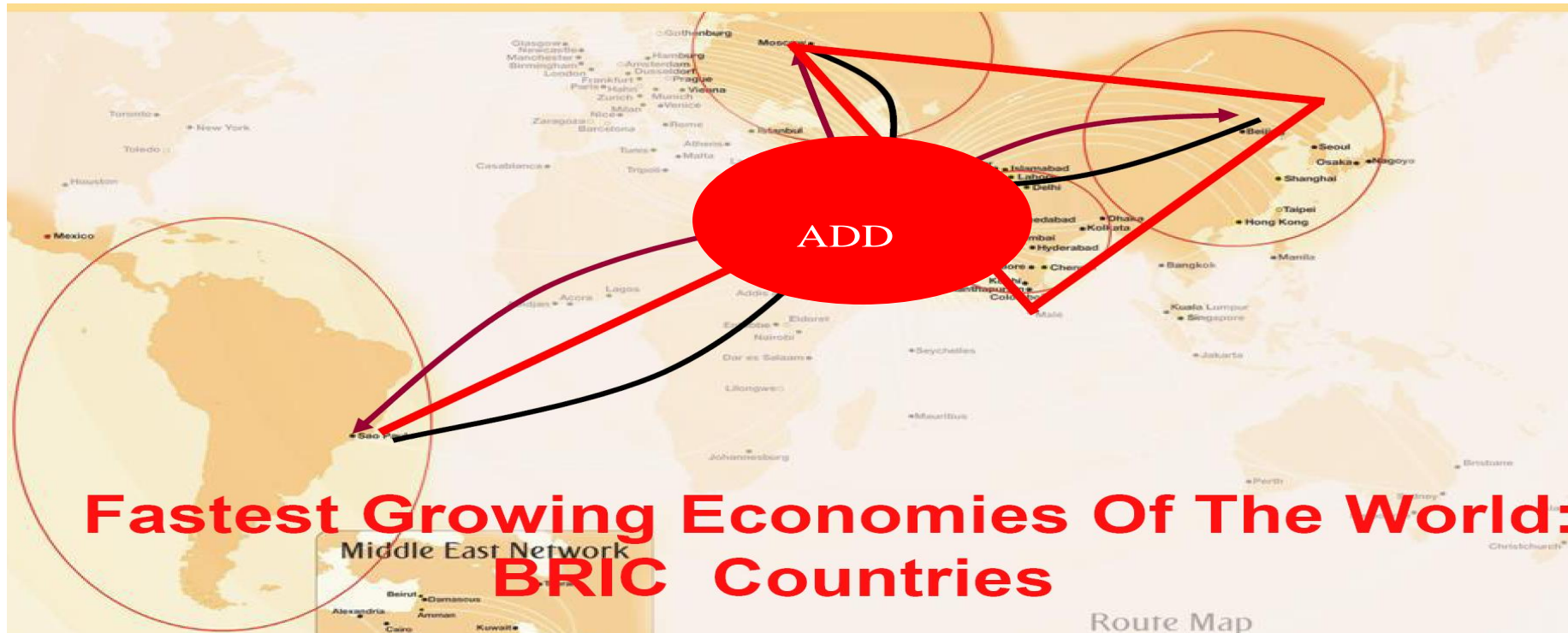
\* *The Economist*



# Ethiopian Cargo

## Opportunities

At the Heart of Fastest Growing Trade Lane:  
China – India – Africa - Brazil



# Ethiopian Cargo Opportunities

*Its time for Africa!*

## 2<sup>nd</sup> fastest growing region in the World

1 billion people – with overwhelming majority of youth

- GDP of \$ 1.6 trillion to grow to \$ 2.6 trillion by 2020, av. + 4.4% /yr
- 128 million households with discretionary income by 2020 (Booming consumer market)
- Africa to produce 13% of global oil by 2015 up from 9% in 1998
- 60% of world's uncultivated land
- Robust investment from emerging economies
- Growing demand for untapped resources
- Improved foreign direct investment (FDI)



# B777 Freighter:

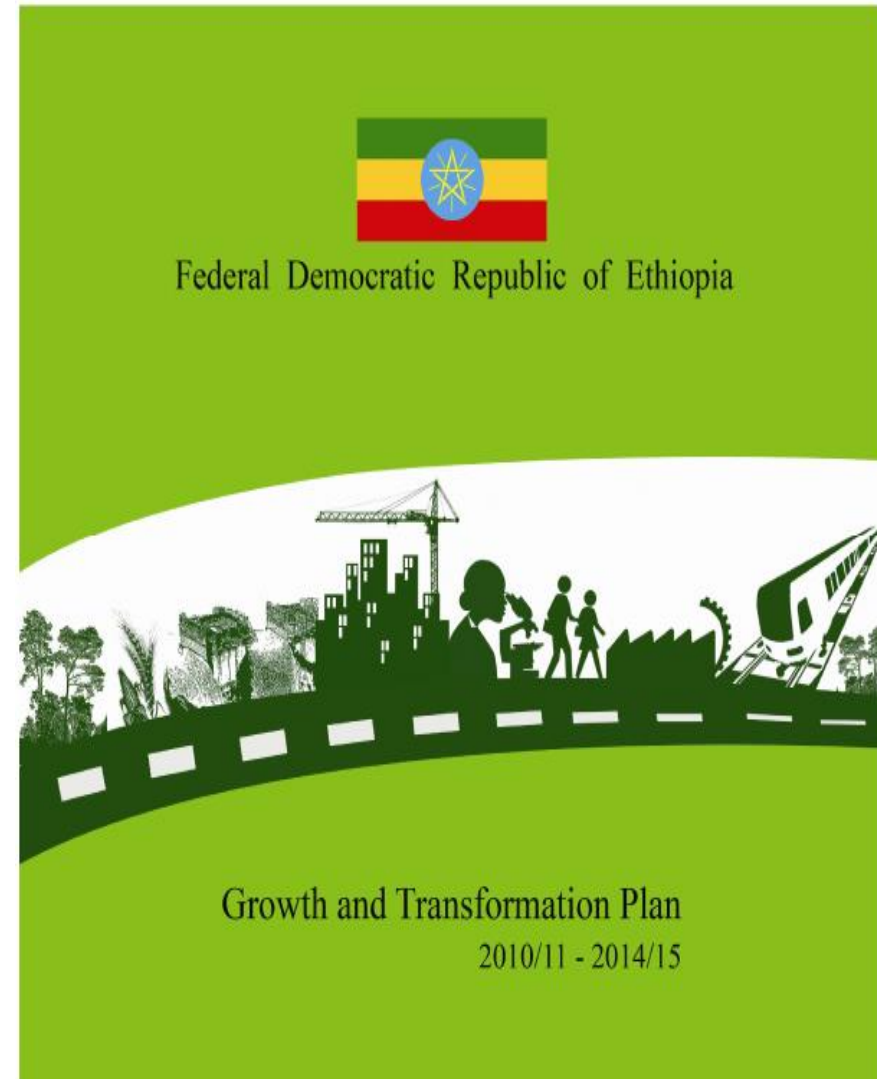
## Right Choice To Support Ethiopian Export Growth



**Asrat Begashaw**  
**A/MD Ethiopian Cargo**

# Phenomenal Growth of Ethiopian Economy

- **Av. GDP growth rate: 11- 15%**
- **Av. export growth: 25%**
- **Massive infrastructure expansion**
- **Highest level of support to export**



# Phenomenal Growth of Ethiopian Export



**Flower** (*mln stem*)

**2009/10**

**2014/15**

**2,748**

**5,859.1**



**Meat** (*000 metric tons*)

**10.18**

**111**



**Leather & Products** (*\$ mln*) **75.73**

**496.87**

# Fast Expanding Cargo Service

## Current Network

Africa (15), Gulf, Middle East & Asia (7), Europe (2)



**No.1** cargo carrier in Africa

- 6 Freighters
- 175,000 tons ('13-'14)







# Why B777 Freighter is Obvious Choice?



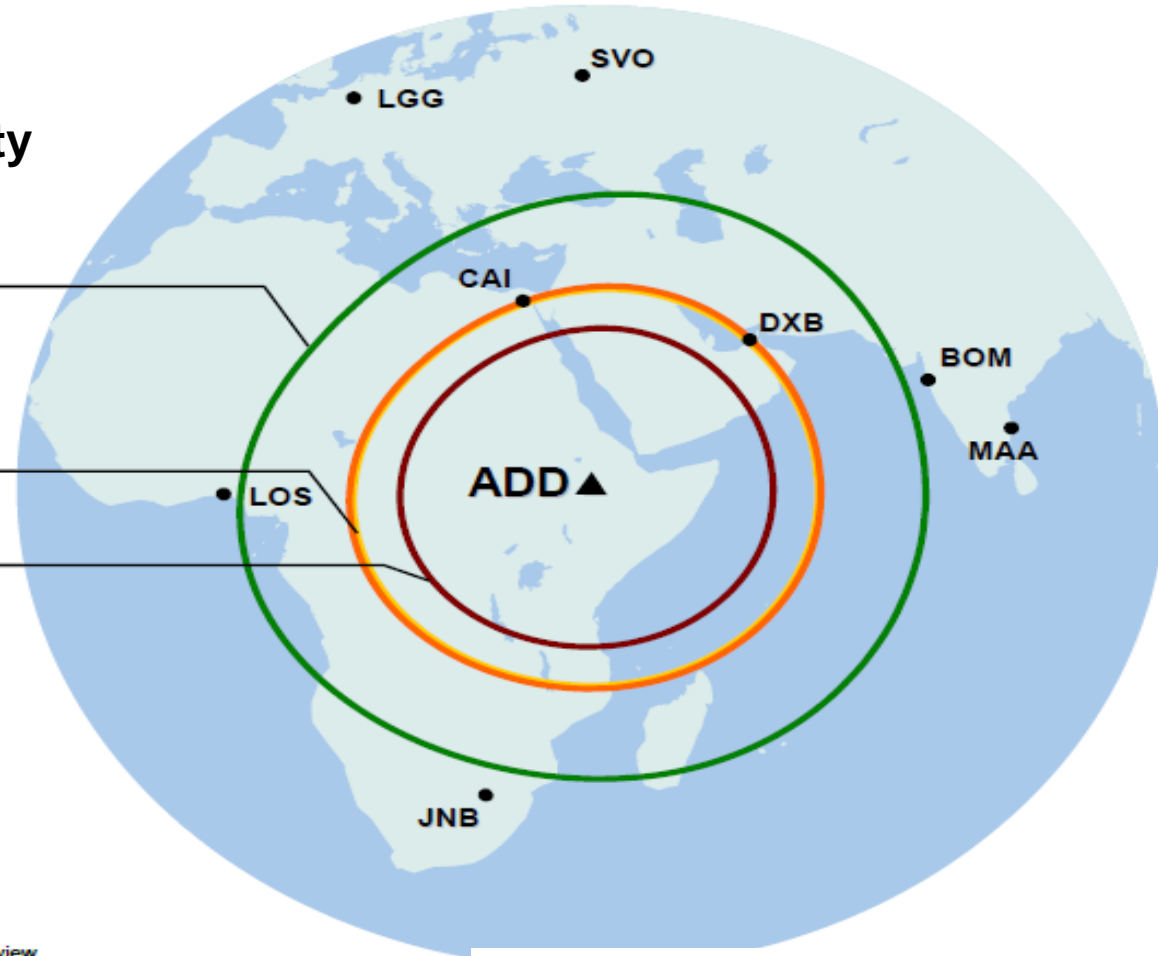
## More range from Addis Ababa

\* With small payload penalty

**777F / GE90-115BL2**  
Max Payload: 106,960 kg

**747-200F / CF6-50E2**  
Max Payload: 116,110 kg

**MD-11BCF / CF6-80C2D1F**  
Max Payload: 93,160 kg



- ET Mission Rules
- 85% Enroute Annual Winds - outbound
- Enroute Temperature: ISA+10C
- 3% Airway Allowances
- Tare weight included in payload
- 747-8F performance assumes GE engine PIP currently under review

# Why B777 Freighter is Obvious Choice?



Much more range capability from Liege

**777F / GE90-115BL2**

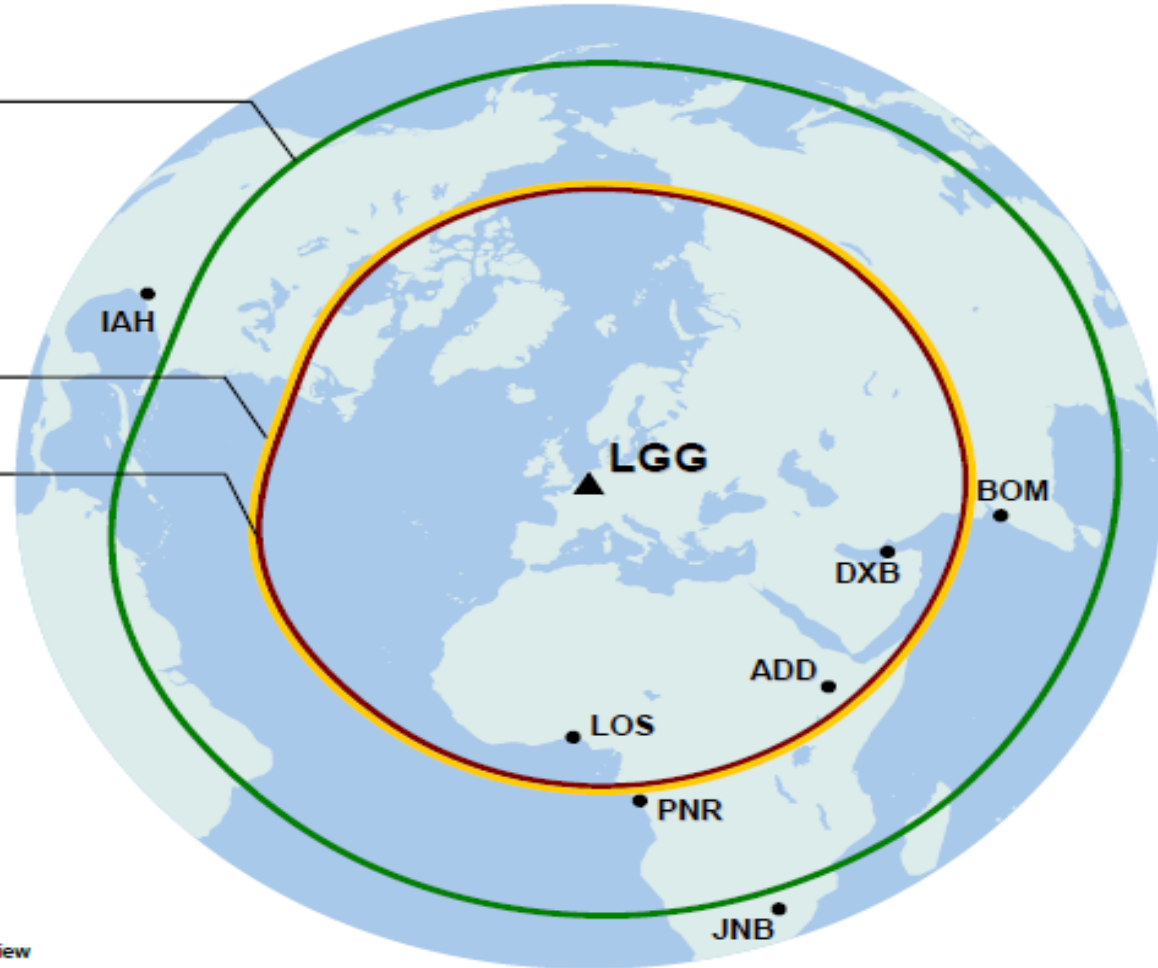
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# Why B777 Freighter is Obvious Choice?

## Special capabilities



- Payload : **103 tons**
- **Longer range** non-stop
- Full load range: 4,900Nm
- **Temperature control**
- Contour (m): **3m**
- Pallets: - upper deck **27**  
- lower deck **10**

# Why B777 Freighter is Obvious Choice?

## Special capabilities

- **Large door : 10 feet** high max. height
  - **Trucks & Heavy Machineries**
  - Easy to **transfer shipments from B747F**
- Ideal for transport needs of **fast growing oil & gas industry**

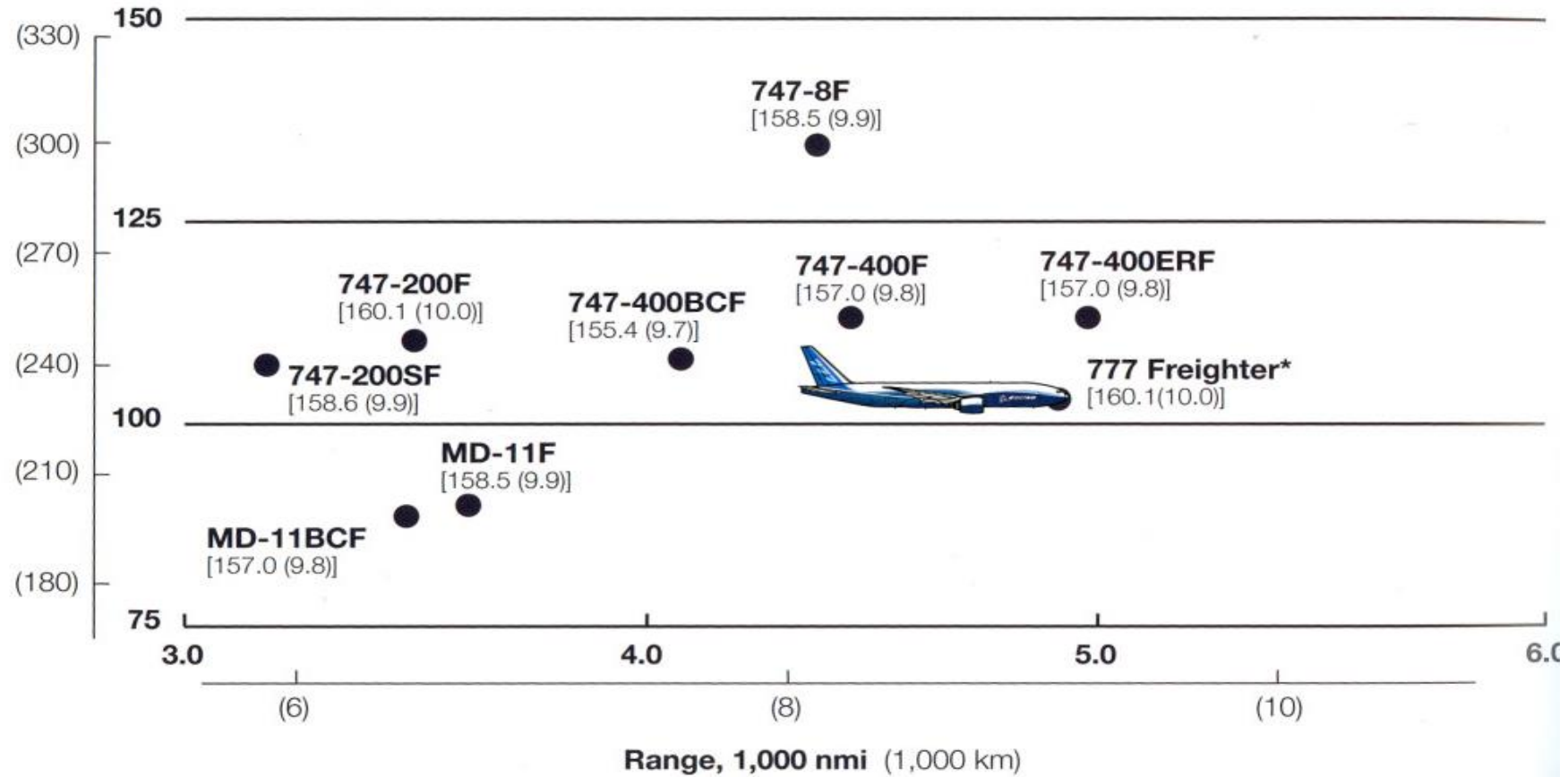
*(20 Oil and gas producing countries in Africa)*



# Why B777 Freighter is Obvious Choice?

## THE 777 FREIGHTER FLIES FARTHER AT FULL REVENUE PAYLOAD

Revenue payload, 1,000 kg (1,000 lb)



- Revenue payload does not include tare weight
- f 1 average density, kg/m<sup>3</sup> (lb/ft<sup>3</sup>), for total volume, excluding bulk
- \* - restrictions apply above 347,450 kg (750,000 lb) MTOW



# Why B777 Freighter is Obvious Choice?

 Same advanced flight deck as on the 777-200LR

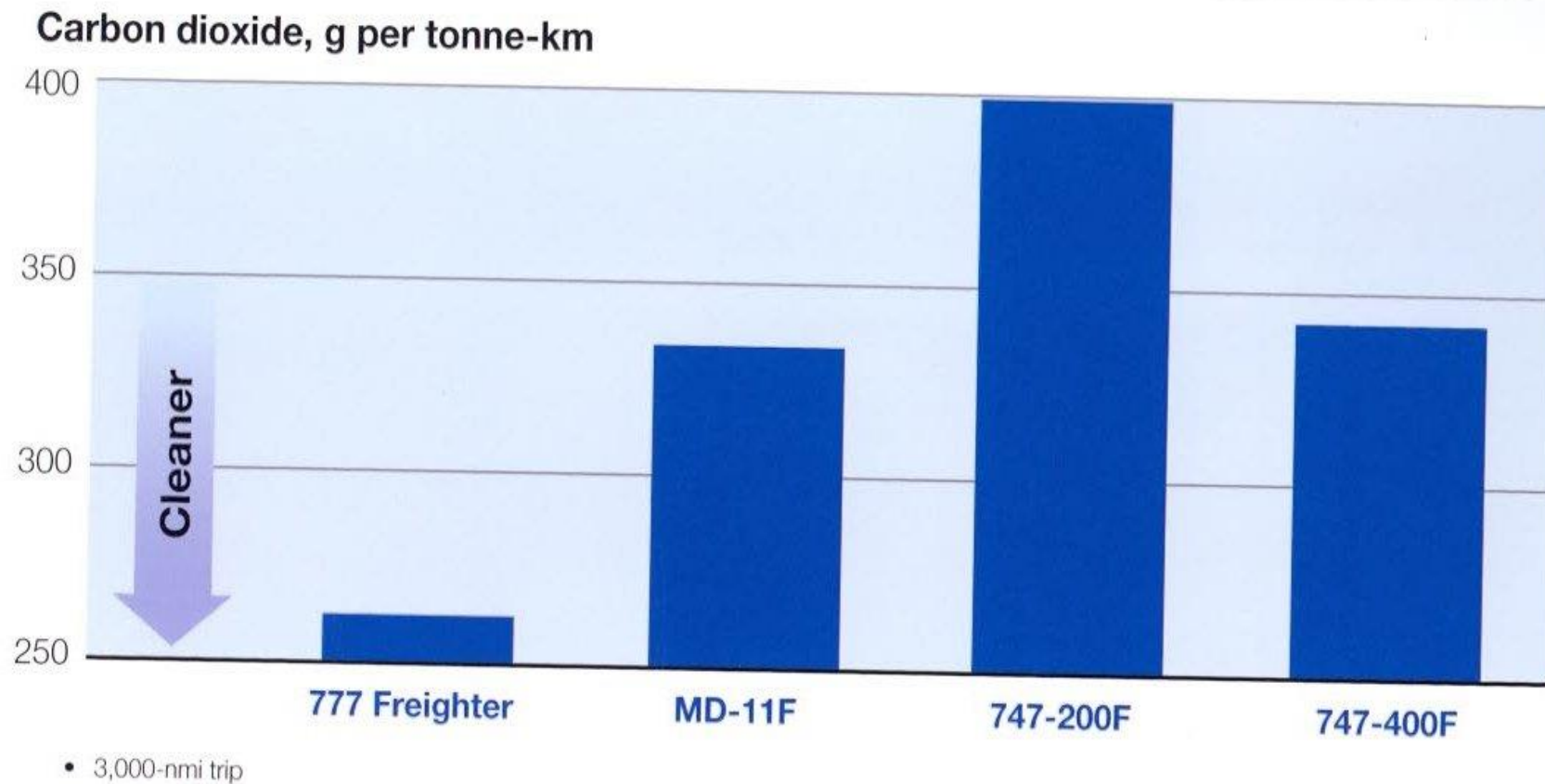
Triple-channel autopilot with Category IIIB Autoland      Large flat-panel LCDs, including three multifunction displays      Full-time triple-channel fly-by-wire with thrust asymmetry compensation and flight envelope protection



Cursor control interface      Airline-modifiable electronic checklist (ECL) containing all normal and nonnormal checklists      Integrated communications interface with full CNS/ATM (FANS) functionality      Electronic Flight Bag (optional)

# Why B777F Is Obvious Choice?

## THE 777 FREIGHTER IS CLEANER THAN CURRENT LARGE FREIGHTERS



# B777 Freighter: ET Core Cargo Fleet

- In line with Vision 2025, B777F ideal in terms of:-
  - Economics: Lower Operating Cost but Higher ownership cost
  - Payload
  - Capacity
  - Range
  - Environment



*To support growth of exports from Ethiopia  
& cargo traffic between Africa & rest of  
the world*

# What Is In It For Horticulture Industry?

- **More reliable** schedule & service
- **Faster delivery** of flowers to Liege, as it may not need technical stop in Cairo
- **Better temperature control** as low as 4°C

*Fast Reliable Service*





# Thank You

