

Press release

China Southern and Air Baltic, new LUG customers

Frankfurt on Main, May 15, 2012 — LUG aircargo handling, the oldest independent ground service company at Frankfurt/Main airport, has signed long-term contracts with two new clients since the beginning of the year: China Southern and Air Baltic.

China Southern Airlines, founded in 1980 and headquartered in Guangzhou, is one of China's and Asia's largest airlines in terms of aircraft fleet and passenger volumes. It is also an important cargo carrier.

The contract with LUG aircargo handling covers six full freighter flights per week and a potential annual cargo volume of some 45,000 tons. It considerably strengthens LUG's portfolio of Far East carriers which includes ANA, Korean Air Cargo, Thai Cargo, and SriLankan Aircargo.

"We are delighted to serve this important Chinese carrier. In the current economic environment it is good to know that the quality of our service, our direct apron access, brand new warehousing facilities, and our experienced personal are appreciated. This drives our business growth," says Wolfgang Korte, CEO, LUG aircargo handling GmbH.

Air Baltic Corporation was established in 1995 as a low cost passenger carrier by the Latvian state. It operates daily flights to Frankfurt/Main with limited cargo capacity. The potential annual handling volume in Frankfurt is 150 tons. "Air Baltic adds a new facet to our coverage of the Baltic Sea area and it complements the services of Finnair. Air Baltic offers a good solution for small express shipments to the Baltic States", adds Patrick Tschirch, Key Account Manager, LUG aircargo handling GmbH.

"These two new customers further raise our profile in the German air cargo handling market. Competition in the industry is very intensive. But the new acquisitions confirm the trust customers have in our services," says Wolfgang Korte.

