

# EMERGING CARRIERS & MARKETS IN THE EMEA REGION

Audrone Keinyte

2024



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2024





You

What are the emerging air cargo carriers in the EMEA region?

Message ChatGPT... 



**You**

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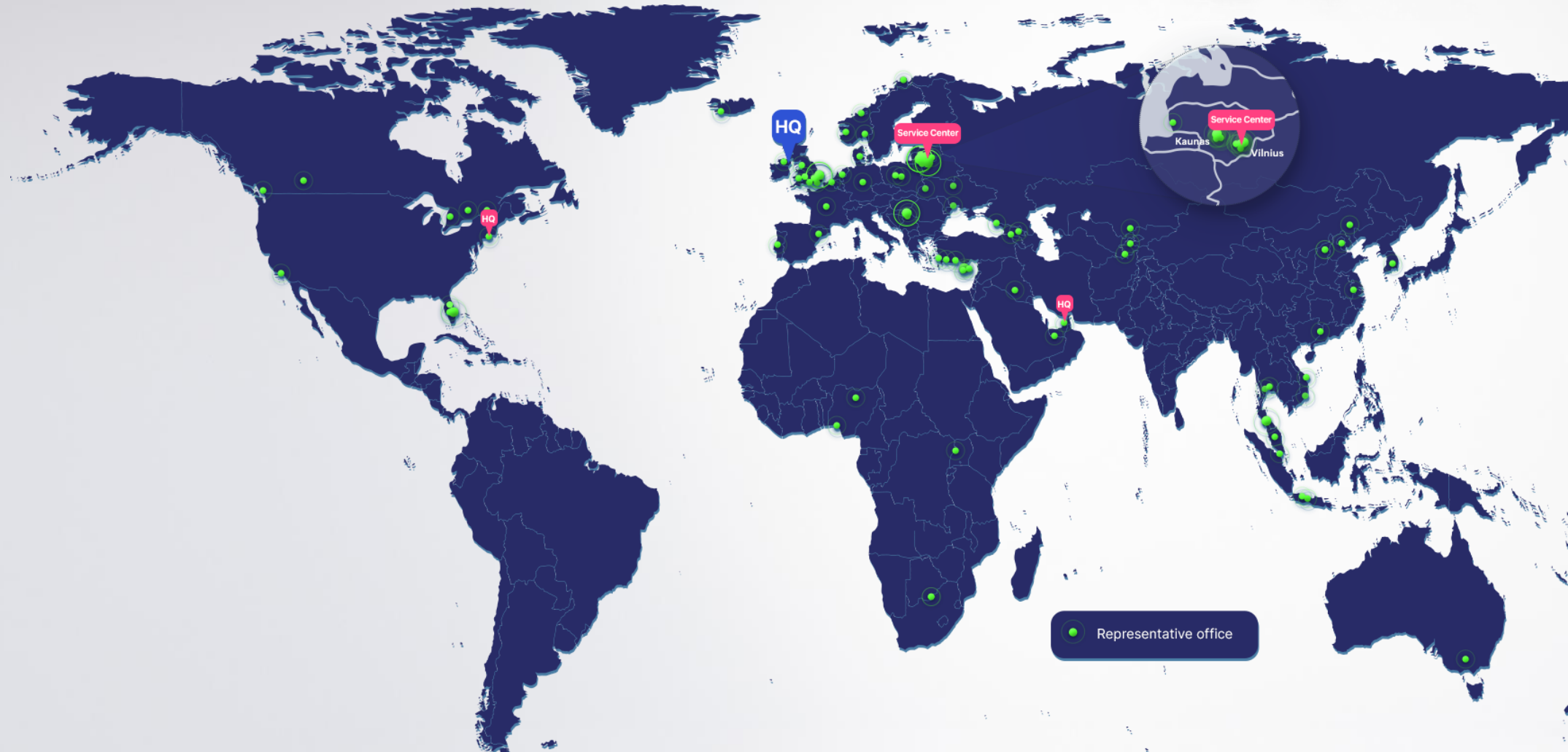
**ChatGPT**

Hi Audrone, I did a quick search, and here's what I discovered.

In the EMEA region, several airlines within Avia Solutions Group are amongst the most noteworthy for their emergence and planned expansion in 2024. As well as increasing fleet sizes and flight operations, new AOCs and diversification in aircraft types are also part of the group's long-term commercial strategy

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# SNAPSHOT OF AVIA SOLUTIONS GROUP



# 11 AOCs SERVING PASSENGER & CARGO ACMI BUSINESSES

## 200+ aircraft

**Airbus** A320, A321, A330, A321F

**Boeing** 737CL, 737NG, 737MAX, 737 BBJ2

**Boeing** 747-400F/BDSF, 737-400SF/BDSF, 737-800BCF/SF

**Boeing** 777-200, 777-300ER

**DHC** Dash 8-100, Dash-300

With cargo and passenger ACMI being our largest business segment, we are able to offer capacity with in-house technical support and professionally trained pilots and crew



## CARGO AOCs

Malta



Indonesia



Latvia



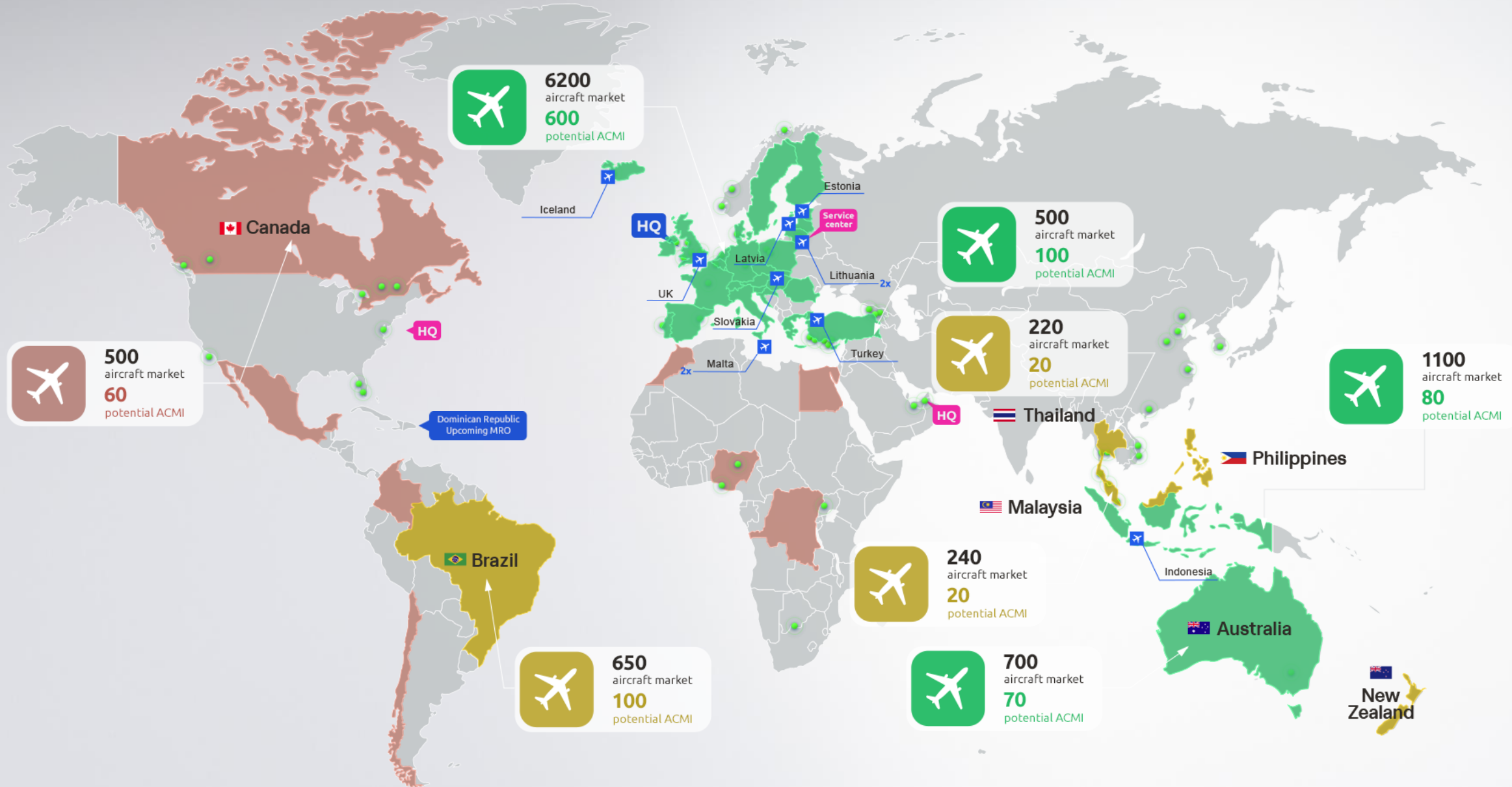
Iceland



Slovakia



# CURRENT & UPCOMING AOC PLAN



# CARGO FLEET TYPE AND SIZE

Airbus A321 - 17

Boeing B737 - 17

Boeing B747 - 5

Dornier 228 - 2

Total - 41





# CARGO FLEET TYPE AND SIZE

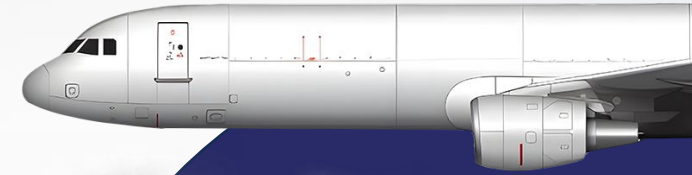
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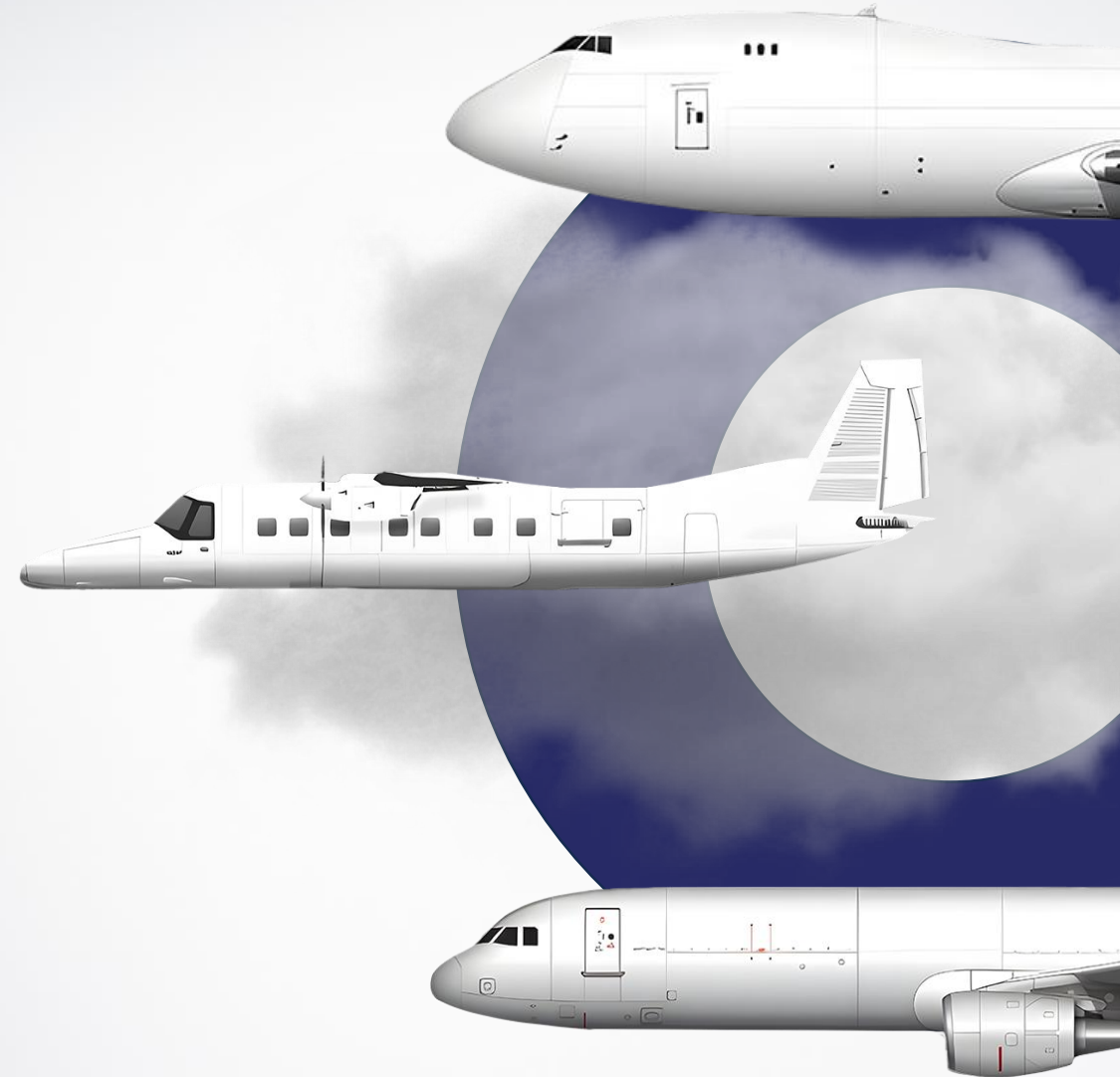
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# EXPANSION OF FREIGHTER MARKET

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Consolidation of cargo  
& passenger operations



# EXPANSION ON FREIGHTER MARKET

Ability to move capacity  
to meet demand

Consolidation of cargo  
& passenger operations



# EXPANSION ON FREIGHTER MARKET

Mitigation of regional economy  
fluctuations and seasonality

Ability to move capacity  
to meet demand

Consolidation of cargo  
& passenger operations





# EXPANSION ON FREIGHTER MARKET

Expansion & modernization  
of the fleet

Mitigation of regional economy  
fluctuations and seasonality

Ability to move capacity  
to meet demand

Consolidation of cargo  
& passenger operations



# NAVIGATING THROUGH CHALLENGES



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Air cargo market revenue, \$

**206,5\$** billion in **2022**



**-39,6%**

**124,7\$** billion in **2023**

OEM issues

Crew shortage

Start-up challenges

# NAVIGATING THROUGH CHALLENGES

Air cargo market revenue, \$

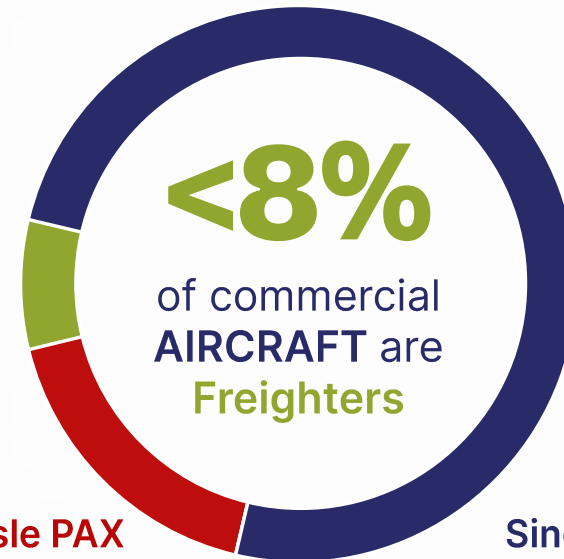
**206,5\$** billion in **2022**



**-39,6%**

**124,7\$** billion in **2023**

Global fleet of freighters



Twin Aisle PAX

Single Aisle PAX

OEM issues

Crew shortage

Start-up challenges

# NAVIGATING THROUGH CHALLENGES



OEM issues

Crew shortage

Start-up challenges

# NAVIGATING THROUGH CHALLENGES

OEM issues



Crew shortage



Start-up challenges

# NAVIGATING THROUGH CHALLENGES

OEM issues



Crew shortage



Start-up challenges



A group of people are celebrating on a rooftop. A woman in the center, wearing glasses and a black top, is laughing and clapping her hands. To her right, a man in a white shirt is also clapping. In the foreground, the back of a man's head and shoulders is visible, looking towards the group. The background shows a cityscape with buildings and greenery under a clear sky.

**PEOPLE**







# TALENT ATTRACTION



A woman with wavy brown hair, seen from behind, is presenting to a group of people in a meeting room. She is wearing a black top and light-colored pants. The room has large windows overlooking a cityscape. The text "CULTIVATION OF LEADERSHIP COMPETENCIES" is overlaid in white, bold, sans-serif font across the center of the image.

# CULTIVATION OF LEADERSHIP COMPETENCIES





# DIVERSITY



# RETENTION & EXPERTISE





An aerial photograph of a dense, lush green forest. The trees are tightly packed, creating a vibrant green canopy. The word "SUSTAINABILITY" is written across the center of the image in a large, bold, white, sans-serif font. The text is centered horizontally and vertically, standing out prominently against the green background.

**SUSTAINABILITY**

# SUSTAINABILITY

AVIATION ACCOUNTS FOR **3%**  
OF GLOBAL EMISSIONS



# SUSTAINABILITY

AVIATION ACCOUNTS FOR **3%**  
OF GLOBAL EMISSIONS

GLOBAL TARGET NET  
ZERO BY **2050**



# SUSTAINABILITY

AVIATION ACCOUNTS FOR **3%**  
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GLOBAL TARGET NET ZERO BY **2050**

AIRPORTS MOVING TO  
**noise-based**  
FEES



# NEW GENERATION AIRCRAFT RESULT IN REDUCTION OF

CARBON EMISSIONS

**-15%**

NOISE POLLUTION

**-50%**





**You**

What is the current situation in the air cargo industry?

Message ChatGPT... 



You

What is the current situation in the air cargo industry?



ChatGPT

Audrone, here is what I know. The current situation in the air cargo industry for 2024 is marked by cautious optimism, with several key trends and challenges shaping its landscape:

**Modest Demand Growth:** The industry expects a slight increase in demand. 2% growth in Q1 and 3% growth in Q2 YOY. However, overall demand for the year is difficult to predict due to the various uncertainties in the market, especially consumer spending, which is down by 8% compared to pre-pandemic levels and is predicted to grow by just 1-2% in 2024.



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## ChatGPT

**Technological Advancements & E-commerce:** The industry is set to benefit from advancements in AI and system improvements that will drive greater efficiency and effectiveness in cargo operations.



**Pricing Stabilization:** The market has reached a new baseline following the rapid rate decline. The cost of transporting goods by air, which had skyrocketed during Covid-19, has now somewhat normalized but remains 32% above pre-pandemic levels.



Message ChatGPT...





### ChatGPT

**Impact of Global Events:** The industry remains sensitive to global events, such as geopolitical conflicts and environmental issues. Any significant disruption could have a substantial impact on market dynamics.



**Environmental Sustainability & Capacity Recovery:** Environmental sustainability continues to be a key focus area, along with the recovery of capacity, which is expected to exert downward pressure on rates. Improving schedule reliability in ocean freight shipping is also highlighted as a crucial.



Message ChatGPT...



You

And what should we expect in the mid to long term?

Message ChatGPT... 



**You**

And what should we expect in the mid to long term?



**ChatGPT**

Come on, Audrone, I'm not a fortune teller. I'm just an artificial intelligence tool. 😊

Message ChatGPT... 





# CYCLICAL BUSINESS



# DYNAMIC MARKET

An aerial photograph of a busy port. Two large container ships are docked at a pier, their decks stacked high with colorful shipping containers. Yellow gantry cranes are positioned along the pier. In the bottom left corner, the tail and wings of a white commercial airplane are visible, flying towards the top right. The water is a deep teal color. The text "RESPONSIBLE & SUSTAINABLE GROWTH GLOBALLY" is overlaid in the center in a bold, white, sans-serif font.

**RESPONSIBLE &  
SUSTAINABLE  
GROWTH GLOBALLY**

**THANK YOU**

