An airport in the heart of Europe
206 direct destinations

67 passenger airlines

18 cargo airlines

48 direct cargo connections

120 direct connections Europe

85 countries
A PRIME CARGO & LOGISTICS HUB
# TOP LOGISTICS HUB IN THE HEART OF EUROPE

The World Bank Logistics Performance Indicator - 2018

<table>
<thead>
<tr>
<th>Country</th>
<th>LPI Rank</th>
<th>LPI Score</th>
<th>Customs</th>
<th>Infrastructure</th>
<th>International Shipments</th>
<th>Logistics Competence</th>
<th>Track &amp; Tracing</th>
<th>Timeliness</th>
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<tbody>
<tr>
<td>Germany</td>
<td>1</td>
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<td>3.58</td>
<td>4.10</td>
<td>4.08</td>
<td>4.32</td>
</tr>
</tbody>
</table>
FACTS

TOTAL CARGO VOLUMES IN TONNES / 2013-2018

Total Cargo volumes 2018

- Freighters: 26%
- Belly: 22%
- Integrators: 22%
- Trucked: 30%

Full Freighter | Integrator | PAX | Trucked
0 | 200000 | 400000 | 600000 | 800000

2013 | 2014 | 2015 | 2016 | 2017 | 2018
3 CONNECTED TO THE WORLD
SHORT HAUL NETWORK 2019

- 120 Direct European Flights
- 35 European countries
LAST MILE DISTRIBUTION

Average trucking times out of BRU

• One Belt One Road connectivity
• Efficient transit connections
• Short trucking times to > 100 other European cities
• Very competitive cost of operation
SCHEDULED FREIGHTER AND WIDE BODY OPERATORS

Full freighter operators:

Wide body pax operators:

- AIR CANADA
- DHL
- ASIANA CARGO
- BRITISH AIRWAYS WORLD CARGO
- FINNAIR
- QATAR CARGO
- SAUDIA CARGO
- TNT
- LATAM CARGO
- ATLANTIC AIR
- TURKISH CARGO

- DELTA
- brussels airlines
- Ethiopian
- ETIHAD AIRWAYS
- Emirates
- Jetairfly
- Hainan Airlines
- UNITED
- QATAR
- ANA
- THAI
- CATHAY PACIFIC

11
BRUCARGO: THE CARGO & LOGISTICS COMMUNITY
LAST MILE DISTRIBUTION
PRODUCT FOCUS

- E-COMMERCE
- EXPRESS
- GENERAL CARGO
- LIVE ANIMALS
- OUTSIZED CARGO
- PERISHABLES
- VALUABLES
- PHARMACEUTICALS
FOCUS ON LIVE ANIMALS

THE ANIMAL INSPECTION & CARE CENTER

• Designed for the well-being of animals travelling by air
• 1600 m² floorspace
• Opening expected Q2 2019
FOCUS ON PERISHABLES

PERISHABLE GATEWAY TO EUROPE

- Key for our home carriers with focus on Africa → return is Fresh
- Africa and South America are emerging exports markets → return is Fresh
- +50,000 T of Fresh handled at Brussels Airport (2018)
FOCUS ON PHARMA

AIRSIDE PHARMA TRANSPORTER

Guaranteed range 5°C – 25°C

Continuous pre-conditioning

36h during summer

24h during winter

Solar Panels
INTERNATIONAL AWARD WINNING LOGISTICAL HUB

**World Air Cargo Awards**

**Airport of the Year**

Criteria:
- Commitment to cargo development
- Availability of cargo facilities
- Efficiency of cargo operations

2012: Finalist
2013: Finalist
2014: Winner
2015: Winner
2016: Winner
2017: Winner
2018: Winner of the Information Technology for the Air Cargo Industry Award

2016: Highly Acclaimed Best Cargo Airport in the world

2017: Winner Best Cargo Airport in the world

2018: Winner Best Cargo Airport in the world

2019: Highly Acclaimed International Airport of the year

2015: Winner Best European Airport Industry Choice Award

2016: Winner Best European Airport Customer Choice Award

X Factor - Innovation Customer Choice Award
4

FUTURE DEVELOPMENTS
BRUCARGO
€ 100.000.000
INVESTMENT PLAN
STATE OF THE ART
ANIMAL INSPECTION &
CARE CENTER
NEW 50,000 SQM DIRECT RAMPS ACCESS DEVELOPMENT
5
FOCUS ON DIGITAL
WHY DATA SHARING FOR AIR CARGO?

SCATTERED LANDSCAPE
WHY DATA SHARING FOR AIR CARGO?

INEFFICIENCIES, ERRORS, NO VISIBILITY
WHAT IS BRUCLOUD?

WHAT IF WE START SHARING DATA?
WHAT IS BRUCLOUD?

THE ESSENTIALS

• Open data sharing platform, with multiple collaborative apps, enabling to work more integrated and act as a network

• Secure data sharing - Nallian

• Agile and flexible

• Integrate not replace

• Limited investment cost

• Offer smart logistical solutions to the local Air Cargo Community

• Long term focus and linked to global data backbone (cloud of the clouds)
WHAT IS BRUCLOUD?

A DETAILED VIEW OF THE BRUCLOUD BEEHIVE – DIGITAL ROADMAP
WHAT ARE THE ADVANTAGES?

BRUCLOUD AS AN ECOSYSTEM

- Improvement ideas
- App development
- More efficient, better quality
- New data elements available

PARTS OF THE BRUCLOUD BEEHIVE

ANALYTICS
Create insights and smart business decisions

Cloud technology Data Sharing Layer
Hyperledger Blockchain Layer

API's

Data Insights App
Central Contact App
Global Pharma Tracker

Statistics App
Pharma Dashboard
PARTS OF THE BRU CLOUD BEEHIVE

LANDSIDE MANAGEMENT

Efficient and paperless landside processes

Cloud technology Data Sharing Layer

Hyperledger Blockchain Layer

API’s

Slot Booking App

Freight Management App

Central Driver Database
LANDSIDE MANAGEMENT

SLOT BOOKING APP

Why?

- Smoothen the process of freight delivery/pick-up at the GHA’s facilities
- Eliminate waiting times (peaks) and idle times
- Optimize personnel planning
- Central community approach
- Transparency
LANDSIDE MANAGEMENT

FREIGHT MANAGEMENT APP

Why?

- Eliminate paper based delivery notes and physical flow to pick-up these notes
- No fraud sensitive handover over documents
- Pro-active approach: Prepare shipments at the correct gate
- First Blockchain use case
- Transparency
PARTS OF THE BRUCLOUD BEEHIVE

COMM. FED. AGENCIES

Smoothen processes and interaction with Fed. Agencies

- Cloud technology Data Sharing Layer
- Hyperledger Blockchain Layer

Customs Export App
# WHAT’S NEXT?

## TIME LINE 2019

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<thead>
<tr>
<th>Landside Management Tool</th>
<th>nov/18</th>
<th>dec/18</th>
<th>jan/19</th>
<th>feb/19</th>
<th>mrt/19</th>
<th>apr/19</th>
<th>mei/19</th>
<th>jun/19</th>
<th>jul/19</th>
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</table>

- **Roll-Out**: Indicates the start of the implementation phase.
- **Pilot**: Indicates the initial testing phase.
- **Analysis**: Indicates the analysis phase for data insights and performance metrics.
- **Integration**: Indicates the integration phase for systems and processes.
THANK YOU