

Media release

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China Post and Lufthansa Cargo announce strategic cooperation

Capacity agreement to the equivalent of one Boeing 777F frequency per week inked

On the 19th of November, China Post Group Corporation, the official postal service of the People's Republic of China, and Lufthansa Cargo, Europe's leading cargo airline, have announced a strategic cooperation. Li Xiong, Vice President of China Post Group Corporation, and Peter Gerber, CEO and chairman of the executive board of Lufthansa Cargo, met in Beijing and reached agreement on deepening cooperation. It is considered the foundation of a strategic cooperation. Initially, the agreement has a weekly scope of the cargo capacity of one Boeing 777 freighter on the Shanghai (PVG) – Frankfurt (FRA) route.

“In recent years, the cooperation between China Post and Lufthansa Cargo has enjoyed a constant growth. The eCommerce business is in a vigorous development. Both China Post and Lufthansa Cargo are now upgrading and innovating the business model. Under the concept of the “Joint Freight Operation”, the two sides have reached a further consensus on capacity agreement this time. We will jointly build a more stabilized and comprehensive channel of air mail transportation connecting China and Europe.”, said Li Xiong.

“We are very pleased that the excellent collaboration with China Post, which has been going on for many years, is now even gaining new quality within the framework of a strategic cooperation. It also reflects the growing importance of the cross border eCommerce market. Together, we will be able to achieve even more for our joint customers on one of the world's most important trade lanes”, Peter Gerber, CEO of Lufthansa Cargo, said.

The two partners emphasized that further close cooperation with the aim of expanding to further agreements is being sought. Both companies have been working together excellently for a long time also on other major Chinese stations, with focus on Beijing and Guangzhou. In addition to the capacity agreement, both companies are jointly working on shortening transportation times, improving quality and further developing digitalization.

China Post Group Corporation

China Post Group Corporation is a large state-owned sole proprietorship enterprise established in accordance with the Law of the People's Republic of China on Industrial Enterprises under the Ownership System. It operates various postal services according to the law, undertakes the general service obligation of postal services. China Post Group Corporation is entrusted by the Chinese government in providing postal special services, implementing commercial operation towards competitive postal services. As an investment institution, it is authorized by the Chinese State Council, undertaking the obligation of maintaining and increasing the value of state-owned assets. Principal business of



operation: domestic and international letter delivery business; domestic and international parcel delivery business; newspaper issuing, books and other publications; stamp issuing business; postal remittance business; confidential communication business; postal financial business; postal logistics business; e-commerce business; all kinds of postal agency businesses; other businesses that the state stipulates.

Lufthansa Cargo AG

Lufthansa Cargo ranks among the world's leading air freight carriers. In the 2017 business year, the airline transported around 1.6 million tonnes of freight and mail and sold 8.9 billion revenue tonne-kilometres. The company currently employs about 4,500 people worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves around 300 destinations in more than 100 countries with its own fleet of freighters, the belly capacities of passenger aircraft operated by Lufthansa, Austrian Airlines and Eurowings, and an extensive road feeder service network. The bulk of the cargo business is routed through Frankfurt Airport. Lufthansa Cargo is a wholly owned Lufthansa subsidiary of Deutsche Lufthansa AG.

Internet: lufthansa-cargo.com

Facebook: facebook.com/lufthansacargoag

Instagram: instagram.com/lufthansacargoag

Linkedin: de.linkedin.com/company/lufthansa-cargo

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