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04/2010

News from the Companies in the Mitteldeutsche Airport Holding

### Positive Traffic Developments in the First Quarter



Landing of the first British Midland (BMI) plane from the British capital, London

**The effects and financial penalties as a result of the stubborn ash cloud from the volcano Eyjafjallajökull in Iceland have cast a shadow on traffic developments at the Central German airports. Both airports were once again able to register more passengers in the first quarter than in the previous year, which was severely affected by the global financial crisis. In addition, Leipzig/Halle Airport continues to register further growth in freight volumes.**

827,252 passengers passed through the airports operated by the Mitteldeutsche Airport Holding during the first quarter of 2010. Despite the flight cancellations caused by strikes and bad weather winter at the start of the year, this represents a growth rate of 5.4 percent. The increase in passenger numbers in March was as high as 11.9 percent. According to figures released by the German Airports Association (ADV), both airports were able to perform far better than the domestic average for this sector. The number of aircraft movements rose by 4 percent to 21,485 take-offs and landings in the first three months of the year.

464,291 passengers passed through Leipzig/Halle Airport during

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the first quarter, 4.7 percent more than in the same period in the previous year. The airport handled 190,111 passengers in the month of March, an increase of 12.1 percent over the same month in 2009. This development was primarily due to an increase in demand in the tourist sector. The number of aircraft movements at Leipzig/Halle Airport also reflected a positive trend: 14,041 take-offs and landings were recorded during the first quarter, 4.5 percent more than in the same period in the previous year.

The airport was also able to continue the ongoing good results in terms of freight volumes handled. 150,107 tonnes of air freight were transhipped at Leipzig/Halle Airport during the period January to March. This represents a growth rate of 32.4 percent over the same quarter in 2009.

362,961 passengers passed through Dresden International Airport during the first three months of 2010, an increase of 6.4 percent. The figures for the month of March were particularly satisfying: the 147,495 passengers represent an increase of 11.6 percent over the figures for the same month in 2009. The airport in the Saxon state capital is expecting this positive trend to continue with the help of the attractive flights on offer, including new direct links with Milan Malpensa, London Heathrow and Split and additional flights to Moscow.

## A Thousand and One Nights in the Gulf Region

**The Central German region and the Saxon economy are looking to the Gulf region with a sense of expectation: Markus Kopp, CEO of Mitteldeutsche Airport Holding, travelled to Qatar and Abu Dhabi for three days at the beginning of April in order to hold detailed talks with representatives from the worlds of politics and business.**

The delegation returned home with very promising business prospects: for instance, Elbe Flugzeugwerke GmbH, which is based at Dresden International Airport, has a real chance of winning a contract. A major order from the Qatar Airways Group to convert ten Airbus 330 passenger planes into freight aircraft is in the pipeline.

Efforts are also being made to network the Gulf region with the freight hub at Leipzig/Halle in the logistics sector. "The airport provides the best facilities to dovetail with the logistics hubs on the Arabian Peninsula," said Markus Kopp during the course of the trip by the delegation. "The Free State of Saxony has created the basis for international cooperation arrangements as a result of its outstanding air traffic infrastructure, particularly at Leipzig/Halle Airport, during the last 20 years. Similar developments have taken place in the Gulf region. Logistics bases have been created there too in recent times and they are making a significant contribution to the overall economic significance of the region. I am delighted that we have been able to underline the close and successful partnership between the



Markus Kopp, CEO of  
Mitteldeutsche Airport  
Holding

worlds of business and politics during the talks that we held with many people from the air traffic sector during our joint visit to Qatar and the United Arab Emirates,” said Johannes Beermann, Head of the Saxon State Chancellery.

Regular talks have also been held for some time in an effort to attract Qatar Airways, Etihad Crystal Cargo or Emirates Cargo to the airport as customers. The airport could also benefit from Etihad Airways’ decision to establish its own fleet of cargo planes. The outstanding intermodal networking and authorization for 24-hour operations for cargo flights at Leipzig/Halle could prove to be the critical factors in opening up markets in Central and Eastern Europe, which are developing in such a dynamic way, for the airline from Abu Dhabi.

“The Gulf region and the Far East and the Indian subcontinent have been part of an internationalization strategy that we at Mitteldeutsche Airport Holding have been pursuing for the last few years. If the main focus of passenger services is on linking major European cities, the priority in the logistics sphere is to incorporate the advantages of the location in the value added chain of global flows of goods,” Markus Kopp said.

Tourist charter flights between Leipzig/Halle and the Gulf region were also an item on the agenda. The private airline Elite Aviation has already expressed great interest in linking the Central German area with the states in the Gulf region that are showing strong growth in the tourist sector too.

## Lufthansa Flagship Practises Normal Operations at the Airports in Central Germany

**It may already be flying, but its crews are still practising: before Lufthansa puts its first A380 into scheduled service, the airline is carrying out a comprehensive training programme with the huge aircraft and this means that the world’s largest plane will put in an appearance at Leipzig/Halle and Dresden International Airports.**

Jürgen Raps, aircraft captain and Lufthansa board member responsible for passenger operations, will fly the brand new flagship to Leipzig/Halle on 1 June in order to complete the training operations required to obtain the appropriate license with experienced colleagues. The airport site provides ideal conditions with its modern infrastructure.

As part of the route training programme, where the pilots then gain experience on certain routes, the A380 will make an intermediate landing at Dresden International Airports one day later. This will mean that the super Airbus will visit the city on the river Elbe for the second time. An A380 tested five touch-and-go approaches at Dresden at the beginning of 2007.



A380 at Dresden International Airport

# European Air Transport Leipzig Launched with German License

Leipzig/Halle Airport

**The cargo airline, European Air Transport Leipzig GmbH (EAT), which flies for DHL, obtained official approval as an airline company and its operating certificate from the German Federal Office of Civil Aviation (LBA) on 31 March and registered its eleven Boeing 757 freight aircraft in Germany.**



Boeing 757 freight aircraft with German registration

The relocation of the main DHL air freight hub from Brussels to Leipzig/Halle started in November 2007 and started to take off with the commencement of flight operations at the beginning of 2008. The handover of the documents by Hans-Henning Mühlke, the Operations Department Manager at the LBA, to EAT Managing Director, Markus Otto, has now finally sealed the hub's move.

Hans-Henning Mühlke underlined the following: "It involved a great deal of hard work to achieve this goal by 31 March 2010 starting from the application date in August 2009. But we have great pleasure in welcoming a new air freight company of this size in Germany in these tough economic times." Markus Otto added, "The new cargo airline is a logical consequence of moving the main European hub from Brussels to Leipzig." The company has gone the whole hog. This marks the formal completion of the move to Leipzig/ Halle.

## Leipzig/Halle Airport and DHL Open Doors for Next Generation of Logistics Specialists

**Leipzig/Halle Airport and DHL Hub Leipzig GmbH opened their doors to young people interested in logistics on 15 April to mark German Logistics Day. This gave the young people an opportunity to get a glimpse of life at the airport behind the scenes.**



DHL air freight hub at Leipzig/Halle Airport

The participants were able to obtain an idea of the variety of logistics tasks and jobs at the freight hub during a varied tour of the airport. They had the opportunity to gain information about the processes of dispatching freight at Leipzig/Halle Airport, some of it involving a high degree of manual work and some of it highly automated. They were able to admire the impressive machinery and equipment used by DHL and see some of it in action.

Many companies and institutes once again took part in this year's Logistics Day, which took place under the heading "Logistics Makes It Possible". The initiative for the project stems from the German Logistics Association (BVL), which aims to improve the perception of logistics in the public arena and motivate young people to choose a professional career in this sector.

# Dresden International Popular with Czech Passengers

Dresden International

**The rising number of enquiries from Czech residents who are interested in flights and services at and from Dresden International Airport confirms a trend: the perception and acceptance of the airport in Saxony with potential passengers from its southern catchment area are growing all the time. They not only view Dresden International Airport as a possible point of departure, but are actually using it too. Czech Railways has now responded to the increase in demand and is offering new, tailored services.**



Local railway station underneath the terminal

Business and holiday passengers from the north of the Czech Republic can purchase a special railway ticket from Czech Railways via its e-shop or contact centre from May onwards. The ticket, which costs about EUR 26, allows passengers to travel from Prague or Ústi nad Labem to Dresden International Airport and back again at the end of their trip. The date of the outward journey is set when the ticket is purchased, but passengers can use the ticket on any EuroCity train within a month for the return journey.

Aleš Ondruj, Manager of the Product and Sales Department at Czech Railways, explains: “We are making efforts to adapt to the requirements of our customers at all times. The Airport Express service in Prague runs between the central station and the airport at Ruzyně. But we have noticed that more and more travellers are departing from other airports and particularly from Dresden. Thanks to our new service, they can now book their ticket comfortably from home via the Internet or by phone. They do not face any extra journeys or parking fees.” The journey time to Dresden is two hours and 15 minutes from Prague and one hour from Ústi nad Labem.

## 40th Dixieland Festival: Jazz instead of Jet Lag

**Dresden International Airport is one of the locations for the 40th Dixieland Festival being held in the Saxon city on 8 – 16 May and will fire up guests from all over the world – in a musical sense, of course. The airport terminal will once again celebrate a musical highlight in the annual event calendar under the motto “Blues, Boogie & Swing” on 14 May.**



Dixieland Festival at Dresden International Airport

There will be plenty of excitement when the Mariachi dos Mundos band from Mexico, the Lamarotte jazz band from the Netherlands and the Jamaican singer Erol Dixon hit the keys and strings – in addition to the Swingin' Bluebirds and 2Hot from Dresden and Vince Weber from Hamburg.

The airport is acting as a host in the Dixieland Festival supporting programme for the ninth time. The airport terminal – a former hangar for aircraft construction – provides the musical

journey with an impressive musical atmosphere.

From the Region

## Central German Economy Looking Up

**The German economy has again experienced a tangible recovery since the beginning of the year and this has made itself felt in Central Germany too. This has been confirmed by both the latest economic report by the Halle-Dessau Chamber of Commerce and Industry (IHK) report and a forecast for the Hamburg-based business magazine “Capital”, according to which Dresden heads the rankings among cities with positive prospects.**



Li Changchun (left) at Dresden International Airport

IHK Managing Director Dr. Thomas Brockmeier emphasizes that the business climate index left the negative sphere for the first time in five quarters and explains: “The greatest uncertainties related to the crisis now seem to be over. Official statistics underline the sense of relief that is associated with this: according to the initial update of the overall economic position, economic output in Saxony-Anhalt declined by 4.7 percent in real terms in comparison with the previous year. The alleged relative strength of the regional economy as a result of its small units and relatively low export rate was obviously not as great as had been generally assumed. This sounds negative, but can also be interpreted in a positive way: the respective shortfall in comparison with Western German industrial states is not that large.”

The Feri Business Institute discovered while preparing its forecast for the Hamburg business magazine “Capital” that the economy in the Saxon state capital will grow by 2.9 percent this year. But growth in the overall economy will only be 2.0 percent. As a result, Dresden was able to visibly move ahead of the German average figure. According to “Capital”, the Bad Homburg institute investigated 60 German cities with a view to their economic structure and future opportunities. The results pointed out that the number of companies in Dresden rose by 1,700 to almost 47,000 during the past twelve months.

Li Changchun also discovered more about this positive development in the run-up to the upcoming exhibition entitled “The Art of the Enlightenment” at the Chinese National Museum in Beijing. Li Changchun is a member of the permanent politburo committee of the communist party in China and he travelled to Dresden on 12 April in order to spend an evening and hold talks with State Premier Stanislaw Tillich about the cooperation between Saxony and China and about the exhibition in Beijing. Li Changchun said that the progress in relations between Saxony and many Chinese regions was extremely positive, particularly in the fields of business and trade or education and culture.

# “Leipzig/Halle Airport Region” with a Stand at the “Transport Logistic” in Shanghai

**The world’s new leading export nation, China, is one of the most important partners for the German economy. As trading volumes between the two countries rose by more than ten percent last year, the establishment of new business relations with countries from the Asia/Pacific region is becoming more and more important.**

The Leipzig-Halle Logistics Network will be marketing the Leipzig-Halle logistics region at the “Transport Logistic” in Shanghai on 8 – 10 June in order to create direct contact with representatives from the worlds of industry, trade and the air freight sector. With almost 450 exhibitors from more than 45 countries, the leading Asian logistics fair and its accompanying exhibition entitled Air Cargo China provide a suitable platform for this. Many high-ranking experts will join forces at various special events like the Air Cargo China Conference or the Logistics Excellence in China Conference organized by the German Logistics Association (BVL) in order to exchange views on current issues and developments within the logistics sector.

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