Dubai FDI / LA Chamber of Commerce – Advantage Dubai
March 11, 2019

Akbar Hussain – Regional Sales Director, Central and Western USA
Michael Jensen – SkyCargo Manager
Emirates Overview

- Largest non-aligned airline, leveraging commercial cooperation to enhance network coverage with any carrier regardless of alliance groups
  - Exclusively operating modern wide-body fleet of 239 passenger aircraft and 13 dedicated freighters
  - Largest operator of Airbus A380 and Boeing 777
  - On 12 NOV 2017, Emirates ordered 40 Boeing 787 Dreamliners
  - Over 62,000 staff from over 165 countries
  - One of the world's fastest growing, and the largest airline by international RPKs

- 157 destinations in 85 countries across 6 continents
  - Global hub structure, connecting over 4,000 logical city pairs through Emirates' own metal operation
  - More than 420 daily flights from Dubai
Rethink – Emirates

- Revenue US$ 25.2B
- Net profit US$ 762M
- 103,363 employees globally
- 157 cities in 85 countries
- Over 40 worldwide lounges
- 267 in-service
- 260 on order
- Fly America Act compliant
- Ranked #4 in most recognizable brands

Revenue US$ 25.2B
Net profit US$ 762M
103,363 employees globally
157 cities in 85 countries
Over 40 worldwide lounges
267 in-service
260 on order
Fly America Act compliant
Ranked #4 in most recognizable brands
Emirates 2020

WHY EMIRATES?

• The strategic location of Dubai makes it possible for Emirates to serve almost 90% of the world's population with non-stop flights. Hence, Emirates continues to invest in advanced long-haul aircraft.

• Over a third of the world's population lives within a 4-hour flight from Dubai, and two-thirds are within an 8-hour flight.

• Dubai International Airport doubling from 24.8 million in 2005 to 47.2 million in 2010

• Expo 2020
As of 01 August 2018, Emirates' Skywards has become the loyalty programme of flydubai.

NOTE: Newest additions to the partnership include Krakow (PL), Catania (IT), Zagreb (HR) and Thessaloniki (GR). Tashkent (UZ) joins effective 11 March 2019.
The Emirates Product

First Class
- Dining on demand
- 82" long suite – converts to a fully flat bed
- Two Onboard Shower Spas (A380 only)
- Onboard Lounge (A380 only)
- Free Wi-Fi
- More than 2,200 channels on ice Digital Widescreen
- 27" HD LCD screen
- Electrically operated door, mini bar, reading lights, work desk
- Chauffeur Drive
- Lounge Network
- Strong children's product

Business Class
- Gourmet cuisine and world class wines
- Seat pitch up to 88"
- Free Wi-Fi
- Onboard Lounge (A380 only)
- More than 2,200 channels on ice Digital Widescreen
- Chauffeur Drive
- Lounge Network
- Greater personal space and privacy
- Built-in amenities i.e. mini-bar, large personal table
- Strong children's product

Economy Class
- Gourmet cuisine and wines
- Free Wi-Fi
- More than 2,200 channels on ice Digital Widescreen
- Up to 427 specially designed and contoured seats (A380)
- Seats pitch up to 33" with recline to 6"
- Seat cushions 18" wide
- Strong children's product
Emirates First Class - Airbus A380

- First Class Private Suites with electronic sliding doors and leather seats that form full flat beds (up to 82" long) with multi-zone massage feature (1-2-1 configuration)

- Complimentary in-seat mini-bar, individual coat closet, a desk with stationery drawer and an illuminated vanity mirror

- Dine-on-demand service

- 23" personal TV screen
Emirates Business Class - Airbus A380

- 76 full-flat Business Class seats with all-aisle access
- 1-2-1 configuration
- Seat extends to form a full-flat bed up to 79" long
- Multi-zone massage feature
- 17" personal TV screen
Emirates Lounges

*Unwind in one of our 41 exclusive dedicated lounges worldwide*

Open to First Class or Business Class travellers, and Emirates Skywards Platinum, Gold and Silver* members.

**Effective December 2016, Skywards members may pay for additional lounge access beyond the complimentary benefit available to their Skywards tier.**

*Ease into your next delicious escape*
- Savour gourmet cuisine with a wide selection of dining options, prepared by our chefs using the freshest ingredients

*Swap stories along the way*
- Enjoy our range of fine wines, premium spirits and champagne in our exclusive airport lounges worldwide

*Do business your way*
- Network over a drink, stay connected with Wi-Fi or refresh with a shower ahead of your next meeting

*Silver members have access in Dubai only.
**This means that even Blue members may access our lounge at a fee and may even bring a guest with him/her. For Silver and Gold members who currently enjoy complimentary J class lounge access for self and one guest, they can now pay to bring an additional guest(s) with them to the J class lounge and/or purchase an upgrade to F class lounge for themselves and their guests. This benefit of additional paid lounge access is available only at Emirates Lounges at Dubai International Airport and only in case onward travel is on an Emirates flight.*
Emirates Chauffeur-Drive Service

- First or Business Class travellers can enjoy a complimentary Chauffeur-Drive Service to and from Emirates flight in over 70 cities
- Applicable on EK and QF codeshare flights including Canberra, Hobart and Wellington
- Can be requested up to 48 hrs. prior to the flight through your GDS system or online via Manage > Manage Chauffeur-drive

Transfers are available:
- From passenger's home or hotel to the airport
- From the airport to the final destination
- To and from the airport when making a stopover
- To/from Abu Dhabi

Some destinations include:
- China: Beijing / Shanghai-60km
- Stockholm-60 km
- Taipei
- Boston
- Chicago
- Orlando
Our freighter fleet

**BOEING 777F**

**STANDARDULD CONFIGURATION**

<table>
<thead>
<tr>
<th>Deck</th>
<th>Dimensions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Deck</td>
<td>27' PWC 96&quot; x 120&quot; x 11'10&quot; Height (Contour) / 96&quot; x 120&quot; Height Continuous / 1 x 96&quot; Height Non-Continuous</td>
</tr>
<tr>
<td>Lower Deck</td>
<td>27' PWC 96&quot; x 120&quot;</td>
</tr>
<tr>
<td>Forward Hold</td>
<td>6 PWC</td>
</tr>
<tr>
<td>AFT Hold</td>
<td>4 PWC</td>
</tr>
<tr>
<td>Bulk Hold</td>
<td>15 cubic metres</td>
</tr>
</tbody>
</table>

**DOOR SIZES**

<table>
<thead>
<tr>
<th>Door Type</th>
<th>Dimensions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Deck Door</td>
<td>141&quot; x 120&quot;</td>
</tr>
<tr>
<td>Lower Deck Doors</td>
<td></td>
</tr>
<tr>
<td>Forward Hold</td>
<td>100&quot; x 91&quot;</td>
</tr>
<tr>
<td>AFT Hold</td>
<td>100&quot; x 91&quot;</td>
</tr>
<tr>
<td>Bulk Hold</td>
<td>28&quot; x 67&quot;</td>
</tr>
</tbody>
</table>

**Cargo Tonnage:**

- 103,000 kg

**Cargo Volume:**

- 650 cubic metres

**NOTE:** Height of lower deck units is restricted to 92.5"/2.35m to make it compatible with passenger aircraft.
Our Dubai hub

- DXB
- DWC

- 47 Dedicated Trucks Operating 24/7
- Real Time Tracking
- Geo Fenced
- Police Secure Monitoring
- Quick Ramp Transfer
- Warehouse Transfers
- 24/7 Operation
- 600 Staff
- 40 Airside Gates
Emirates SkyCentral (DXB)
Dubai International Airport, Dubai

FACTS AND FIGURES

**Boeing**
- 165

**Airbus**
- 104

**Truck Doors**
- 46

**General Cargo Facility**
- 10,000 Loading Devices
- 2,488 Special Cargo Storage
- 175k Annual Throughput

**Temperature Controlled Zones**
- 2 Million Tonnes
- 5,000-6,000

**Custums and Police**
- 100% E-Airway Bill Enabled

**Real Time Monitoring**
- One of the World's 1st

**ASRS**
- Automated Storage with Retrieval System

**ULD Device**
- 52

**Cool Containers**
- 52

**Cool Pallets**
- 218

**Pallet Containers**
- 10,000

**Temperature**
- 51 Lower

**Verifiers**
- 1
Emirates SkyCentral (DWC)
Al Maktoum International Airport, Dubai

FACTS AND FIGURES

HOME TO OUR FREIGHTER FLEET

13 BOEING

1 MILLION TONNES*

47 DEDICATED TRUCKS

GENERAL CARGO FACILITY

24/7 OPERATION

CUSTOMS AND POLICE

REAL-TIME MONITORING

TEMPERATURE-CONTROLLED ZONES

72 COOL CELLS

144 ULD POSITIONS

10 PHEZZER POSITIONS

45 TRUCK DOCKS

40 AIRSIDE GATES

600 STAFF

ONE OF THE WORLD’S 1% TEMPERATURE-CONTROLLED ZONES

* MILLION TONNE CAPACITY, ADDITIONAL 100,000 TONNES PLANNED

DIRECT RAMP ACCESS

SUPPORT TO FACILITY

100% DUBAI COMPANY OWNED ENABLED
SkyPharma facility
First GDP Certified multi-airport hub in the world

Emirates SkyCentral
CARGO TRANSIT FACILITIES

11,000 SQM EXPANSION

Emirates Pharma
DEDICATED PHARMACEUTICAL TRANSIT FACILITIES

DWB
47 DEDICATED REEFERS OPERATING 24/7

70,000 SQM DEDICATED FREIGHTER FACILITY

GOOD DISTRIBUTION PRACTICE
BUREAU VERITAS Certification

GDP certification* by Bureau Veritas
Proximity to key infrastructure enhances connectivity

**Proximity to Key Infrastructure Enhances Connectivity**

- **Sea-to-Air**: 400 Tons/Week from Jebel Ali Sea Port
- **Jebel Ali Free Zone (JAFZA)**
- **Emirates SkyCentral (DWC)**
- **Al Maktoum International – Dubai World Central**
- **Seamless Operation Within Zone**: No Customs Clearance
- **Dubai International Airport**
- **Cargo Mega Terminal (DXB)**
- **Roads**: E11 Sheikh Zayed Road, E66 Dubai Al Ain Road, E311 Mohammed Bin Zayed Road, E611 Emirates Road, Beside Ethad Road
Connecting through our two hubs

DWC • 77KM • DXB

00:00 • 00:30 • 2:00
AIRCRAFT ARRIVAL
CHECK IN & REBUILD TO NEXT FLIGHT

2:00
OPERATING 24/7

3:00 • 4:30 • 05:00
TRANSPORT TO STAND
AIRCRAFT DEPARTURE

05:00
LOADING AIRCRAFT

FROM ARRIVAL TO DEPARTURE IN LESS THAN 5 HOURS
Our freighter network today
As of July 2018

42 freighter destinations
13 dedicated freighters
Our product categories
Designed around our customer needs
Thank you