

Americas Air Cargo Trends

Airbus Air Cargo Workshop

February 3, 2009

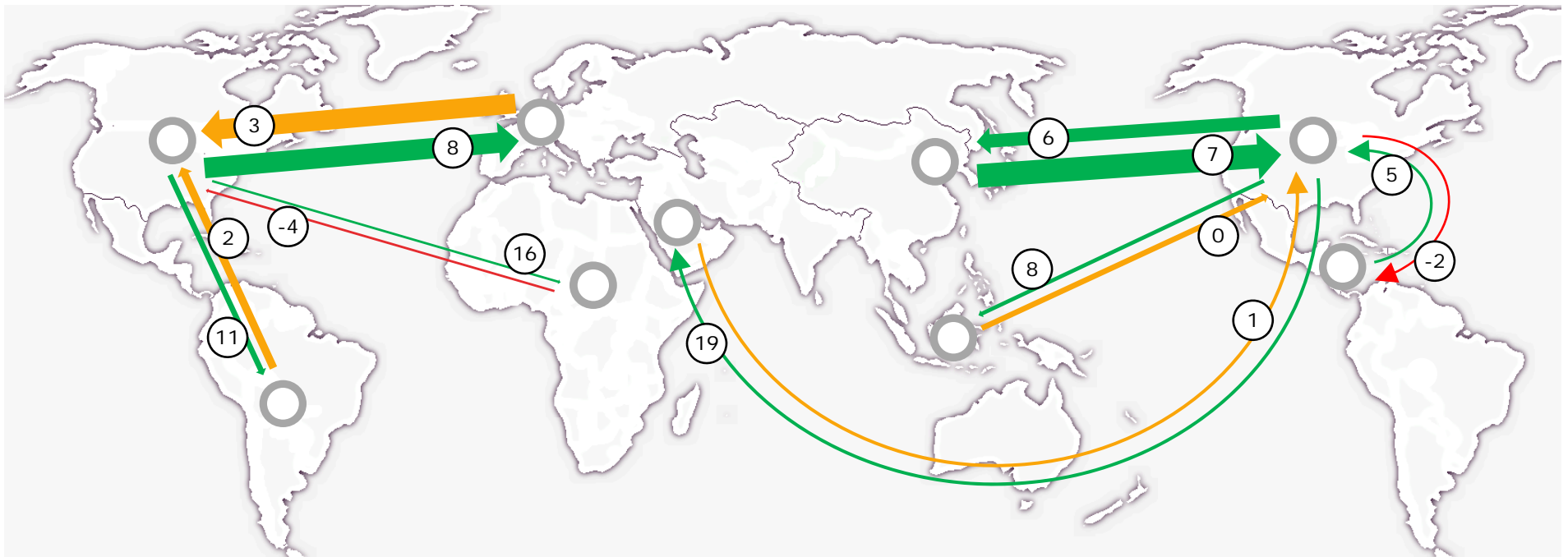
Agenda

- Americas in crisis
- Regional market developments
- Seasonality

US air trade growth 2002-2007

From 2002-2007, US air trade with partner regions has been relatively strong

US air trade growth 2002-2007 (%)



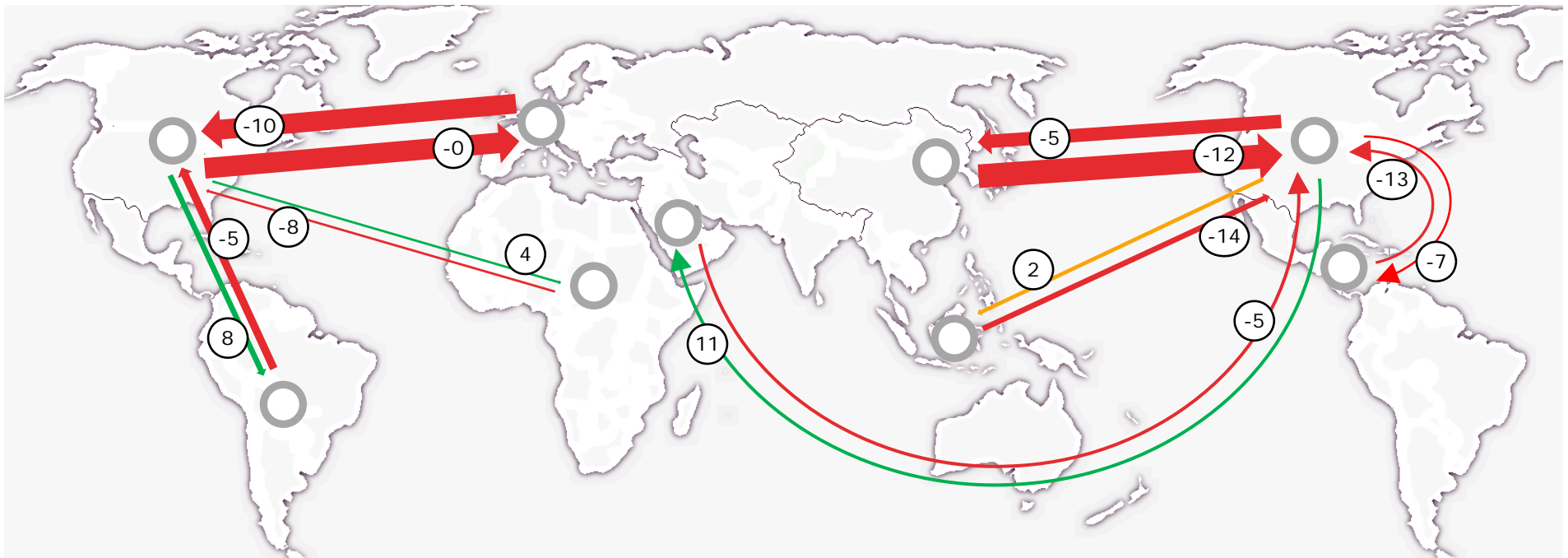
CAGR total US air trade 2002-2007: 5.4%

Source: Seabury Global Trade Database

US air trade growth 2008

US air imports have dramatically decreased in 2008

US air trade growth 2007-2008* (%)

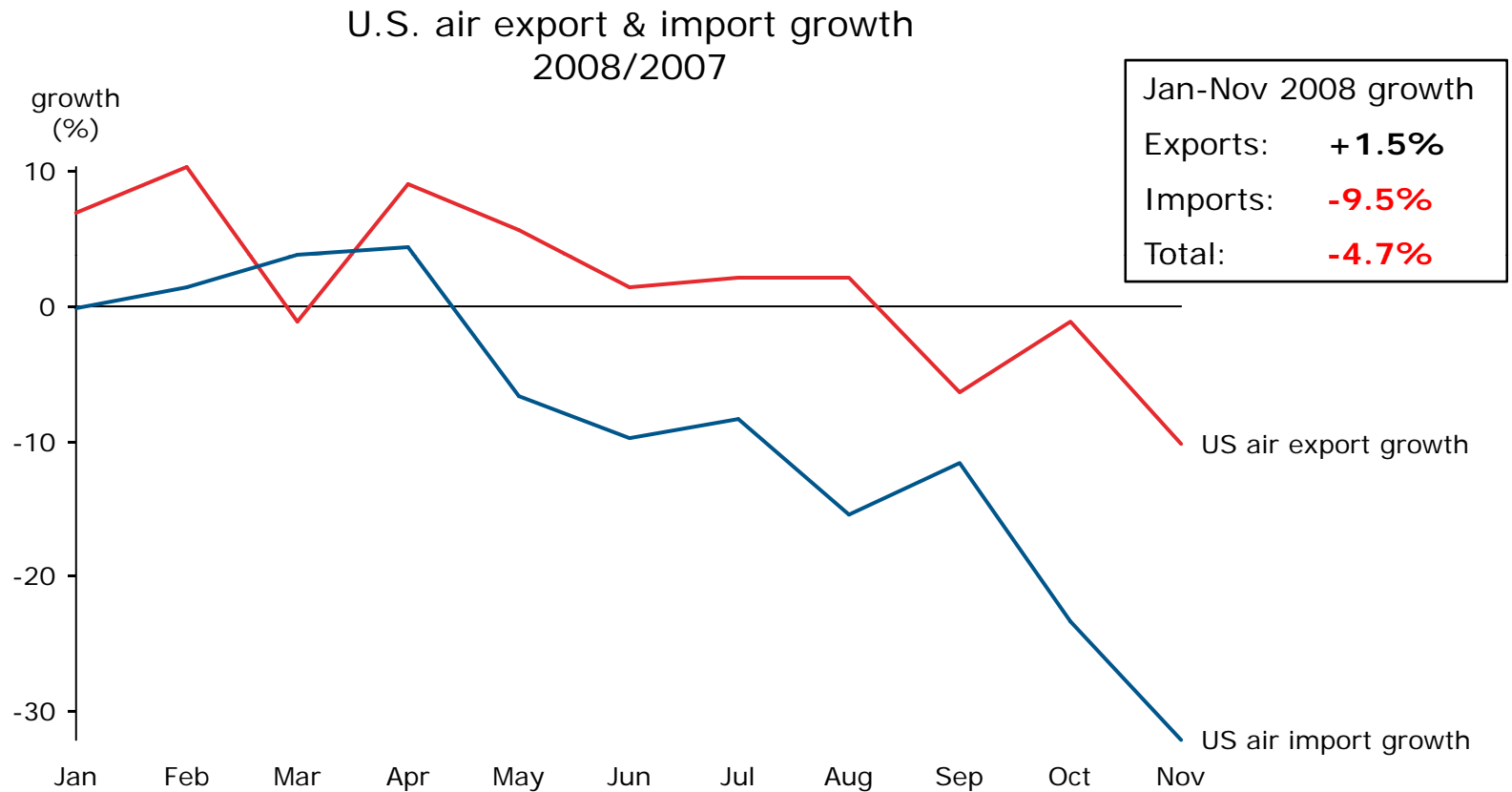


US total air trade growth: -5.8%

*2008 data is estimated for December
Source: Seabury Global Trade Database

US air trade growth 2008

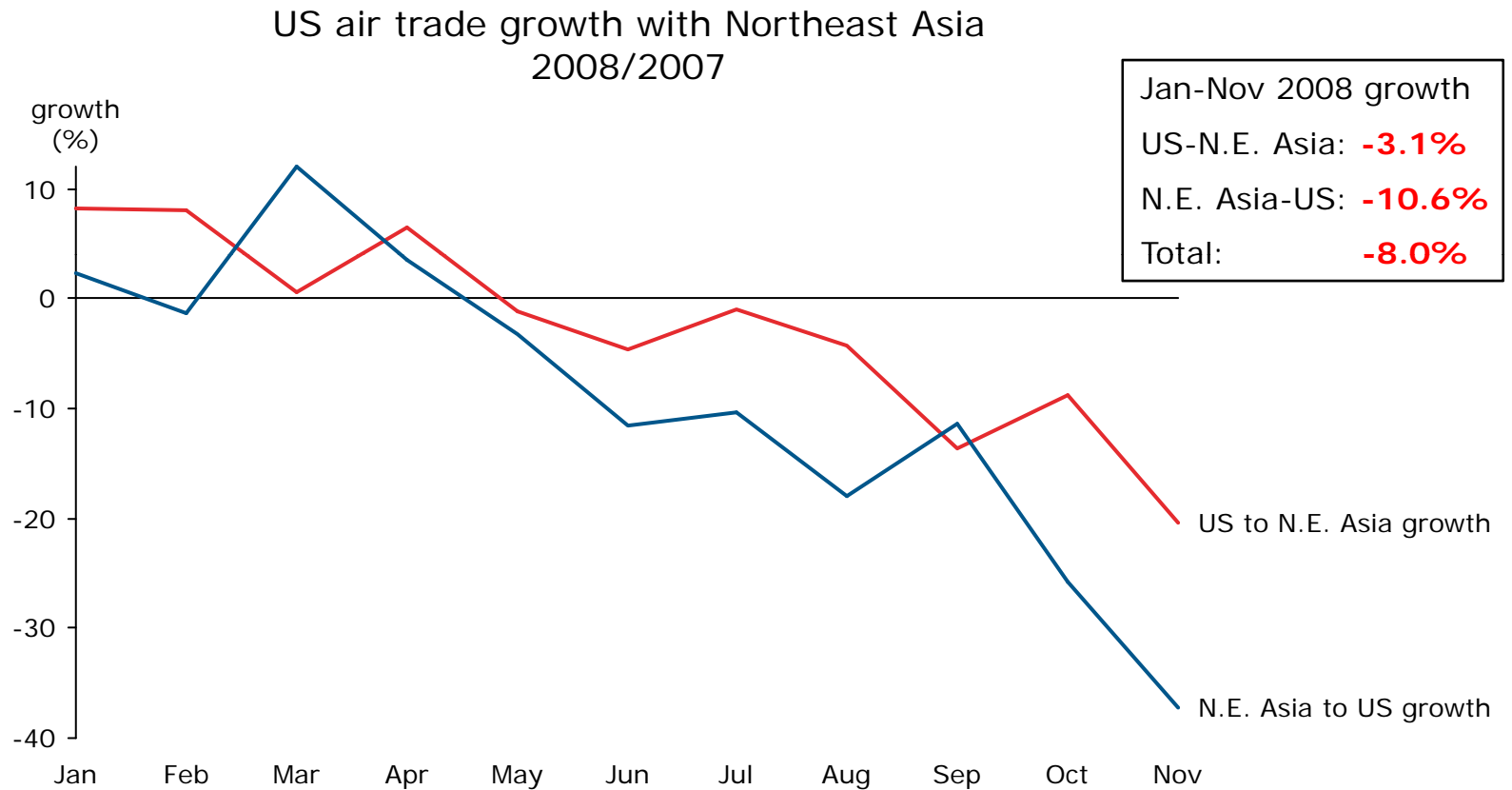
The air cargo decline in imports is accelerating rapidly to unprecedented levels



Source: Seabury Global Trade Database

US air trade with Northeast Asia 2008

Transpacific decline cause for major concern



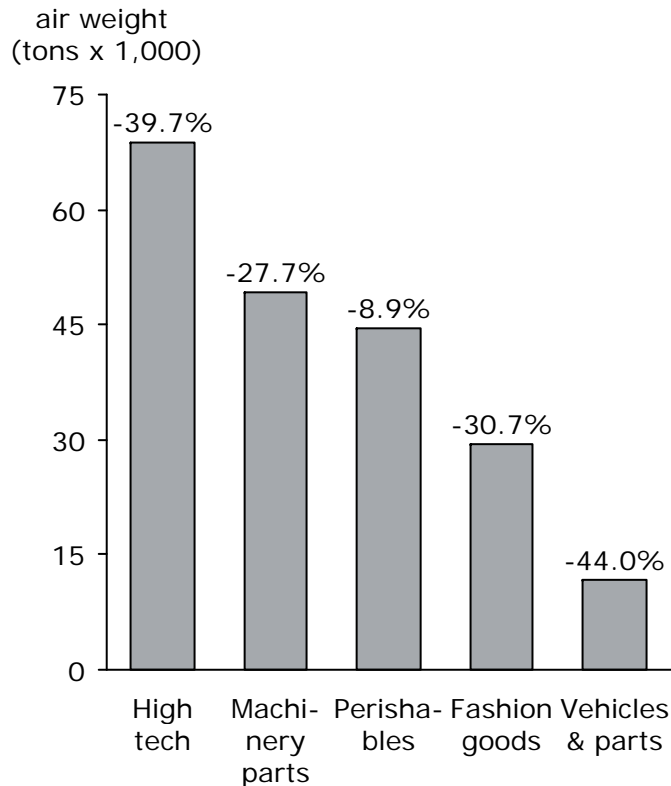
Source: Seabury Global Trade Database

US air import growth November 2008

High tech, more than other commodities, cause for November decline

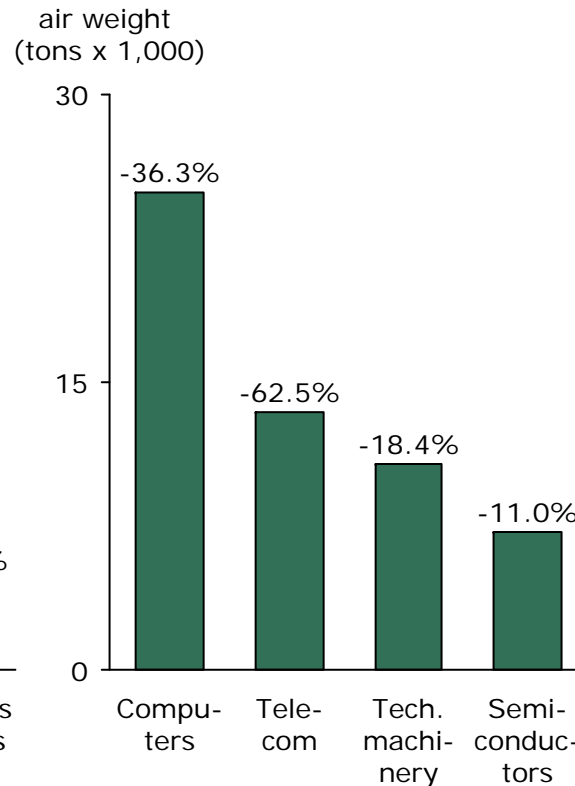
Product groups

US air imports November 2008
(Nov '07-'08 growth)



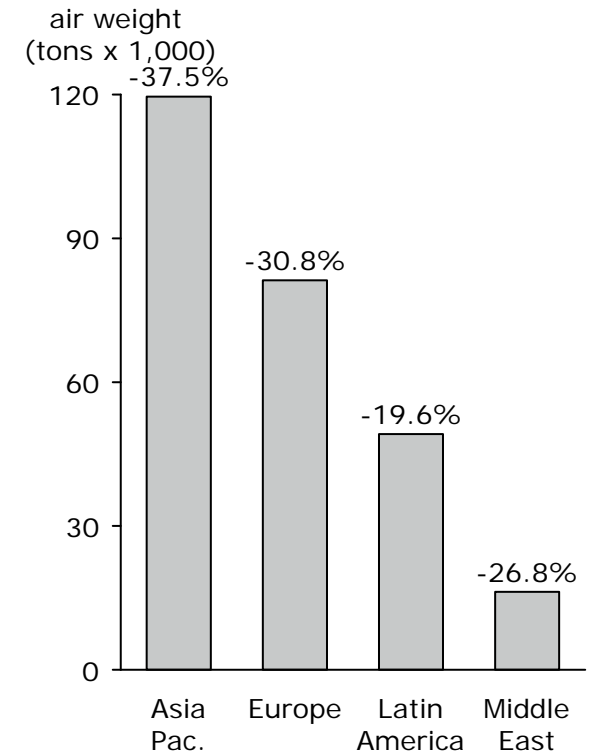
High tech

US high tech air imports November 2008
(Nov '07-'08 growth)



Sourcing regions

US air imports November 2008
(Nov '07-'08 growth)



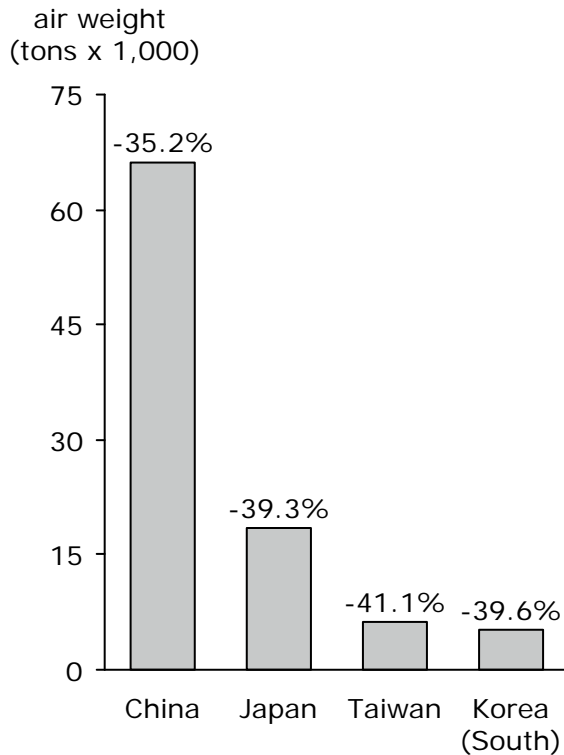
Source: Seabury Global Trade Database

US import growth November 2008

Air import loss from higher value goods from Asia

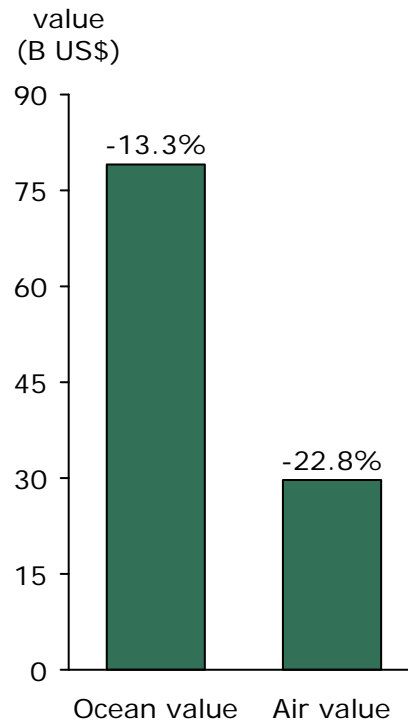
Imports from Northeast Asia

US air imports from N.E. Asia Nov '08
(Nov '07-'08 growth)



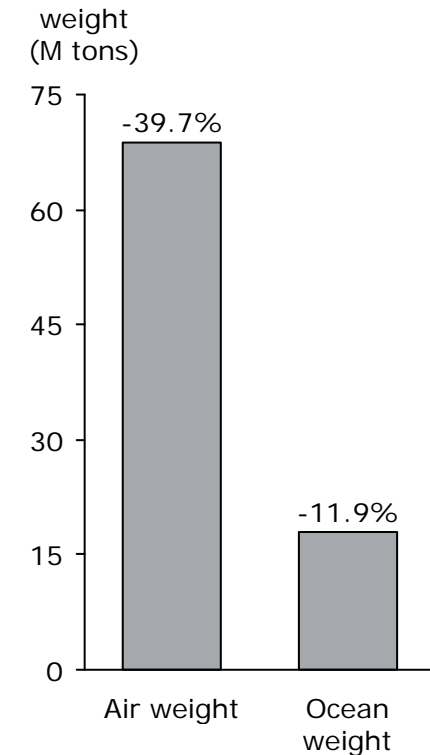
Ocean & air value

US imports November 2008
(Nov '07-'08 growth)



High tech weight

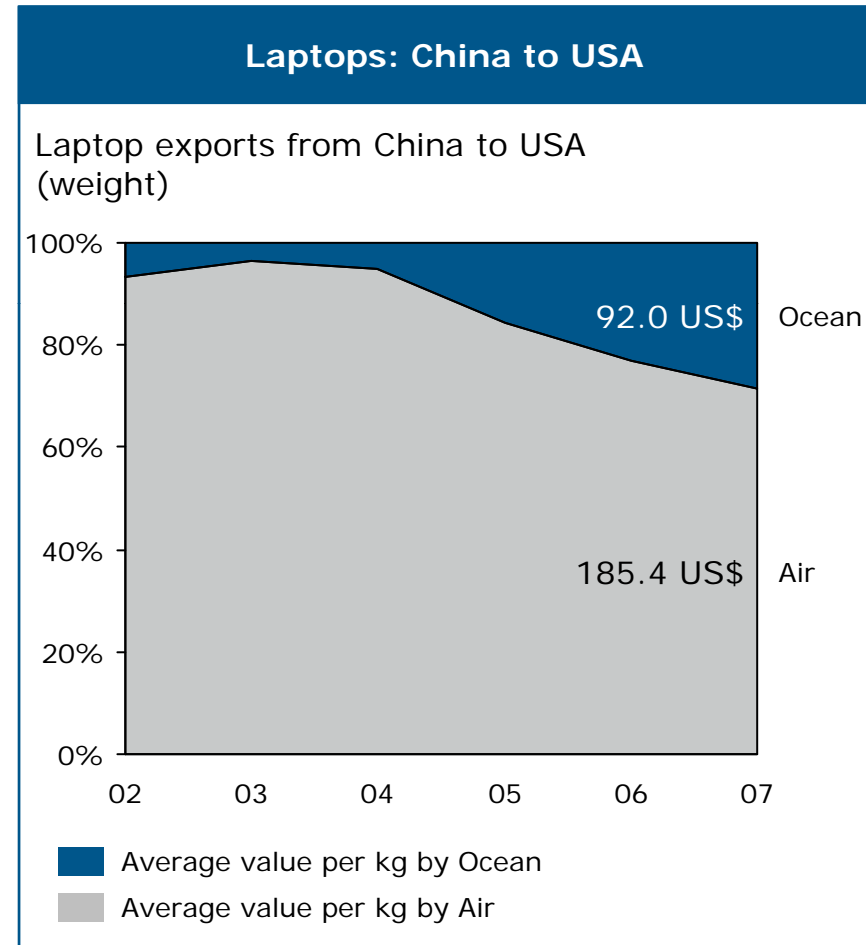
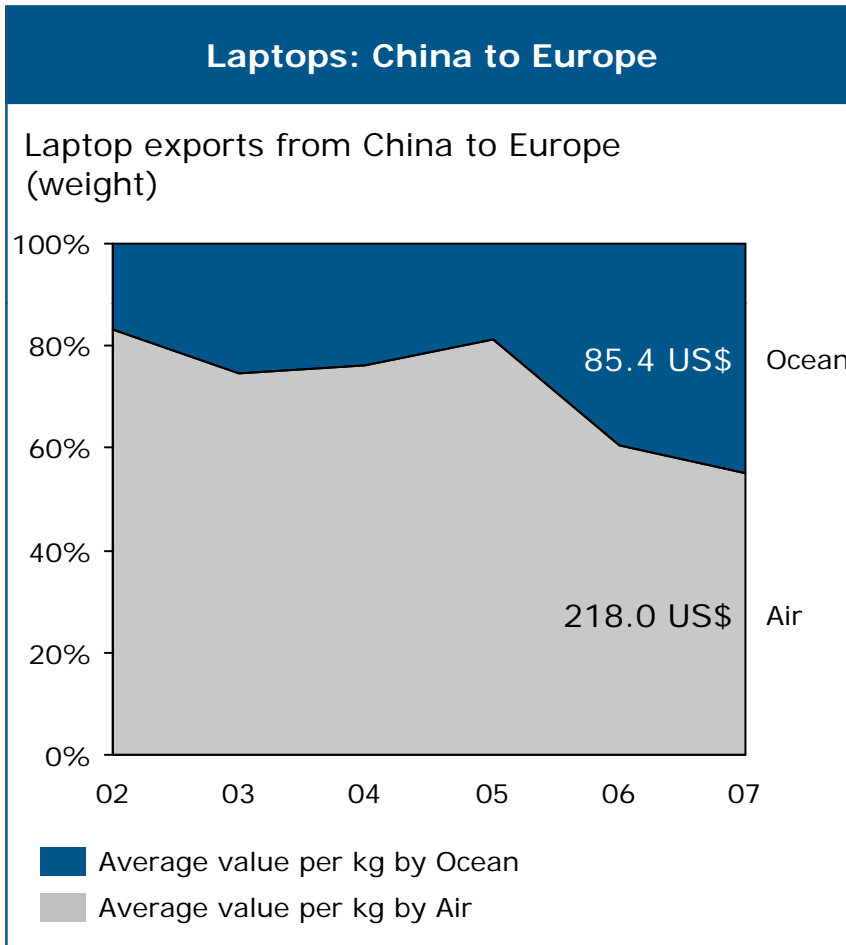
US high tech air imports November 2008
(Nov '07-'08 growth)



Source: Seabury Global Trade Database

Competition from ocean carriers

A shift from air freight to ocean freight is taking place for certain commodities on specific lanes



Source: Seabury Global Trade Database

Agenda

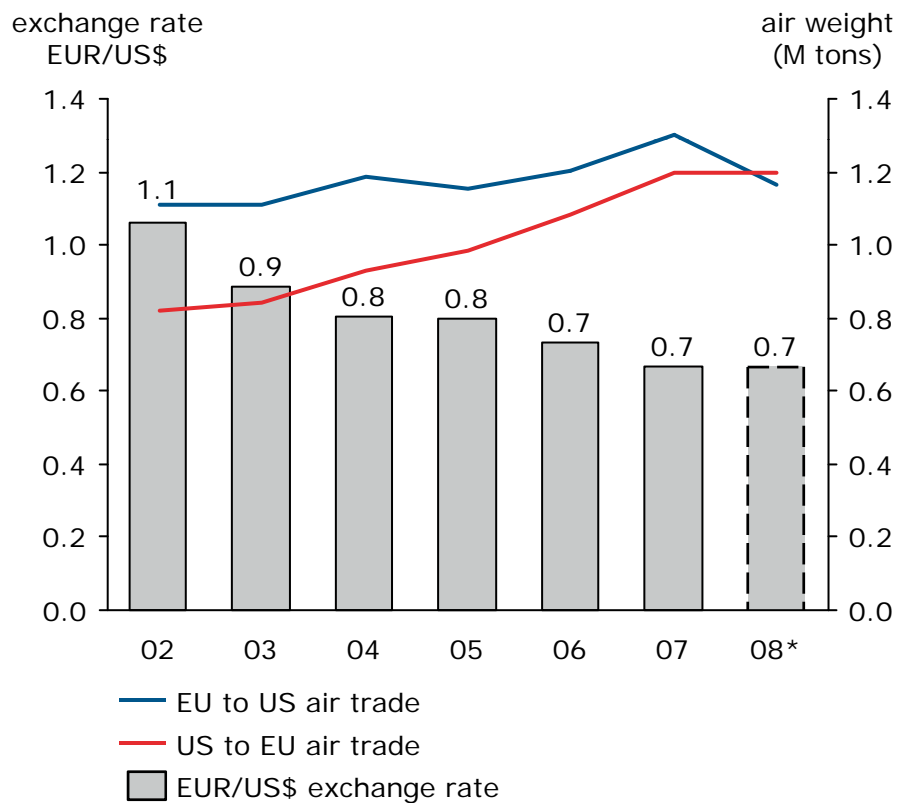
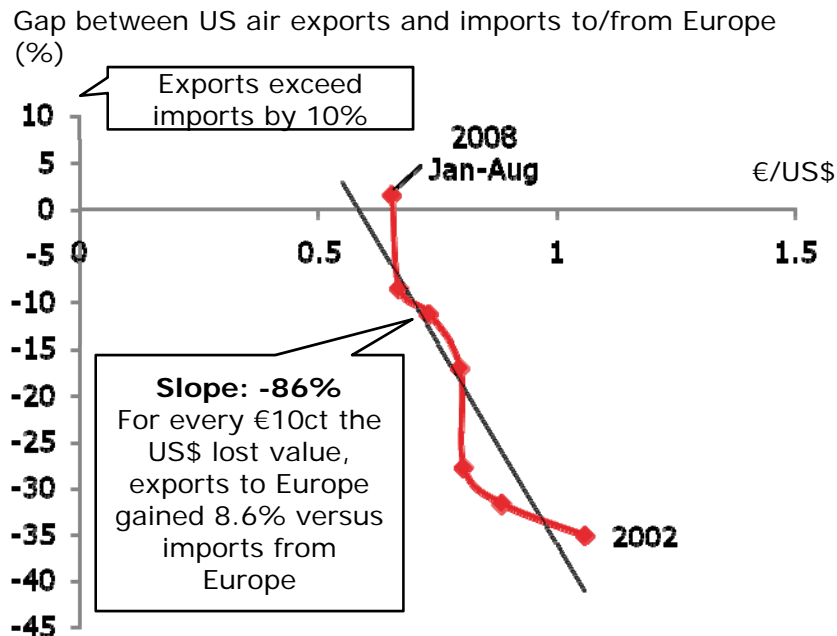
- Americas in crisis
- Regional market developments
- Seasonality

Impact exchange rate on trade imbalance

The weakening dollar closed the air trade gap between the US and Europe, but now that the dollar gains strength, the gap is likely to widen again

US\$/€ exchange rate has a clear impact on the trade imbalance between the US and Europe

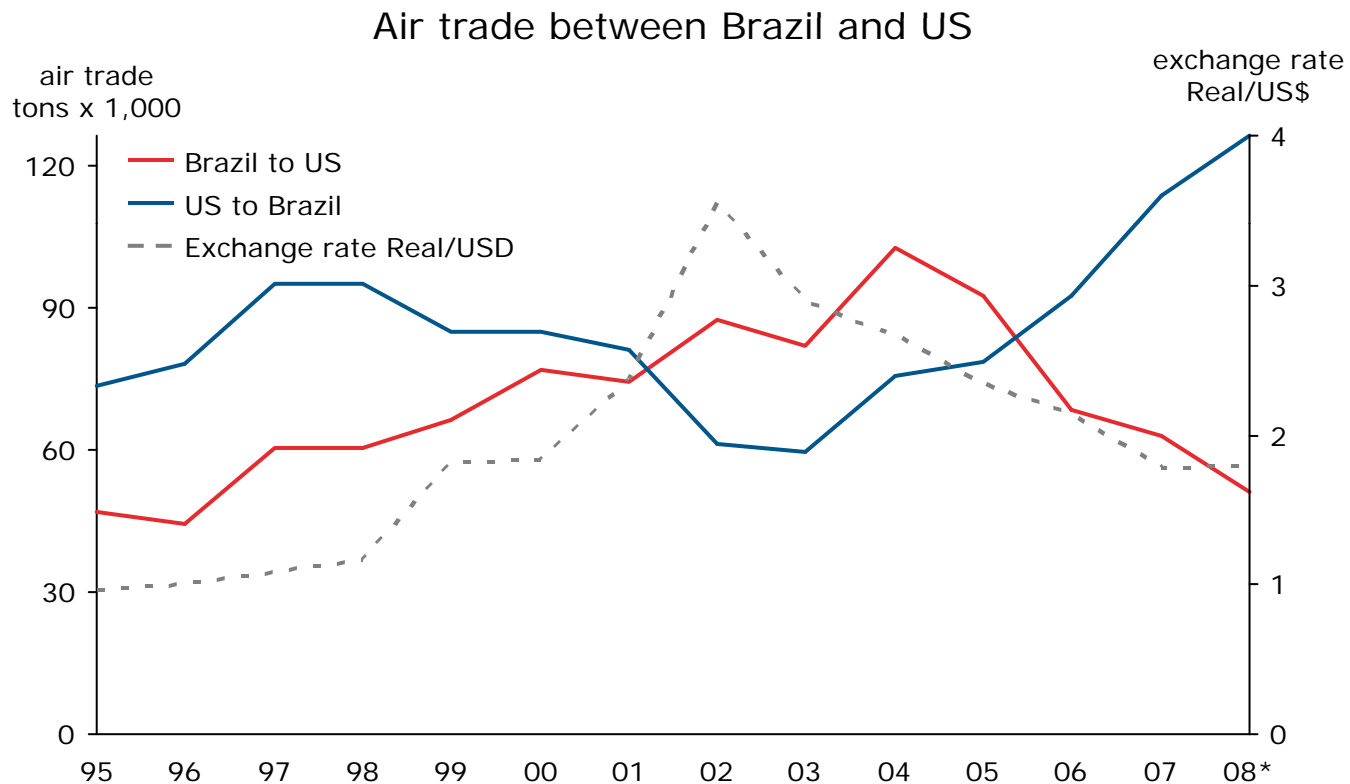
A weakening dollar closed the air trade gap with Europe



*2008 trade data is estimated for December
Source: www.exchange-rates.com, Seabury Global Trade Database, Seabury analysis

Air trade between Brazil and US

Appreciation of the Brazilian Real has flipped the US-Brazil trade imbalance in favor of US air exports



*2008 data is estimated for December
Source: Seabury Global Trade Database

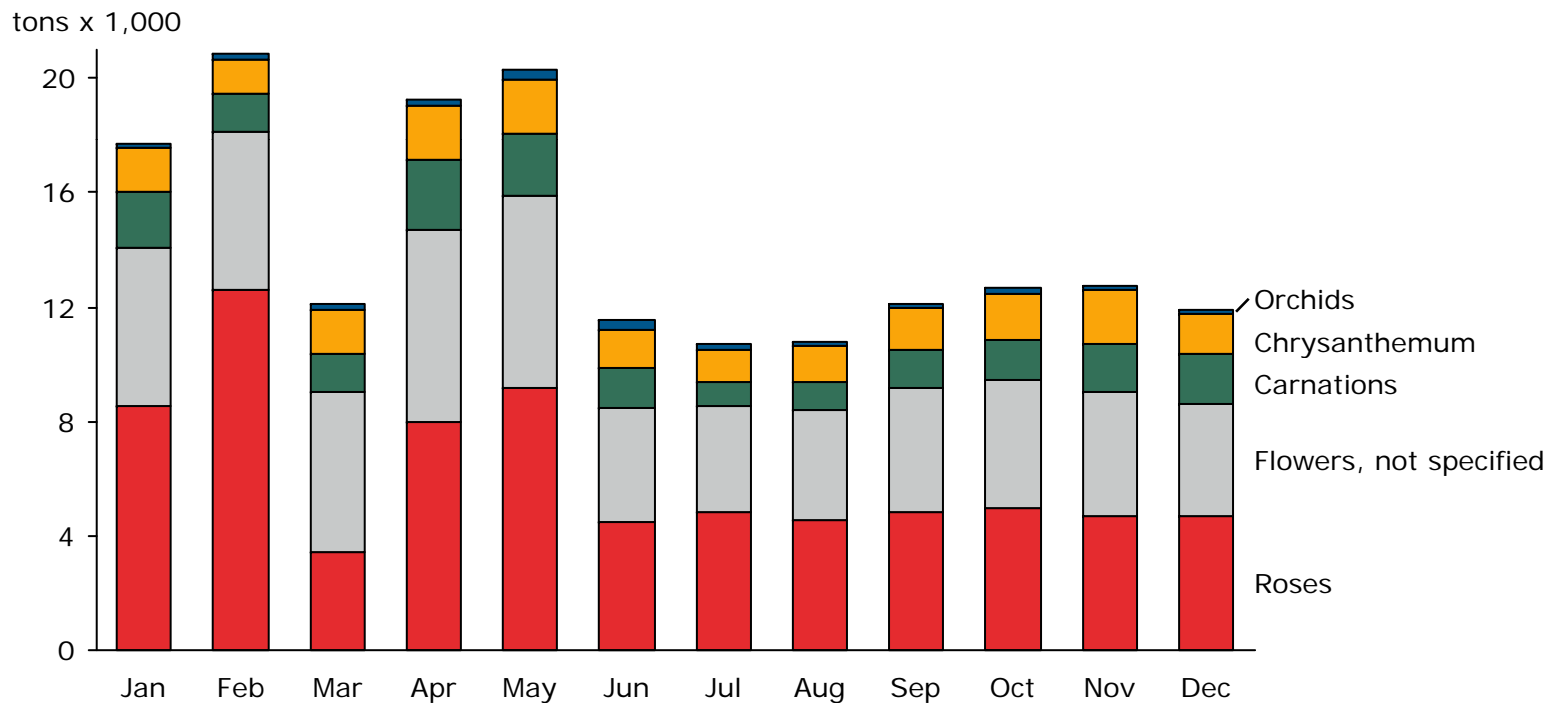
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US air imports fresh cut flowers 2007

Roses are favored for Valentine's day while variety of flowers used for Mother's day

US air imports of fresh cut flowers in 2007

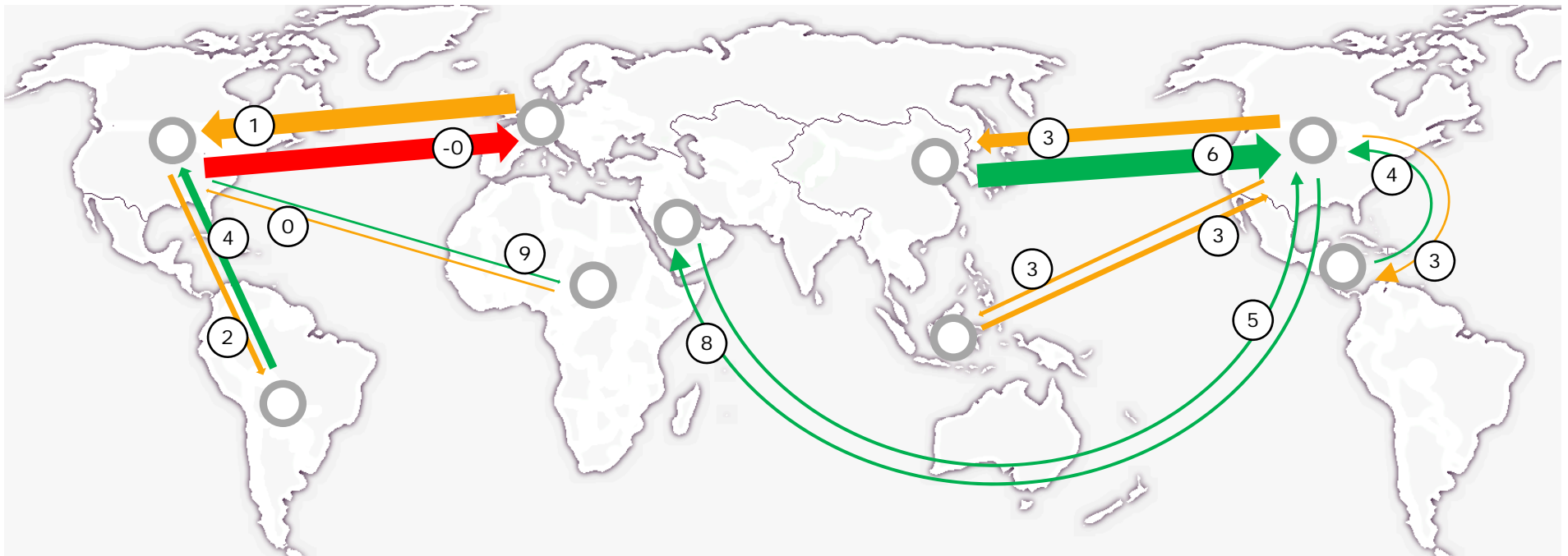


Source: Seabury Global Trade Database

US air trade growth outlook 2009-2012

USA to 'flatline' for both air exports and imports to key trading partners

US air trade growth 2009-2012 (%)



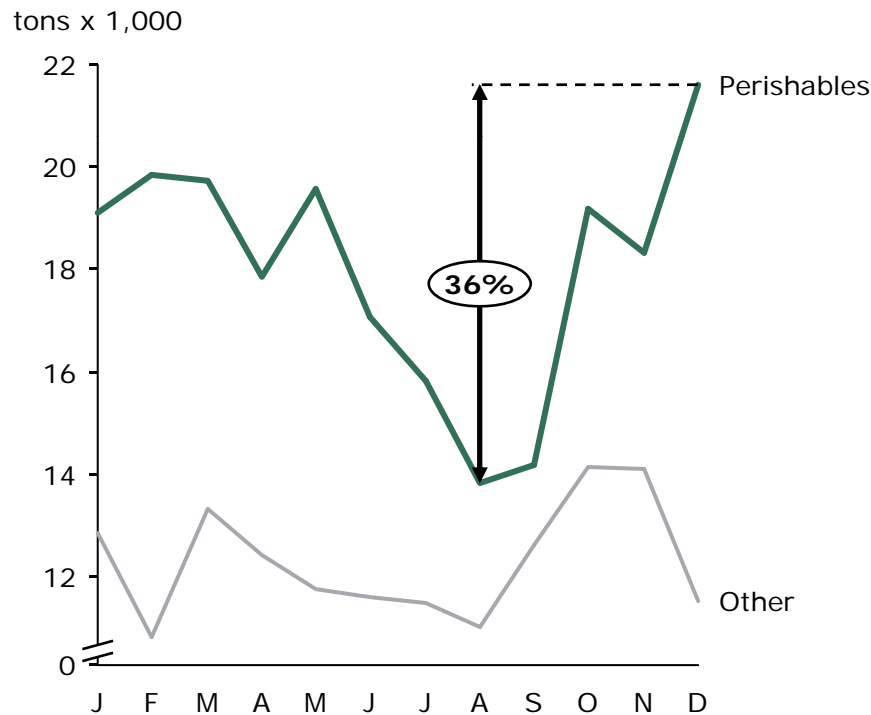
CAGR total US air trade 2009-2012: 2.8%

Source: Seabury Global Trade Database Forecast October 2008

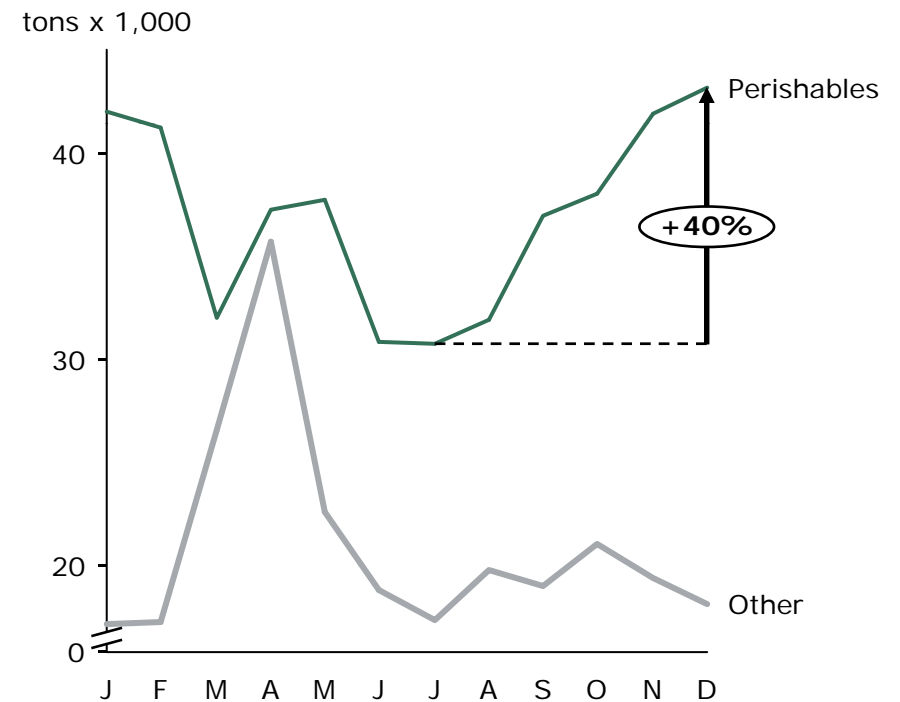
Seasonality patterns

Different seasonality patterns from Latin America to Europe versus the USA

Air exports from Latin America to Europe in 2007



Air exports from Latin America to USA in 2007

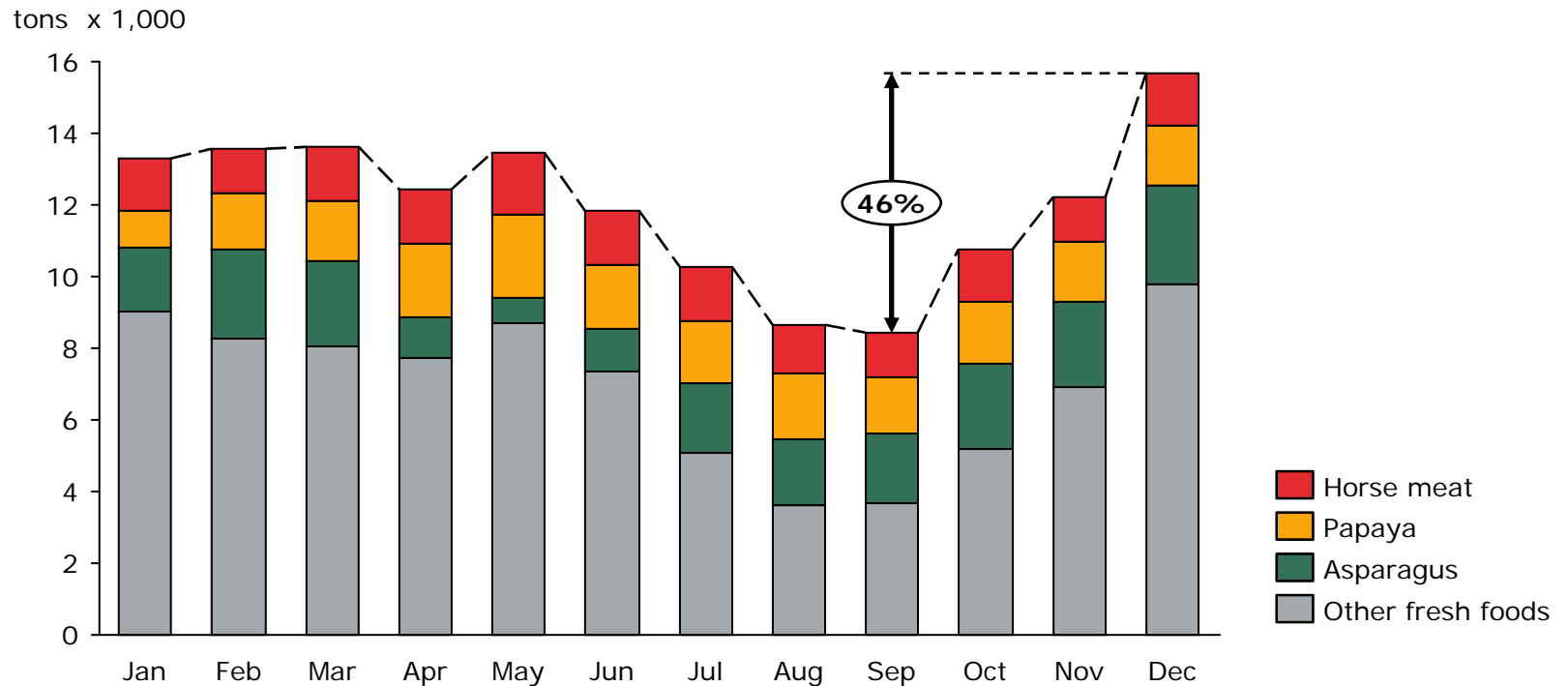


Source: Seabury Global Trade Database

Fresh foods from Latin America to Europe

European market for fresh foods opens up to Latin America in European winter

Air exports of fresh foods from Latin America to Europe in 2007

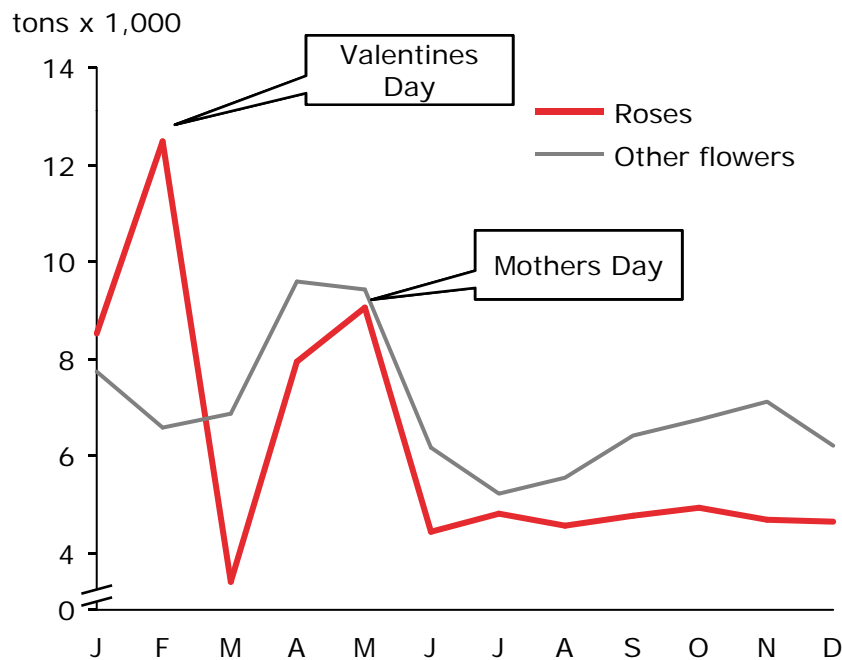


Source: Seabury Global Trade Database

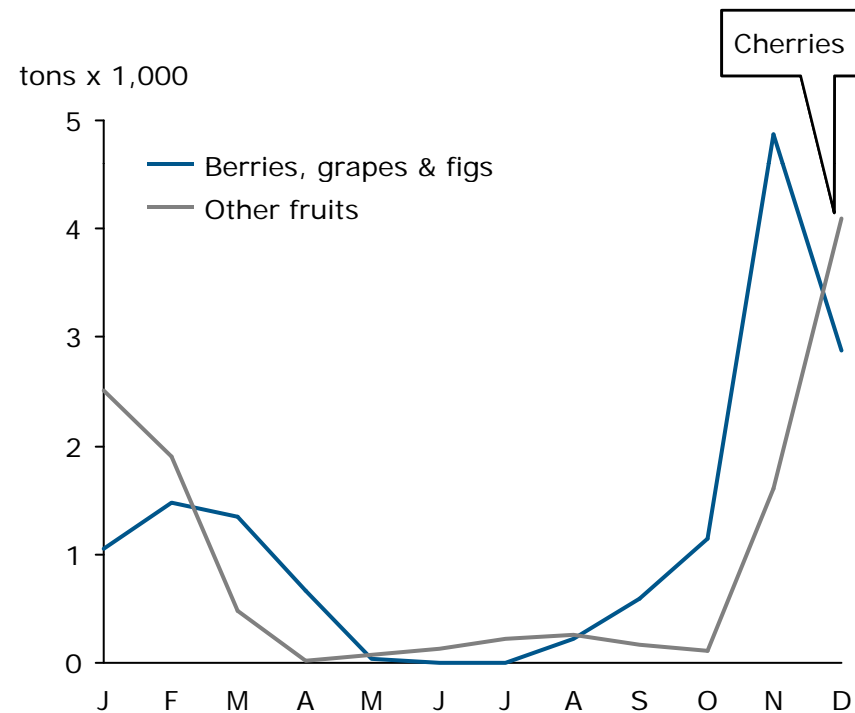
Seasonality sensitive products

Air exports of flowers are especially susceptible to events, air exports of fruits boom during the winter season in the US

Air exports of flowers from Latin America to the US in 2007



Air exports of fruits from Latin America to the US in 2007



Source: Seabury Global Trade Database

Contact details



For more information, please contact...

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