

International cargo in GRU Airport grows faster than the Market



A WORD FROM THE DIRECTOR



LOGISTICS EFFICIENCY
RANKING



LEADER IN MARKET SHARE

In the next issue, your idea can be part of GRU Cargo News. Send suggestions or questions related to GRU Airport Cargo to grucargonews@gru.com.br and wait for the next issue.

A WORD FROM THE DIRECTOR

2014, the year of investments and new business opportunities

In 2014, there were outstanding results and significant improvements to GRU Airport Cargo. The terminal boasts a solid leadership position in the airfreight market with 36% in imports and exports, and grew 3% in international air cargo. In the same period, the overall market dropped 3%. Positive numbers were due to the investments in the expansion of storage capacity and improvements in operating efficiency, which consequently also attracted new businesses to the airport.



Marcus Santarém

INFRASTRUCTURE:

There were many key enhancements last year, especially with the construction of new cold rooms, which tripled the storage capacity of special cargo, such as pharmaceutical goods and fruits. GRU Airport Cargo is the national leader in the transportation of perishables and the expansion of its cold storage rooms ensures meeting demand for the years to come.

The capacity of the import and export warehouses increased 24% to date, due to the restructuring of their layouts, and the expansion will continue in 2015.

The stacker crane increased from four to ten output points, more than doubling productivity. Moreover, the implementation of e-AWB, in partnership with IATA, provides a more reliable and agile process when information is exchanged between the exporters and the airlines. Another benefit was the construction of a 450m² warehouse for hazardous items.



New cold storages: more capacity for perishable



Positive results reflect advances in infrastructure and management processes

A WORD FROM THE DIRECTOR



In 2014, four new freighter operations debuted at GRU Airport

TIME SAVING:

Services offered to customers include an exclusive parking lot for trucks that was implemented in August and which helps to organize the flow in the docks, this also reduced the time to receive cargo by 38%. The average time to release an import document also dropped 41% after layout and process changes were introduced at the Customer Service Center. 90% of the services are done in less than 10 minutes.

As GRU Airport Cargo invested in internal processes, the operation became more efficient and productive. The total release time for imports has dropped 29% in the last two years. In January 2013, the average release time in the green channel was 109 hours - this time referred to the whole process, and the time used by all stakeholders, importers or their brokers. This number dropped to 77 hours in December 2014.



Adjustments in layout and customer service sped up supports

NEW PARTNERS:

Another fact that was crucial for the sector's performance was the number of flights that increased 7.2% compared to 2013. Added to this, the airlines have also been using larger aircrafts, which increases the capacity for cargo in their bellies. There has also been a gradual increase in the number of operations with full cargo airplanes: in 2014, four flights debuted in Guarulhos - one weekly from Basel/Switzerland, and three weekly from Argentina. Moreover, there were some other charter operations and the existing weekly route Miami-Guarulhos.

All of this clearly shows that Gru Airport Cargo is working hard and ready to bring back freighter operations as part of their business strategy.

New investments are already planned for this year so that we can further improve the physical structure, the internal procedures and operational efficiency. When we took over the management of the largest airport in Latin America, GRU Airport Cargo promised a full modernization of the Cargo Terminal. The figures have provided clear evidence that the Gru Cargo Team is fully committed to its goals and at the same time shows our customers and the logistic industry's confidence in our work.

Marcus Santarém
Cargo Operations Department director



LEADER IN MARKET SHARE

International cargo volume grows 3% at GRU Airport

GRU Airport performs better than the rest of the market and ends the year with a 36% market share in Brazil.

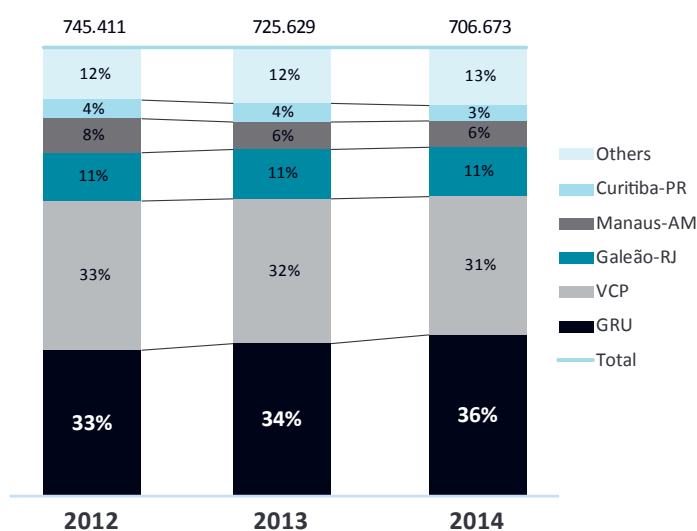
GRU Airport Cargo registered a 3% growth in imports and exports in 2014, while the overall market dropped 3%. In 2014, 255,373 tons of cargo were handled, compared to 247,738 tons in 2013. Due to this performance GRU Airport Cargo is now the leader in its industry, with a total market share of 36% when considering imports and exports in the air freight. In 2013, the share was 34%.

The highlight of the year were exports, which increased 9% in transported volume. The total exported cargo volume increased from 107,554 tons in 2013 to 117,223 tons last year. The total market in Brazil only grew 2% in that period while GRU Airport Cargo expanded its market share from 42% to 45%.

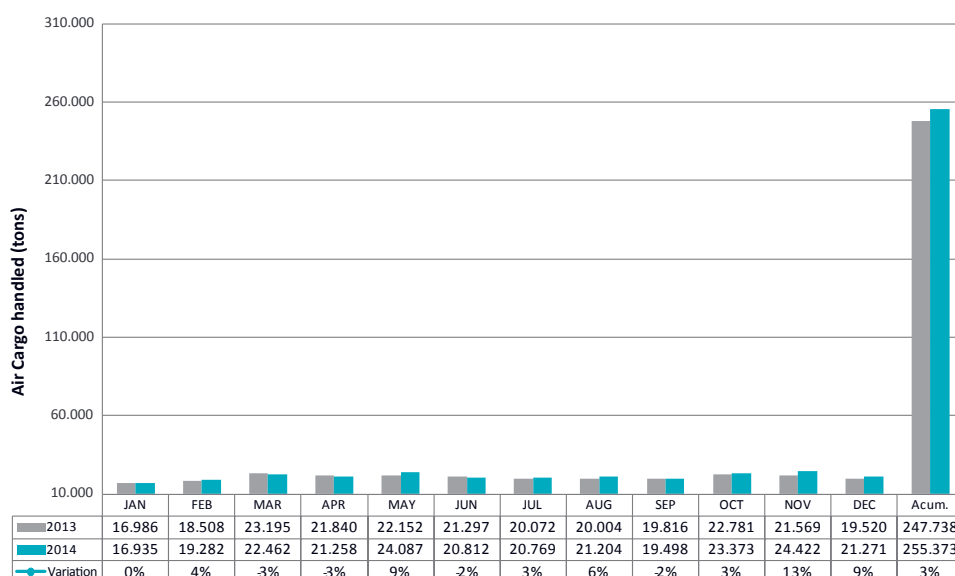
Imports also reached a milestone in 2014: in December, for the first time in that year, the airport reached leadership with a 33% market share. Moreover, GRU Airport Cargo increased its yearly market share, from 30% to 31%. While imports in Brazil decreased 5%, the volume in the warehouses in Guarulhos dropped only 1.5%, from 140,185 tons in 2013 to 138,151 tons last year.

As we look at air cargo in general - import, export, domestic cargo and courier - GRU Airport Cargo also maintained its position as a market leader, with 33% of the market share.

Imports + Exports Accumulated Jan-Dec.



Imports + Exports – Accumulated 2013/2014





LOGISTICS EFFICIENCY RANKING

CONCESSIONÁRIA DO AEROPORTO INTERNACIONAL DE GUARULHOS

LOGISTICS EFFICIENCY RANKING - JANUARY/2015

AUTOMOTIVE

Working days - 08:00 to 18:00

1º	ISRINGHAUSEN INDÚSTRIAL LTDA	21:35
2º	AUTOLIV DO BRASIL LTDA	25:51
3º	CONTINENTAL AUTOMOTIVE DO BRASIL LTDA	26:47
4º	TAKATA BRASIL S/A	30:30
5º	IVECO LATIN AMÉRICA LTDA	32:13
Number of competitors in the period		24
Average time of segment		69:00

MISCELLANEOUS

Working days - 08:00 to 18:00

1º	BRASFLOWER IMP. E EXP. DE FLORES E FRUTA	10:28
2º	HOLAMFLOWERS COM. IMP. E EXP. DE FLORES	10:50
3º	TYCO ELECTRONICS BRASIL LTDA	17:59
4º	ZARA BRASIL LTDA	18:10
5º	SARAIVA E SICILIANO S/A	19:47
Number of competitors in the period		82
Average time of segment		78:25

PHARMACIST / MED. / HOSPITAL

Working days - 08:00 to 18:00

1º	PRODUTOS ROCHE QUÍMICOS E FARMACÊUTICOS	36:18
2º	SINC DO BRASIL INSTRUMENTAÇÃO CIENTÍFICA	42:24
3º	ELI LILLY DO BRASIL LTDA	64:46
4º	JANSSEN-CILAG FARMACÊUTICA LTDA	76:31
5º	PERKINELMER DO BRASIL LTDA	82:50
Number of competitors in the period		36
Average time of segment		134:40

BLUE LINE

Working days - 08:00 to 18:00

1º	ERICSSON TELECOMUNICAÇÕES S/A	05:21
2º	PEUGEOT-CITROEN DO BRASIL AUTOMÓVEIS	11:50
3º	EMBRAER S/A	15:42
4º	SAMSUNG ELETRÔNICA DA AMAZÔNIA LTDA	23:31
5º	VOLVO DO BRASIL VEÍCULOS LTDA	23:54
Number of competitors in the period		21
Average time of segment		45:09

METAL-MECHANIC

Working days - 08:00 to 18:00

1º	SIDEL DO BRASIL LTDA	18:27
2º	KOMATSU BRASIL INTERNATIONAL LTDA	19:37
3º	TYCO ELECTRONICS BRASIL LTDA	21:22
4º	NOVELIS DO BRASIL LTDA	24:16
5º	TOYOTA MAT. HANDLING MERCOSUR C	28:27
Number of competitors in the period		37
Average time of segment		59:31

TECHNOLOGY

Working days - 08:00 to 18:00

1º	ROSENBERGER DOMEX TELECOMUNICAÇÕES	21:16
2º	HITACHI DATA SYSTEMS DO BRASIL LTDA	37:51
3º	POLYCOM TELECOMUNICAÇÕES DO BRASIL	43:32
4º	CONAUT CONTROLES AUTOMÁTICOS LTDA	53:46
5º	AT&T GLOBAL NETWORK SERVICES BRASIL LTDA	58:25
Number of competitors in the period		6
Average time of segment		49:21

RECOF COMPANIES

RECOF BOARDING

Working days - 08:00 to 22:00 and Saturdays - 08:00 to 18:00

1º	ERICSSON TELECOMUNICAÇÕES S/A	06:49
2º	EMBRAER S/A	08:37
3º	CNH LATIN AMÉRICA LTDA	19:06
4º	DELPHI AUTOMOTIVE SYSTEMS DO BRASIL LTDA	26:01
5º	RENAULT DO BRASIL S/A	30:58
Number of competitors in the period		8
Average time of segment		30:50

COMMON BOARDING

Working days - 08:00 to 18:00

Number of competitors in the period		
Average time of segment		

Time measured in working hours, calculated from the receipt of the goods by the GRU Airport until its actual delivery.

Included in this ranking the five most agile in its segment considering only importers with at least 15 shipments parameterized in the green channel on the scanned month.

Segment Pharmaceutical / Medical / Hospital = From May / 2008, the Pharmaceutical segment also includes companies in the fields of instruments and medical and hospital supplies (except equipment).