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Lufthansa Cargo appoints Anand Kulkarni as Head of Global Markets

- **Cargo airline strengthens overall sales with new management position**
- **All sales regions and digital sales united in one role**

Effective 15 July, Anand Kulkarni will assume the newly created position of Head of Global Markets at Lufthansa Cargo. In this role, he will lead and manage the sales regions and the Digital Sales department of Lufthansa Cargo. This includes the regions Germany, Austria & Switzerland, Europe, Middle East, Africa, South Asia & CIS, Americas and Asia Pacific. In his role, Kulkarni will report to Ashwin Bhat, CEO Lufthansa Cargo.

With 25 years of experience in the logistics industry, Anand Kulkarni brings a truly global leadership perspective to the role of Head of Global Markets at Lufthansa Cargo. Prior to joining Lufthansa Cargo, Kulkarni was Head of Global Expansion at General Logistics Systems (GLS Group), where he developed and implemented the global growth strategy. Prior to that, he spent 15 years with DHL in various management positions in Asia Pacific and EMEA. His responsibilities included leading regional Pricing & Profitability and global Sales Steering & Performance Management for DHL's top 100 strategic customers. He was also part of DHL's Global Aviation Strategy project which led to the creation of AeroLogic. He also worked in the US for a management consulting firm specializing in aviation strategy and finance. During his career, he has worked with the full spectrum of the aviation value chain - airframe manufacturers, leasing companies, airlines, financial and legal firms, and regulatory authorities. Anand Kulkarni holds a Master's degree in Finance from the London Business School, UK, and a Master's degree in Transportation Engineering from the University of Connecticut, USA.

Lufthansa Cargo AG

With revenue of 3.0 billion euros and a transport performance of 7.5 billion freight ton kilometers in 2023, Lufthansa Cargo is one of the world's leading companies in the transport of airfreight. The company currently employs around 4,150 people worldwide. Lufthansa Cargo's focus is on the airport-to-airport business. The route network covers around 300 destinations in more than 100 countries, using both freighter aircraft and cargo capacity from passenger aircraft operated by Lufthansa, Austrian Airlines, Brussels Airlines, Discover Airlines and SunExpress, as well as trucks. The majority of the cargo business is handled via Frankfurt Airport. Lufthansa Cargo is pursuing the goal of becoming the world's most environmentally friendly cargo airline. To achieve this, the company relies on state-of-the-art technologies and constant investments in the area of sustainability. In 2023, important milestones were reached, such as the investment in the continuous expansion of the B777F fleet, the expansion of short- and medium-haul networks with A321 freighters, and the continuation of the Sustainable Aviation Fuel program. In 2024, Lufthansa Cargo plans to successively equip its B777F fleet with Sharkskin technology, implement further digital services and contribute to reducing CO2 emissions through sustainable logistics solutions. Lufthansa Cargo is a wholly owned subsidiary of Deutsche Lufthansa AG and the specialist for the logistics business of the Lufthansa

Group.

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