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Transport Logistic China 2024: Focus on eCommerce

- **Global online trade is growing rapidly**
- **Lufthansa Cargo offers customers solutions for smooth eCommerce imports to Europe with heyworld and CB Customs Broker**
- **Invitation to eCommerce workshop at Transport Logistic China**

The global eCommerce market is growing unstoppably: The market research

company eMarketer forecasts annual growth of around nine percent for global B2C online trade until 2027. Cross-border eCommerce from China is considered a particular growth driver. According to the Ministry of Commerce of the People's Republic of China (MOFCOM), sales from cross-border eCommerce from China rose from EUR 103 billion in 2019 to EUR 239 billion in 2023, which corresponds to an annual growth rate of 23%. A particularly large number of parcels from China leave the country for the USA (35%) and Europe (25%), around a quarter of which are sent to Germany.

With heyworld and CB Customs Broker, Lufthansa Cargo offers transportation, handling and customs clearance from a single source

This growth in global online trade is possible thanks to globally active air freight companies such as Lufthansa Cargo. Together with its subsidiaries heyworld GmbH and CB Customs Broker, Lufthansa Cargo already offers its customers reliable transport, import and last-mile solutions to guarantee smooth and compliant cross-border eCommerce trade and enable further growth.

According to forecasts by the International Air Transport Association (IATA), the share of eCommerce cargo in total air freight volume will increase from around 15% in 2019 to 30% in 2027. One in three freight items will then come from online trade. "As one of the world's leading companies in the transportation of air freight, Lufthansa Cargo supports cross-border eCommerce with a dense freight network along with a sustainable, efficient and reliable service. The eCommerce market from China is growing rapidly and we want to help our customers benefit from this growth. With our tailor-made transportation solutions and extensive freight network in China, we can ensure the smooth and compliant import of eCommerce shipments into Germany and Europe and enabling global business," explains Ashwin Bhat, CEO of Lufthansa Cargo.

heyworld eCommerce Hub in FRA - direct access to the German market and the EU

heyworld GmbH is a digital logistics partner for B2C and B2B cross-border eCommerce transport solutions - for shippers of 100 parcels up to 100 tons.

Heyworld orchestrates the entire transport chain from the first to the last mile, including customs clearance and returns. In doing so, heyworld provides eCommerce shippers with cost-efficient and fast airfreight-based solutions that are tailored to the time-critical needs of customers. The company operates its own eCommerce hub at Frankfurt Airport with a sorting system and its own software platform for easy integration of customer and partner data.

Together with Lufthansa Cargo, an eCommerce logistics solution for B2C shipments from China directly to Germany and Europe was set up with the heyworld eCommerce hub in Frankfurt. The transportation time from China to handover to the last-mile provider is 24-48 hours. Customers benefit from a fast, reliable and economical solution with departure options at various airports in China, export and import customs clearance and access to last mile solutions in Europe and the UK. More than 100,000 parcels can be sorted daily in the heyworld eCommerce Hub.

CB Customs Broker handles digital customs clearance of eCommerce shipments before landing

Lufthansa Cargo subsidiary CB Customs Broker offers the relevant expertise for customs clearance: the company uses specially developed software to transmit shipment data fully automatically and securely to customs. In cooperation with the handling partners at the airport, shipments can be handed over to the final carriers up to 50 percent faster than before. CB Customs Broker already clears two million eCommerce shipments a month at Frankfurt Airport.

The company developed its own software in 2020 to be able to clear the high demand for eCommerce more efficiently during the pandemic. Two years later, the software was certified for the ATLAS IMPOST procedure for declaring postal and courier shipments. This means that shipments with a value of up to 150 euros can be cleared digitally for customs and import VAT purposes. The software is able to digitally process up to 20,000 consignments within one hour and declare them to customs before they land.

In addition to digital customs clearance, the software enables an ICS2 declaration (Import Control System 2). This IT control system records the data of all goods imported into the EU before they arrive. This important control

instrument is used for risk assessment and hazard prevention. CB Customs Broker provides the data for this automatically at package level and in accordance with ICS2 requirements. The company also carries out automated compliance checks. A modular software structure, API interfaces and modern encryption technologies enable fast data transfer between shippers and customs.

As soon as the consignments land in Frankfurt, they are taken directly to the eCommerce hub, sorted and scanned at package level. Data is then transferred directly to customs via API. Up to 70,000 eCommerce shipments are cleared through customs in Frankfurt every day. CB Customs Broker is the only customs broker that can reliably and securely clear such large volumes of shipments in Frankfurt.

Lufthansa Cargo at the Transport Logistic China 2024

Lufthansa Cargo will be exhibiting at this year's logistics trade fair "transport logistic China" from June 25 to 27, 2024 together with its subsidiaries CB Customs Broker, heyworld and time:matters. Swiss WorldCargo will also be represented at the stand. Lufthansa Cargo can be found at stand W5.311 this year. The company's airfreight experts will be available to answer questions and discuss current topics and trends in the airfreight industry with interested trade fair visitors.

As a highlight, Lufthansa Cargo will be organizing a workshop on the subject of "eCommerce Solution from China to Europe - Powered by Lufthansa Cargo Group companies":

- **on Wednesday, June 26,**
- **from 9:30 to 10:15 a.m.**

Experts on site will be:

- Dongmei Mi, Senior Director Eastern & Western China, Lufthansa Cargo

- Nikola Todic, Managing Director, heyworld GmbH
- Boris Hueske, Managing Director, heyworld GmbH
- Uwe Glunz, Managing Director, CB Customs Broker
- Murat Odabas, Managing Director, CB Customs Broker

There will also be another workshop on "Lufthansa Cargo's Digital Strategy and the Strategic Partnership with Cargo.one":

- **Wednesday, June 26,**
- **from 10:30 to 11:15 am.**

The following experts will be present:

- Marcel Kling, Head of Digital Sales at Lufthansa Cargo
- Veit Dinges, VP of Enterprise Solutions, cargo.one

Journalists are cordially invited to take part in the workshops. Participation and further information are possible after prior registration at press@lufthansa-cargo.com.

The Shanghai New International Expo Centre will be the meeting place for the global logistics and airfreight industry from June 25 to 27. With over 650 exhibitors and 25,000 visitors, transport logistic China in Shanghai is an established meeting place for all players in the fields of logistics, mobility, IT and supply chain management in Asia. It is regarded as an important marketplace for trends and opportunities for business development in China. As the world's second largest economy, China plays a key role in global trade and currently offers great potential for the entire international transport and logistics industry.

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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