



## MII Global Air Cargo Update Conference



### Air Cargo Market 2019 – Change is in the Air: Benefitting from the Market Trend

Tim Consult Market Intelligence Initiative Air Cargo Update Conference

After the crises mode at the end of 2017 the air cargo market started turning in 2018 – in line with Tim Consults’s forecast. Learn the current status of rate & service levels, their outlook 2019/20 – and best practices for exploiting market intel to your benefit. Attend to the Market Intelligence Initiative’s Update Conference. Build insights into contracting, the advent of cost-saving spot buying and the evolution of forwarding including new digital business models.

Gain valid insights into market drivers, foresights on future trends and strategic imperatives. Become better equipped to seize competitive advantage – get on eye-level with your providers.

**Date:** September 10, 2019  
**Location:** Frankfurt Airport  
**Duration:** 10 am – 4 pm  
**Costs:** Free of charge  
**Attendance:** Shippers only & upon confirmation

### Agenda

|         |  |
|---------|--|
|         | Registration & Welcome Coffee (8:30 h - 10:00 h)   |
| 10:00 h | <p><b>Welcome, Targets of the Day &amp; Personal Introductions</b></p> <p><b>Compliance Rules &amp; Code of Conduct</b></p> <p><b>Global Air Cargo Market Update 2019 &amp; Outlook 2020</b></p> <ul style="list-style-type: none"> <li>– Market monitoring: Rate &amp; service trends 2018/19</li> <li>– Demand, supply &amp; cost driver evolution: Trends &amp; projections</li> <li>– Air cargo industry drivers: Strategic imperatives 2019 &amp; beyond</li> </ul> <p><b>TIM CONSULT Market Intelligence Initiative</b></p> <ul style="list-style-type: none"> <li>– Generating savings &amp; strategic benefits : Methodology &amp; process</li> <li>– Case studies: Selected success stories</li> <li>– New partners &amp; perspectives</li> </ul> |
| 12:30 h | Networking Lunch   |
| 13:30 h | <p><b>Exploiting Market Opportunities: New Market Engineering Solutions</b></p> <ul style="list-style-type: none"> <li>– Optimized market engineering: Contracting vs. spot</li> <li>– Tender timing: Best timing? Right contract duration?</li> <li>– Rate models &amp; surcharges</li> <li>– Best-in-class spot buying</li> </ul> <p><b>Forwarder Market in Evolution</b></p> <ul style="list-style-type: none"> <li>– Market in change: Leaders &amp; laggards</li> <li>– Forwarder strategies &amp; new business models</li> <li>– Mergers &amp; acquisitions: Impacts &amp; outcomes</li> <li>– e-Forwarding: New options?</li> </ul>   |
| 15:30 h | <p><b>Wrap up &amp; Key Take Aways</b></p> <p>Putting market intelligence &amp; benchmarking to work</p>   |
| 16:00 h | <p><b>End</b></p> <p>(Optional: Individual workshops &amp; continued discussions. Pre-scheduling kindly requested)</p>   |



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