

Schiphol, 13 July 2021

Air France KLM Martinair Cargo welcomes five Chinese partners to its SAF Programme

AWOT, CTS, Jobmate, Sinotrans and SuperTrans have joined the Sustainable Aviation Fuel Programme (SAF Programme) of Air France KLM Martinair Cargo (AFKLMP Cargo), offering greener cargo services on routes connecting China with Europe and South America.

The Cargo SAF Programme enables shippers and forwarders to power a share of their flights with sustainable aviation fuel, a cleaner substitute for conventional jet fuel, reducing CO₂ emissions by up to 85%. Participation in the programme confirms the industry's drive to seek alternatives to fossil fuels for powering commercial aircraft, as well as its commitment to greater sustainability.

These far-reaching partnerships present an exciting development for the Air France KLM Martinair Cargo network in East Asia. By joining our Sustainable Aviation Fuel Programme, these five companies reflect China's commitment to investing in cleaner air and reducing its carbon footprint, while supporting the aviation industry's global commitment to minimise harmful emissions. These multiple partnerships constitute a promising expansion of AFKLMP Cargo's ambitious sustainability roadmap.

AWOT Global Express, which operates between Hong Kong with Lima, Peru, is a newer freight forwarding company, but has stated that their youth as a company is what drives their commitment to delivering top-class service. AWOT's decision to join AFKLMP Cargo's SAF Programme not only supports their drive to provide better service for their customers, but also aligns with their corporate ambition to be more socially responsible and environmentally conscious. At the contract signing, Kenny Li, managing director of AWOT Global Express remarked: *"Air France KLM's SAF Programme came at the right time and we had no hesitation in saying "Yes" to investing in it. It gives us a jumpstart in our endeavour to be socially responsible and environmentally conscious."*

Jiang Bo, vice president of **CTS International Logistics Corporation**, which operates between Shanghai and Amsterdam, remarked: *"We want to be the first mover and set a marker for other Chinese companies to follow our sustainability driven approach."*

We believe that common goals and joint actions deliver the maximum results, not just in business, but also in the betterment of our industry and society at large. The money we invest in this programme is just a small step, an initial investment, towards a larger cause". As a state-owned enterprise, CTS's commitment to being a cleaner and greener company echoes that of the government of the People's Republic of China.

Jobmate International Logistics operates between Shanghai and Paris. Jobmate are pleased to be partnering with Air France KLM Martinair Cargo, seeing it not only as an opportunity for their own cost optimisation, but as a means to ensure the longevity of the airfreight industry. By utilising recyclable, biodegradable waste to create a new type of fuel, SAF contributes to the decarbonisation of the aviation sector and thereby to a better, more sustainable future. In his speech at the signing ceremony, Paul Gu, president of Job-Mate International, remarked: *"Thanks again Air France-KLM for giving us the opportunity to participate in a project of such great and practical significance. We are in step with AFKLMP Cargo as a business partner, but also as a valued sponsor of a healthy, global ecosystem. We will call on more people and aspiring companies to participate extensively in creating a better and sustainable future together."*

Sinotrans Global E-commerce Logistics has its headquarters in the Beijing Airport Economic Zone and will be offering a "green route" between Hangzhou and Amsterdam. They offer a range of logistics services, including a strong domestic and international airfreight network, which aims to provide customers with full-process, visualised and standardised logistics services throughout the supply chain. *"The SAF Programme of AFKLMP Cargo offers us a platform to promote the development of green logistics. Our Hangzhou branch is very proud that with this partnership they contribute towards reducing CO2 emissions on KLM's Hangzhou-Amsterdam flight by over 15% for the year,"* said Zhang Liang, vice general manager of Sinotrans e-Commerce Logistics.

Operating between Xiamen and Amsterdam, **Xiamen SuperTrans** is a local company that has grown considerably in the past decade, from a small forwarding business into a full-range logistics services provider. They follow the "Two Mountain Theory" of the Chinese government, believing that economic development should be in harmony with environmental protection. The AFKLMP Cargo SAF Programme offers SuperTrans a means of making a positive contribution to a cleaner world, but also confirms their commitment to social responsibility. *"In a nutshell, we would like to expand our business in a sustainable and environmentally friendly way,"* said Raymond Huang, general manager at Xiamen Supertrans.

In closing, Rahul Pathak, AFKLMP Cargo's director for China, Hong Kong & Taiwan concluded: *"We deeply appreciate and thank our partners in China and Hong Kong for their investment in our Sustainable Aviation Fuel Programme. It is only through a joint commitment and combined effort that, as an industry, we can lower our carbon footprint. We value Guanxi (关系) and are grateful to the relationship and trust accorded to us. We believe that, on the one hand, our strong business commitment to one another has made this engagement towards a sustainable future possible. On the other, it confirms the environmental awareness of our partners and their sense of social responsibility."*

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About AWOT

AWOT is a fully licensed NVOCC and international freight forwarder, registered in the city of Guangzhou, Guangdong province, China. AWOT operates own offices in countries including China, USA, Canada, Hong Kong, Singapore, Taiwan, Thailand, and Vietnam.

AWOT is positioned as a unique Asia-oriented company with focus on China as home market, offering comprehensive logistics service solutions to customers and their supply chain partners locally and globally.

As a non-asset 3rd PL provider, AWOT secures scheduled flight space and allotment through contracts and agreements on yearly basis ensuring steady and reliable space to manage their customers supply chains. AWOT has expertise in the field of semi-conductors, auto industry, e-commerce, and U.S. market.

Quietly become a top leading logistics service company and a clear choice of business partner of our customers.

<http://www.awotglobal.com>

About CTS International

Incorporated in 1984, CTS International is one of China's earliest first-class freight forwarding companies since the country's reform and opening. CTS has a long history of excellence in operations since incorporation, thus establishing a well-known brand name in the logistics industry.

They have over 90 branches in China's main ports and economically developed inland cities, as well as Hong Kong (China), the United States, Singapore, Luxembourg, Germany, France, Italy, Spain, Hungary, the Netherlands, Belgium, United Kingdom and Vietnam.

CTS had developed core businesses such as international air and ocean freight, project logistics, railway transport, third-party warehousing logistics, cross-border e-commerce logistics, aviation supplies logistics and customs declaration & inspection.

CTS is committed to becoming a global logistics solutions provider and strive to develop into a world-class cross-border integrated third-party logistics enterprise with complete domestic and overseas networks, comprehensive service products, competitive platform advantages, a leading industry position and strong brand appeal.

<http://www.ctsfreight.com>

About Job-Mate International Logistics

Job-Mate International Logistics was founded in 2005 and is headquartered in Shanghai. Since its establishment, the company continues to forge ahead, with cutting-edge technology and outstanding operating skills, referencing ISO9001 quality management standards. Job-Mate international is a member of IATA and is part of the WCA alliance.

Job-Mate International's core business involves international air transportation, professional project management, 3rd party warehousing, transnational trade logistics, customs clearance, and commodity inspection services.

With a strong focus and reliance on internet technology, Job-Mate has established a one-stop, all-round online logistics service platform, linking its network of local customers and overseas agents, to establish a perfectly global agency network.

With years of unremitting efforts, Job-Mate international has become a large-scale international logistics supplier, with a good reputation in the industry, providing the best global transportation solutions. We aim to build a global logistics service with no borders, no regions, and no time difference, through our own web-platform advantage, and strong brand connect.

<http://www.3j-mall.com>

About Sinotrans Global E-commerce Logistics

Sinotrans Global E-commerce Logistics has its headquarters in the Beijing Airport Economic Zone. It operates as a professional air transport arm of the logistics business of China Merchants Group, and is a wholly owned subsidiary of Sinotrans Limited.

Sinotrans Global E-commerce Logistics focuses on core airfreight services and is committed to improving competitiveness and building an effective airfreight supply chain for its customers.

Sinotrans has formed three main business segments including agency and related business, supply chain logistics and e-business, which can provide end-to-end supply chain solutions and one-stop services. In China, a strong service network covers all of China's provinces and territories. The overseas network includes office in Asia, Africa, the Americas, and Europe. Sinotrans aims to become a leading intelligent airfreight logistics service provider worldwide.

<http://www.sinotrans.com>

About Xiamen Supertrans Logistics

Xiamen Supertrans Logistics is an integrated logistics enterprise covering international air transport, sea transport, multimodal transport, domestic distribution, third party logistics and exhibition and large project transportation. Supertrans provides customers with high-quality services through comprehensive freight forwarding plans that cover the entire world. Supertrans' domestic service network in China is spread inland, along the coast and major economic zones to form a land, sea, and airfreight service network.

Using a global network of partners Supertrans guarantees safety, quality, and professionalism at all times, providing logistics solutions according to the customers' needs.

<http://www.supertrans-logistics.com>

About Air France KLM Martinair Cargo

The Air France-KLM Group is a global airline group with a strong European base. Its main areas of business are passenger transport, cargo transport and aeronautical maintenance.

Air France KLM Martinair Cargo is the Air France-KLM Group's dedicated air cargo business. Air France KLM Martinair Cargo is a member of SkyTeam Cargo (www.skyteamcargo.com), allowing it to offer even larger network coverage. Please click here to go to our press releases online or visit www.afklcargo.com for more information about Air France KLM Martinair Cargo.

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