



# DHL AVIATION

## PRODUCTS AND SERVICES

Excellence. Simply Delivered.



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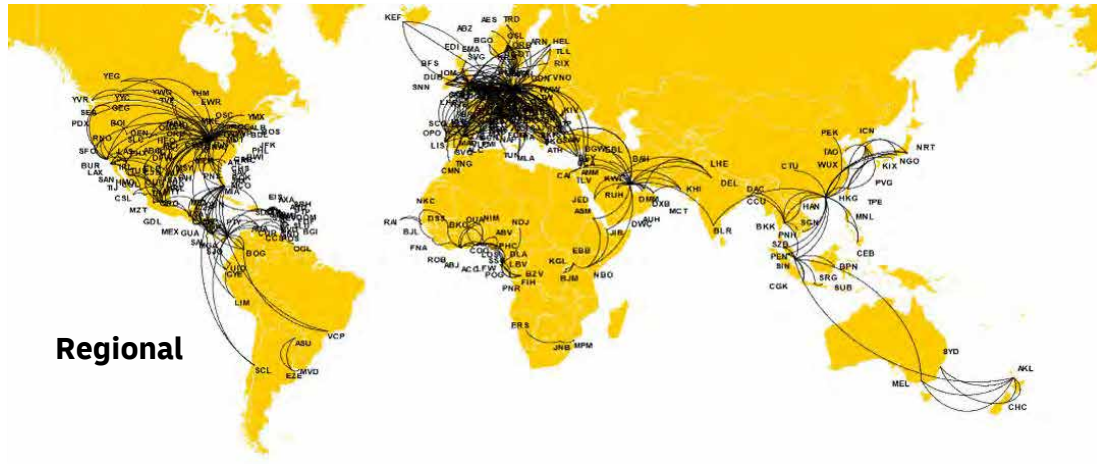
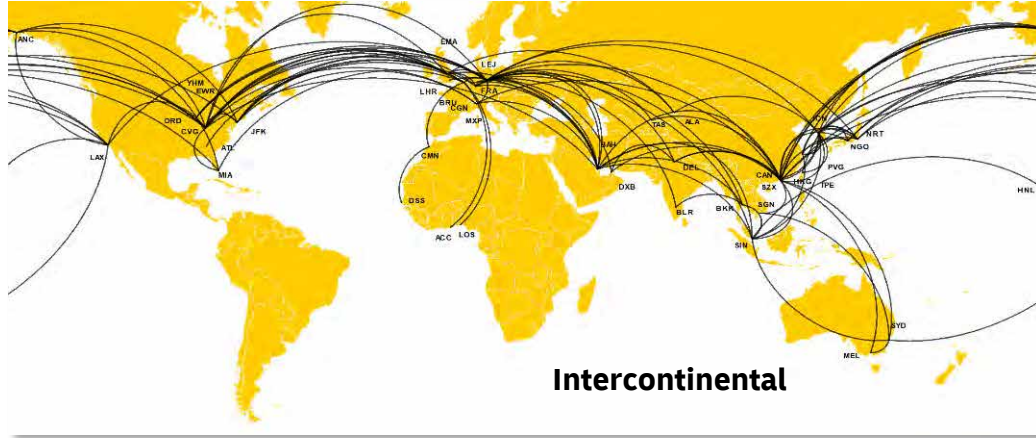
“Our Motivated People always pride themselves on optimizing flight capacity and ensuring you and your customers receive a service that’s second to none.

“Whatever is being shipped, from pharma to Formula One cars or perishable goods to dangerous materials, our ever-expanding global network provides **Excellence. Simply Delivered.**”

**Ingrid Raj**  
Global Head  
Aviation Commercial



# FLIGHT DESTINATIONS



We sell excess capacity on our network to freight forwarders and other airlines.

More than 300 dedicated aircraft (+75 intercontinental and +225 regional) serve over 500 airports globally.



# AIR CARGO PRODUCTS AND SERVICES



## PRODUCTS

**Airport-to-airport Linehaul:** A comprehensive network allows us to offer flights from and to destinations worldwide as part of our air cargo products. We match industry demand by managing high frequency and capacity with global expertise.

- **Block Space Agreement (BSA):** An airport-to-airport product available globally. Fixed ULD position/s on a specific flight and guaranteed for a defined period of time under medium and long-term contracts.
- **Air Cargo Priority (ACP):** A flown as booked airport-to-airport product, we provide express service transit times on all available routes.



## SERVICES

**Interline Services:** Our interline connections on several major commercial airlines truly complement our own air cargo products. Established agreements with a number of major airlines provide global flight connections.

**Aircraft Chartering:** We cater for oversized freight and specialized or urgent shipments with our aircraft chartering offering. We can provide both DHL aircraft as suitable alternatives.

**Handling Services:** Aircraft and warehouse handling is provided at many of our Hubs and Gateways worldwide, via DHL ops teams or third-party handling services.

**GoGreen Plus:** Actively reduce CO2 emissions with this service. Sustainable Aviation Fuel (SAF) is a green alternative to traditional aircraft fuel. And sustainability can create a competitive advantage! Scroll a few pages to find out more.

# SPECIAL PROJECTS



From the large-scale movement of whiskey to the careful transportation of one-day old chicks, quality of service is always key to ensuring a successful shipment.

Whether they are looking to transit lithium batteries to Bahrain, fresh fish to Florida, medical equipment to Morocco or an aircraft engine to Amsterdam, DHL Aviation have got the customer covered.

Our As One approach means commercial colleagues are in regular contact with teams across DHL including network planning and operations.

That, twinned with our standardized processes and competitive pricing structure, makes us an expert and reliable choice for special projects.

# OUR FLEET



Having a family of jets with wide, medium or narrow bodies allows DHL Aviation to cater for shipments of all sizes

## WIDE

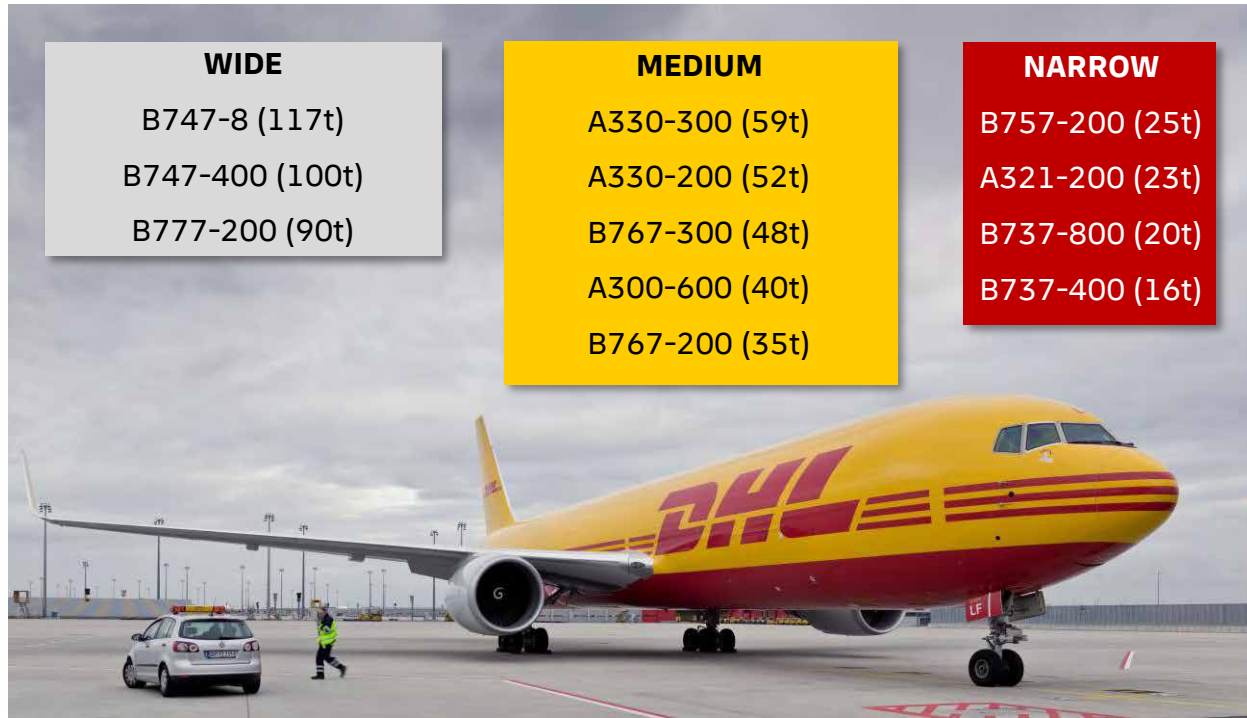
B747-8 (117t)  
B747-400 (100t)  
B777-200 (90t)

## MEDIUM

A330-300 (59t)  
A330-200 (52t)  
B767-300 (48t)  
A300-600 (40t)  
B767-200 (35t)

## NARROW

B757-200 (25t)  
A321-200 (23t)  
B737-800 (20t)  
B737-400 (16t)



DHL Group has a goal of using 30% of Sustainable Aviation Fuel (SAF) for all air transport by 2030.

The purchase of 28 Boeing 777 Freighters further evidences the sustainable aviation commitment.

The B777F produces around 17% less CO2 from aviation fuel, and materials used in its construction are lighter and designed to produce less drag.





# THIS IS THE START OF A JOURNEY.



DHL Express. Excellence. Simply Delivered.





# WHAT YOUR CUSTOMERS ARE LOOKING FOR

USING SUSTAINABILITY TO CREATE YOUR COMPETITIVE ADVANTAGE



## 50%

**of buyers are (very) interested in an environmentally-friendly delivery method**

## 38%

**of consumers feel that retailers are doing a good job of using sustainable delivery practices**

29% rated it as important and 19% as very important to have the seller recommend the most environmentally friendly delivery option

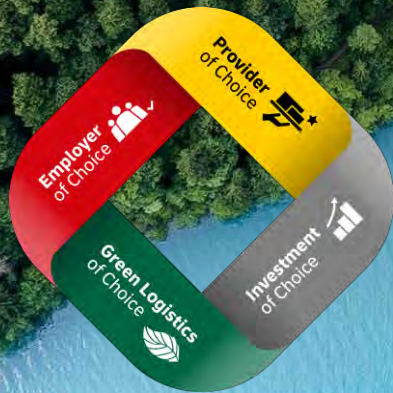
## 20%

**of buyers indicate they would pay more for a delivery from an environmentally friendly company**

This may not sound like a lot, but the experience of companies that offer premium delivery pricing says that it represents millions in incremental revenue. In addition, age plays an important part as Gen Z and Millennials (27%) more willing to pay a premium than 55+ (14%)



# OUR SUSTAINABILITY STRATEGY



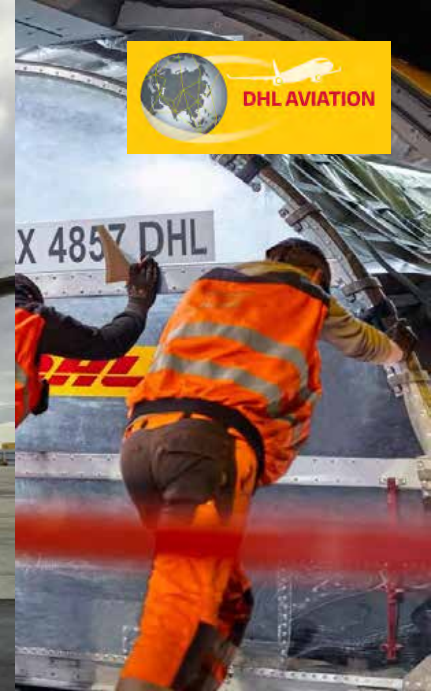
## SUSTAINABLE AVIATION FUEL

DHL aims to have over 30% of their aviation fuel to be **blended with SAF** by 2030.



## RE-FLEETING

When purchasing new aircraft, DHL will continue to invest in the latest **fuel-efficient**, SAF capable and alternative power solutions.



## FUEL OPTIMIZATION

Through plane weight **balance optimization**, further increasing the optimization of network design, and choosing fuel efficient carriers, emissions can be kept to a minimum.



# YOU CAN

## ACTIVELY REDUCE YOUR SCOPE 3 EMISSIONS with our GoGreen Plus service

### SUSTAINABLE AVIATION FUEL (SAF) IS A GREEN ALTERNATIVE TO TRADITIONAL JET FUEL

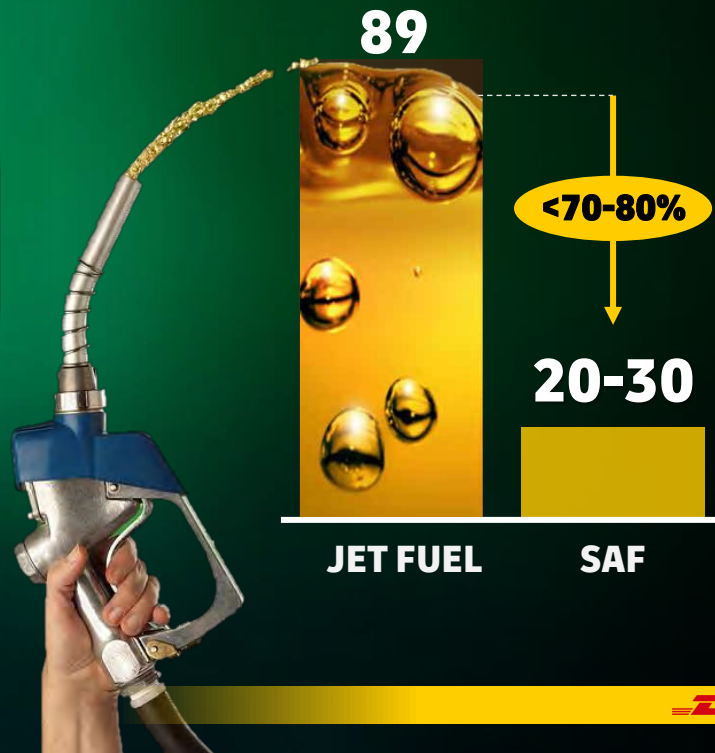
Your company decides how much CO2 reduction to target and how much to invest into Sustainable Aviation Fuel

- DHL Aviation will use the contribution to **invest** into SAF and an independent auditor will annually verify the **emission reduction value** of the purchased SAF, as well as verifying **all investment** has been exclusively used for SAF
- **Your company** will receive a **certificate** with the emission reduction value which can be used to **reduce own Scope 3 footprint**



### JET FUEL vs SAF

Life-cycle carbon footprint (gCO2e/MJ)<sup>1</sup>





# OUR GOGREEN PLUS OFFERING



- Introducing the **Customized model** for our valued customers looking to invest in SAF in bulk while reducing their scope 3 emissions.
- The **Optional model** is our GoGreen Plus offering where our customer can choose the CO<sub>2</sub>e reduction range they want to apply to their shipments. In this model the customer can tailor made the service per tradelane, per type of flow, per shipper.

	<b>CUSTOMIZED MODEL – GOGREEN PLUS</b> <i>Lumpsum – One time investment</i>	<b>OPTIONAL MODEL – GOGREEN PLUS</b> <i>Optional at shipment level for contract- based customers</i>
<b>Carbon emission reduction level</b> Insetting only	<b>Full range: 1% - 100%</b>	<b>Full range: 1% - 100%</b>
<b>Pricing model</b>	<b>Customized offer</b> (based on CO <sub>2</sub> e reduction)	<b>Fixed price</b> (price per kg based, applying agreed CO <sub>2</sub> e reduction range)
<b>Service Fee model</b>	<b>One time investment</b> (sealed on contract)	<b>Service Fee applied at shipment level on ch. weight</b> (conditions pre-agreed on contract)
<b>Certification</b> CO <sub>2</sub> reductions attributed	<b>YES</b>	<b>YES</b>
<b>Tailored / personalized offering</b> based on shipment profile	<b>YES</b> Free of Charge / Integrated	<b>YES</b> Free of Charge / Integrated
<b>Customer Emission Reporting</b>	<b>NO</b>	<b>Upon Request</b> Free of Charge

# LAUNCH SCHEDULE



		Approach	Implementation
Phase 1	GoGreen Plus Customized lump sum	Bulk offer to Forwarders/Charterers	Live
	GoGreen Plus Optional 'Contract based' at shipment level	Customized offer shipment level with certification 'Contract based'	Live
Phase 2	GoGreen Plus Optional 'Tick box' at shipment level	Customized offer shipment level with certification 'Tick box' (iCargo)	TBC





# FAQs



What is sustainable aviation fuel (SAF)?	SAF is produced from alternative feedstock with an improved sustainability profile (e.g used cooking oil, corn, waste, hydrogen or CO <sub>2</sub> synthesis). The chemical structure of SAF is like traditional fossil-fuel based jet fuels. This allows for the use of SAF as a 'drop-in' fuel, blending with kerosene in aircraft without any engine modifications. Current blending rates are capped at 50% due to legal obligations.
What are the benefits of using sustainable aviation fuel (SAF)?	SAF can effectively reduce lifecycle emissions of typical aviation fuel emissions by up to 70-80%. SAF reduces other harmful emissions like particulates and Sulphur by 90% and 100% respectively. Using SAF significantly reduces the carbon footprint of flying.
How much sustainable aviation fuel (SAF) has DHL committed to?	DHL Express has announced two of the largest ever sustainable aviation fuel deals with BP and Neste, amounting to more than 800 million liters, equal to CO <sub>2</sub> e savings on a lifecycle basis estimated to be equivalent to annual greenhouse gas emissions of approx. 400,000 passenger cars. This marks a major step towards Deutsche Post DHL Group's goal of using 30 percent of Sustainable Aviation Fuel for all air transport by 2030
What is the difference between Scope 1, Scope 2 and Scope 3?	<ul style="list-style-type: none"><li>■ <b>Scope 1</b> covers direct emissions from owned or controlled sources</li><li>■ <b>Scope 2</b> covers indirect emissions from the generation of purchased electricity, heating etc. consumed by the reporting company</li><li>■ <b>Scope 3</b> includes all other indirect emissions that occur in a company's value chain, including downstream transportation and distribution</li></ul>
What is 'abatement price'?	The base price is the market value of the carbon emissions that are removed. This is called the abatement price, and this is the cost of reducing 1 tonne of CO <sub>2</sub> e, caused by transportation. The GoGreen Plus charge in 2023 is 325 EUR / tonne CO <sub>2</sub> e (this is factoring in the contribution DHL Express is making in the cost of SAF)

# GET IN TOUCH



**GSA contacts**



**DHL contacts**

Click the links above or visit [aviationcargo.dhl.com](https://aviationcargo.dhl.com)

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