AIR PARTNER FREIGHT CONTINUES STRONG GROWTH TRAJECTORY IN H1 2018

News / Airlines, Finance



H1 2018 highlights:

- **Gross profit up 36.4% to £1.5m (H1 2017: £1.1m)**
- **Strong demand from Automotive and Aerospace clients**
- **Continued investment in regional teams**

Following on from a record 2017, the Freight team at Air Partner has enjoyed a busy and fruitful first half of the financial year, winning cargo mandates from a variety of new and existing customers. As was recently announced in Air Partner's interim results, Freight gross profit was up 36.4% for the six months ended 31 July 2018.

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Air Partner's 24/7 offering and personalised service have continued to attract clients over the past year and time critical requests are an important segment of the Freight business. Clients that use Air Partner's Freight services are diverse, from Oil & Gas companies to Charities. Demand from Automotive and Aerospace sectors remains strong, both in charter and on board courier products.

Air Partner's freight division has continued to grow its global operations. In 2017, the German office moved to larger premises in Cologne to allow for further growth and 2018 has seen the appointment of a new Freight Charter Sales Broker and Sales Manager. Elsewhere, this summer saw the opening of a Los Angeles office and the expansion of the freight team into new office space in Fort Lauderdale. The team in Turkey has also increased in size, following significant business growth last year.

The Freight division has achieved this growth in the face of mounting pressure in the market for charter brokers to change tactics to increase their market share by either working directly with shippers or becoming aircraft operators in their own right. Air Partner, however, remains true to its principles by working solely with freight forwarders. This allows the company to remain neutral, focused on finding the best solution for its clients' requirements and develop long-term loyalty.

Mike Hill, Director of Freight at Air Partner, commented: *"I am proud of the tireless work of the Freight team and our success in the first half of the year. We won't be resting on our laurels, however – we are committed to continue growing our client numbers, whilst never sacrificing the high levels of customer service that are synonymous with Air Partner."*

Air Partner Freight charters aircraft of every size to fly cargo anywhere, at any time, whatever its weight, size or shape. Serving freight forwarders, governments, relief and humanitarian organisations, the freight team provides bespoke air charter solutions to meet a wide range of cargo charter needs. From urgent 'go now' requirements moving small quantities of automotive spare parts, through to the most complex project cargo shipments taking several months to plan, Air Partner Freight has the skills, experience and expertise to ensure shipments are handled securely and reliably. Air Partner Freight has cargo specialists in the UK, USA, Germany, France and Turkey, who provide strength of knowledge by utilising all types of aircraft for tailored cargo charter services.

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