

*Business Outlook – How the  
Project Cargo Sector Is Adapting to  
the New Normal*

**Ekaterina Andreeva**  
**Commercial Director**  
**Volga-Dnepr Airlines**

*Email: [e.andreeva@volga-dnepr.co.uk](mailto:e.andreeva@volga-dnepr.co.uk)*



Strategic Partners:



At the heart of unique logistics.

[www.volga-dnepr.com](http://www.volga-dnepr.com)



# Volga-Dnepr Group Structure



Group management: Moscow

## Scheduled Cargo Operations

Delivered by **AirBridgeCargo Airlines** and **ATRAN Airlines** onboard Boeing 747, 777 and 737 freighters between Russia, Asia, the Middle East, Europe and North America covering more than 40 destinations worldwide, with all flights operated into international cargo hubs

## Charter Cargo Operations

Delivered by **Volga-Dnepr Airlines**, **AirBridgeCargo Airlines**, **ATRAN Airlines** onboard An-124-100/150, IL-76TD-90VD, Boeing 400ERF/8F, 777F and 737-400SF/800BCF

## Strategic Partners

Access to network and fleet of strategic partners, **CargoLogicAir** (2x 747-400ERF) and **CargoLogic Germany** (3x 737-400BCF)

## Ancillary businesses



### Aircraft maintenance:

VD Technics / VD Gulf / AMTES

### Logistics services:

Engineering Logistic Center

### Trucking:

Volga-Trucks Division

### Aviation insurance:

NIC Insurance Company

40 aircraft | >\$2bn turnover | 4,000+ staff | worldwide operations | 30 years of expertise

## 1990

Volga-Dnepr Airlines (An-124s) founded

## 2000

Subsidiaries opened in Houston and London

## 2004

AirBridgeCargo founded (1x B747-200F) flying LUX-SVO-PEK/PVG

## 2010

AirBridgeCargo fleet reaches 10x B747F

## 2011

ATRAN joins the Volga-Dnepr Group

## 2017

Consolidation of Group Management – emphasis on verticals across business lines



## Strategy

- ICAG management through Monocompany with single sales center based on Cargo Supermarket concept
- TOP-marketing and direct strategic partnerships with key shippers as life-saving knowledge exchange tool
- Recruitment of professionals and development of stress- and crisis-resistant staff to guarantee high-quality services
- Dedicated solutions for healthcare, high tech and e-commerce industries with fast response to current demands
- Digital transformation: enhance in-house e-services, including booking, as well as facilitate online bookings through partners' platforms (Cargo.one, WebCargo)

## Focus on industries



### Healthcare

- Clean service
- Transit time
- Temperature regime



### E-commerce

- Transit time
- IT integration
- Long-term relationship



### Hi-tech

- Transit time
- Safety
- Security



### Foodstuff

- Transit time
- Temperature regime
- Route network

## Services



### SCT

- Scheduled Cargo Operations
- Regularity
- Punctuality



### CCT

- Charter Cargo Operations
- Dedicated
- Individualized



### LTCP

- Regular Charter Cargo Operations
- Long-Term Charter Programs
- Both Regular and dedicated



### ACMI

- ACMI Programs
- Effective airworthiness Management
- Crew availability



### ELC

- Engineering Logistics Center
- Engineering solutions
- Trucking
- IT solutions and support

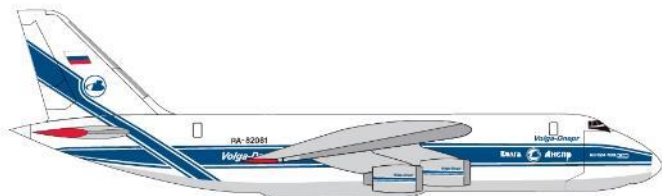


# Diverse fleet of freighters to meet logistics challenges

## RAMP FREIGHTERS

**AN-124-100/150**

Payload: 120,000/150,000 kg



**IL-76TD-90VD**

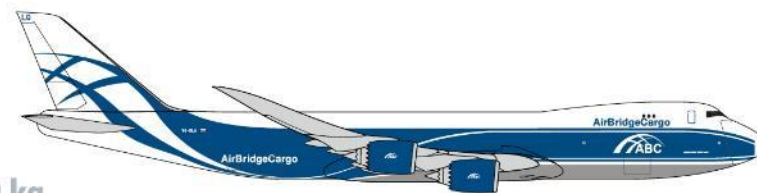
Payload: 50,000 kg



## NON-RAMP FREIGHTERS

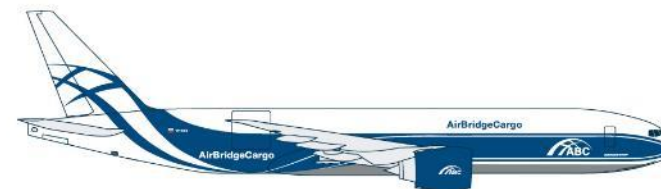
**Boeing 747-8F/400ERF**

Payload: 139,000/128,500 kg



**Boeing 777F**

Payload: 102,010 kg





**Boeing 737F**

Payload: 23,950 kg



 17x B747-400ERF/-8F  
1x B777F

 10x An-124-100  
2x An-124-150  
5x IL-76TD-90VD

 3x B737-400SF  
2x B737-800BCF



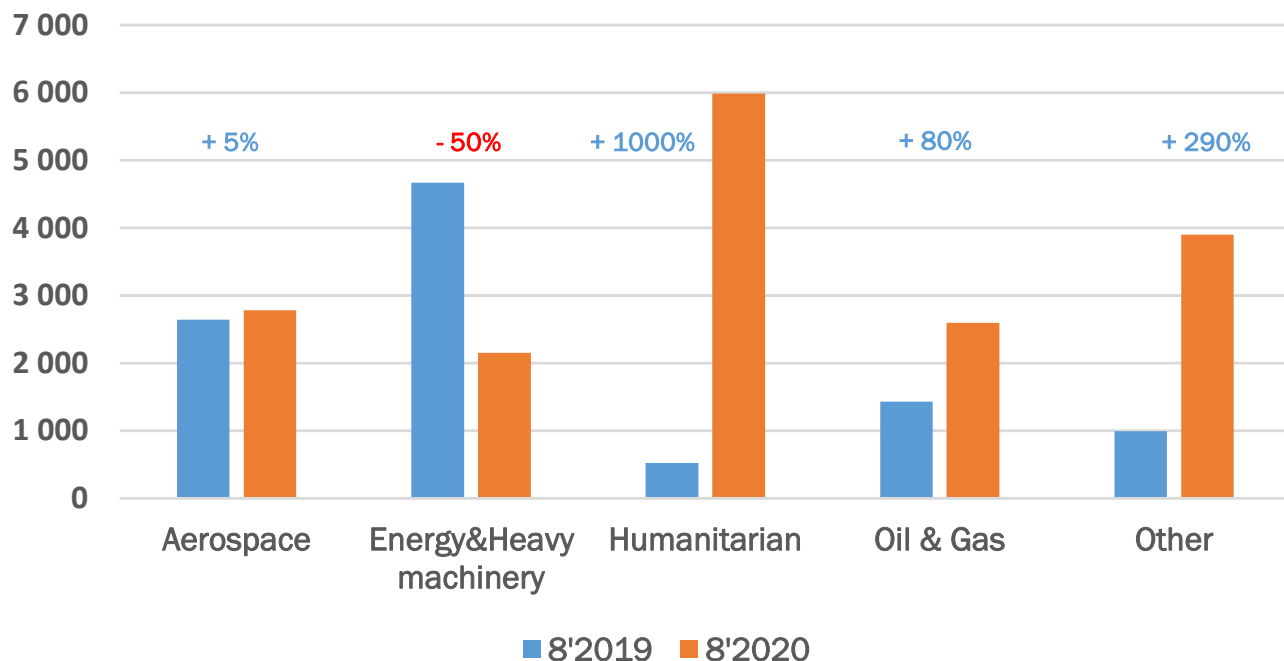
 2x B747-400ERF



 3x 737-400BCF



### Total cargo carried across various industries, tons



### Challenges in 2020

- Quarantines
- New competition
- Lack of travel options for crews and technical staff
- Safety of the staff
- New loading procedures
- Remote work



over 10% increase



over 8% increase



over 5% increase



COVID-19-related cargo  
Vaccine transportations