



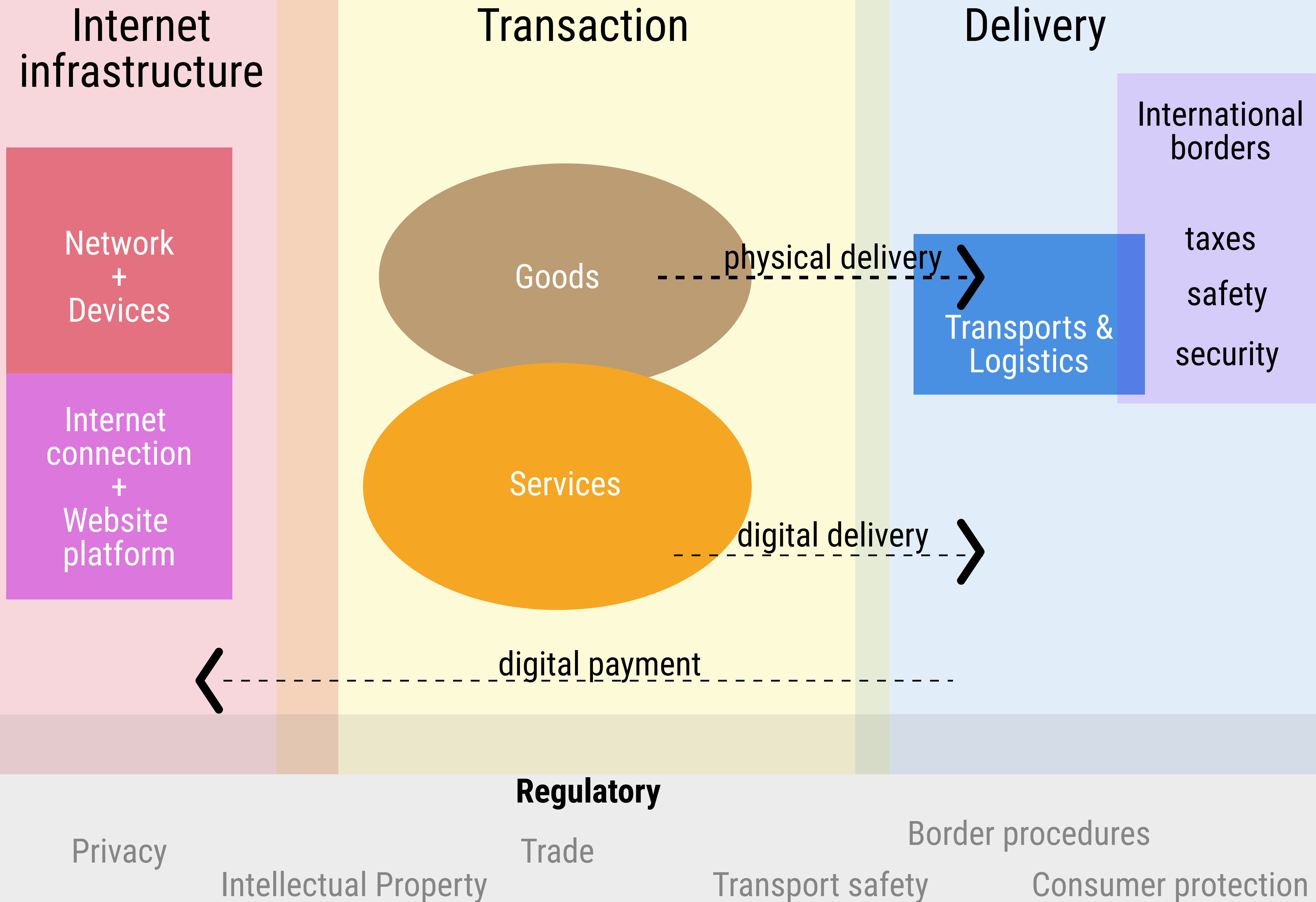
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# e-commerce & AIR CARGO

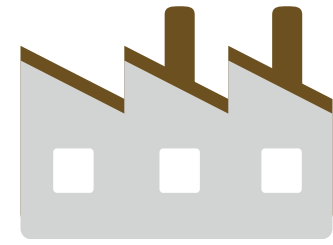
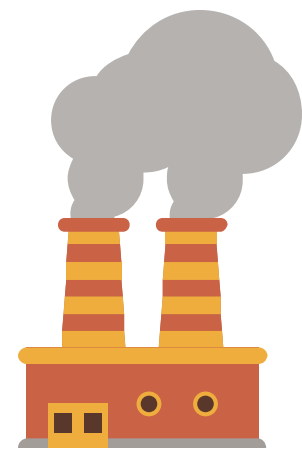
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Manager, Cargo Border Management  
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# What is e-commerce?



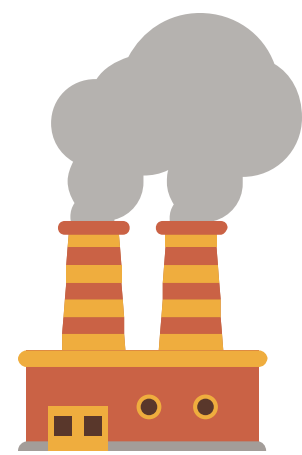
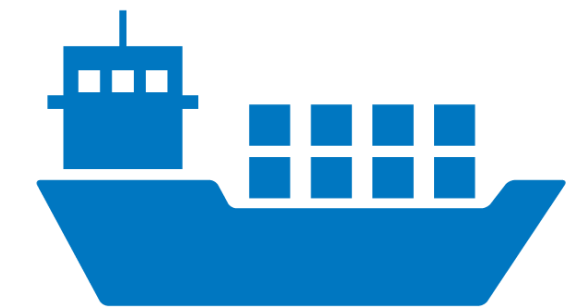
# e-commerce logistics



=



B2B



=



B2C



=



C2C



# Trends: Business models



Express carriers

Controlled supply chain

Electronic data

Consolidated cargo

Focus on speed



Cargo carriers

Fragmented supply chain

e-AWB/AWB

Different types of cargo

Focus on priority cargo



Typical carriers

Fragmented supply chain

e-AWB/AWB

Different types of cargo

Focus on passengers



Low cost carriers

Do not accept cargo

Focus on passengers

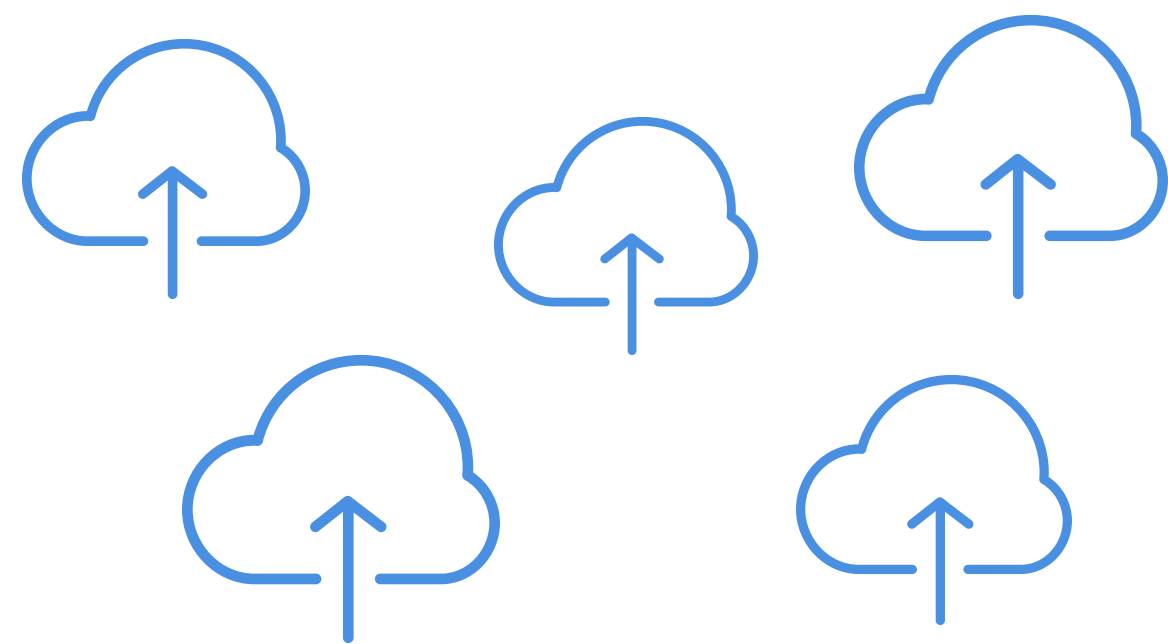


New players

# Trends: Data volume



Many small packages



Lots of data

### Consumers

I want it now!

Where is my package?

### Regulators

I want data!

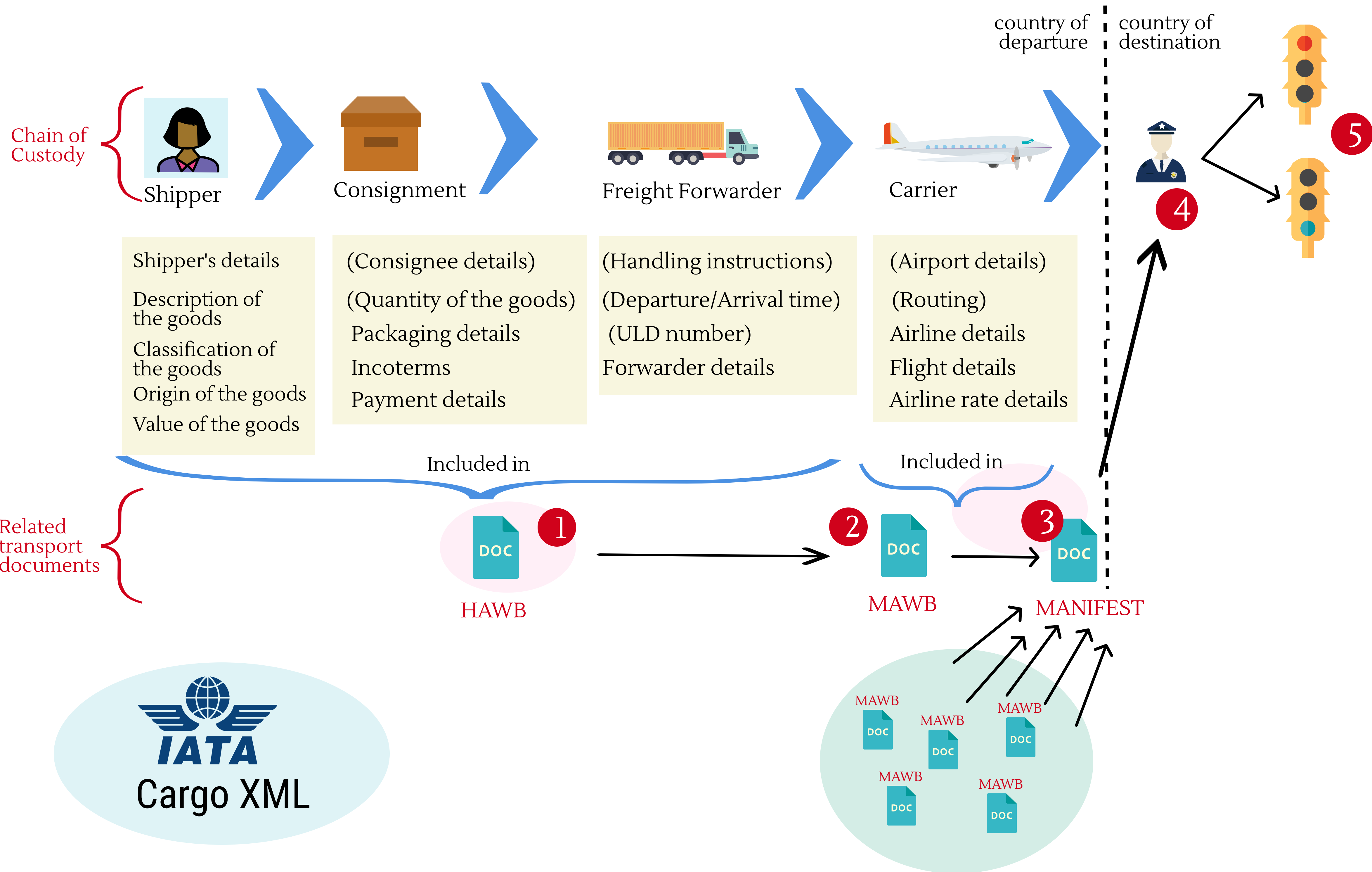
Too many packages!

**IATA**  
Piece Level  
Tracking Task  
Force

**IATA** **NEW**  
Recommended  
Practices on  
Piece Level  
Tracking



# Trends: Supply Chain Digitization



# Trends: Efficiency



CARGO*iQ*

Approximation of  
Border Efficiency in  
International  
Airports - 2017



**GLOBAL  
AVERAGE**  
1.41 days

**22%** of avg. door-  
to-door time

1.30

1.72

1.13

2.35

1.42

2.61

2.54

1.10

days

● US/Canada/  
Bermuda

● Latin America  
& the Caribbean

● Western Europe

● Sub-saharan  
Africa

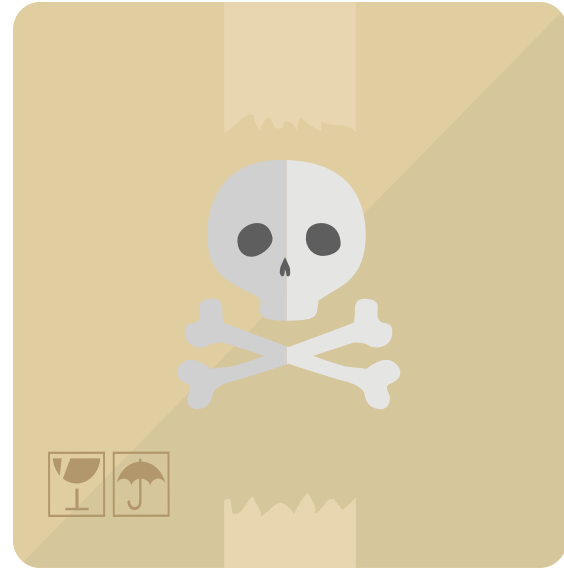
● Middle East &  
North Africa

● Eastern Europe  
& Central Asia

● South Asia

● East Asia &  
the Pacific

# Trends: Safety



Low risk  
Easy to detect



Lithium batteries  
Dangerous goods



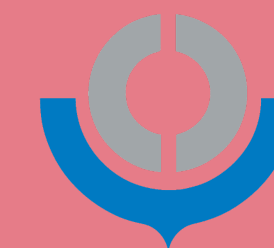
Big risk  
Hard to detect



Illegal trade  
Misdeclaration



Co-leads the subgroup on safety and security on the WCO working group on e-commerce

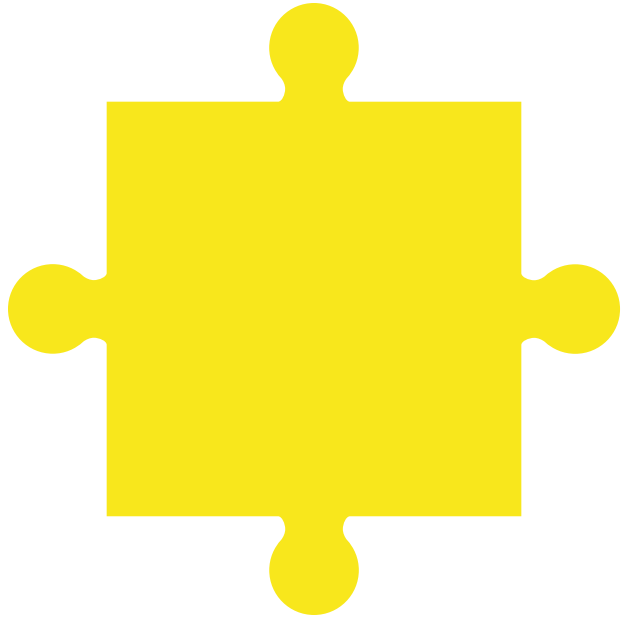


WORLD CUSTOMS ORGANIZATION  
ORGANISATION MONDIALE DES DOUANES

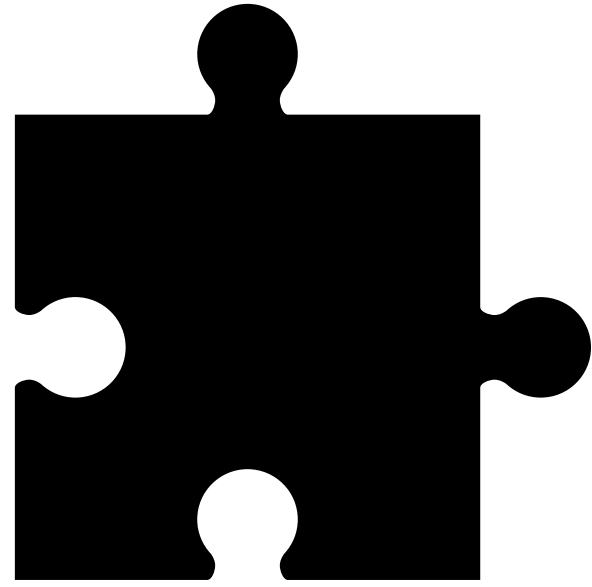
E-commerce  
Framework of  
Standards



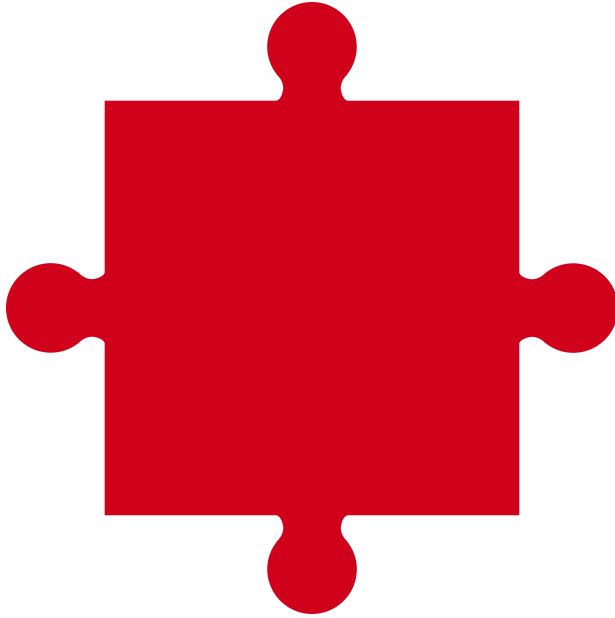
# Trends: Regulation



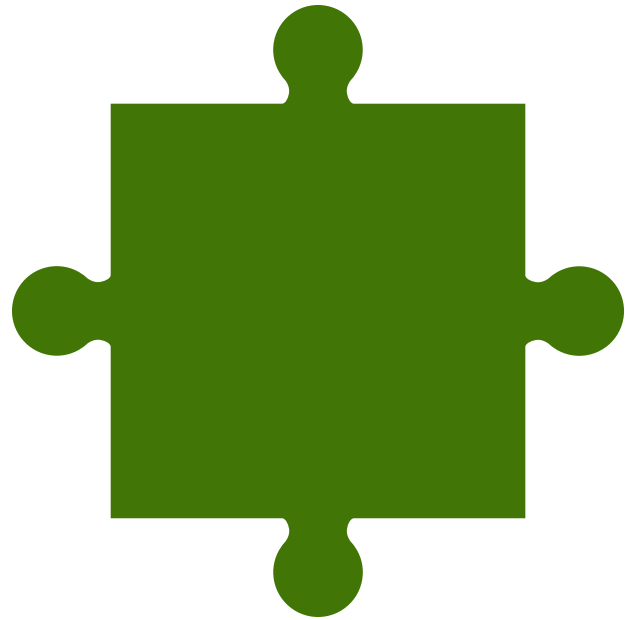
Border protection



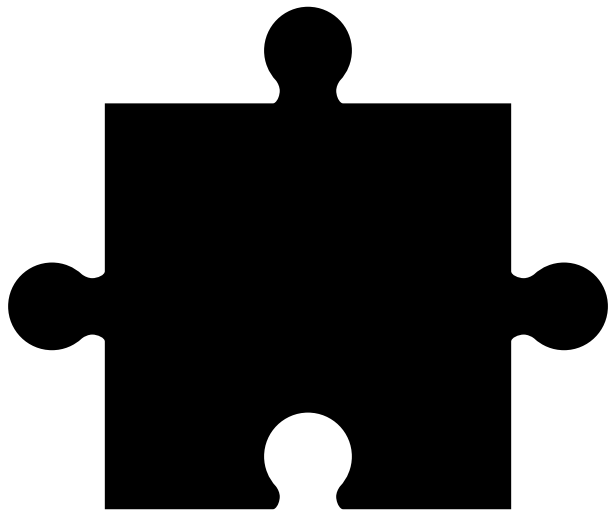
Internet security



International trade rules



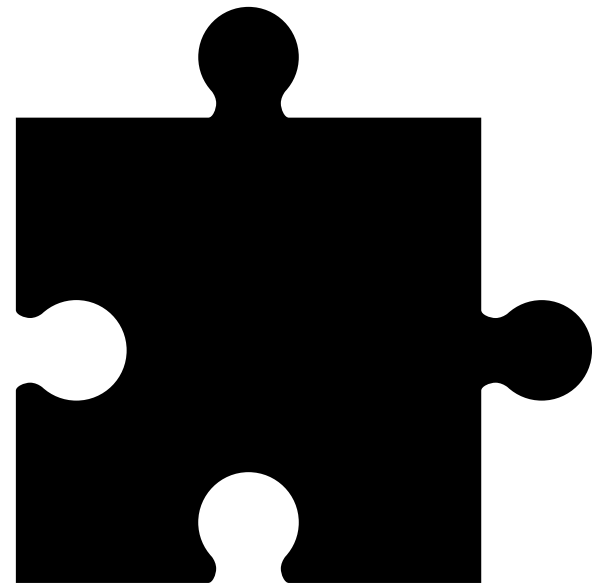
Revenue collection



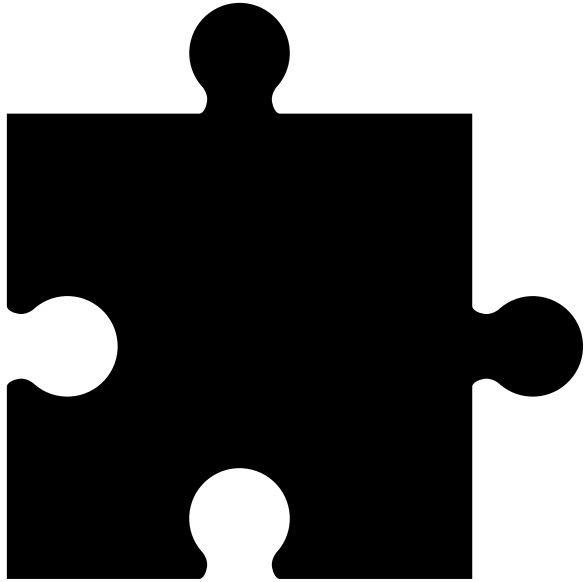
Consumer protection



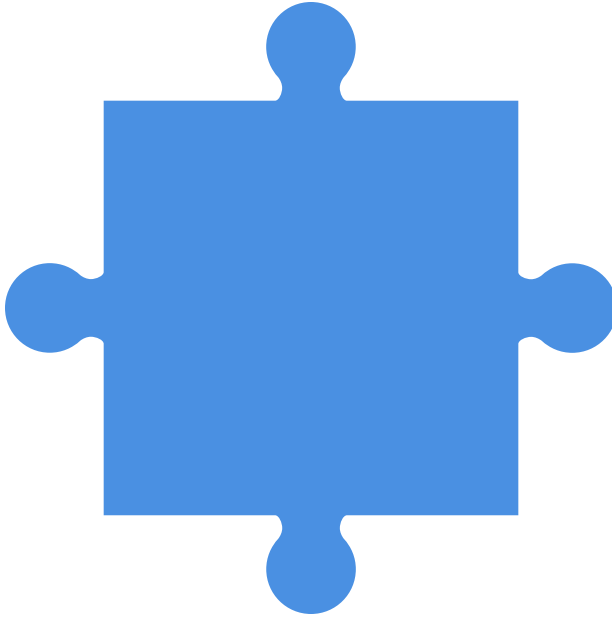
Data protection



Privacy



Net neutrality



Safety standards

The image shows the cover of the IATA E-commerce White Paper. At the top is the IATA logo, which consists of a globe with wings and the letters 'IATA' below it. Below the logo, the title 'E-commerce White Paper' is written in a large, bold, sans-serif font. Underneath the title is a smaller image of the white paper's cover, which features the IATA logo and the text 'Air cargo serving e-commerce'. Below this, there is a small graphic showing a smartphone and a laptop. At the bottom of the white paper cover, there is a large number: '\$3'500'000'000'000', which is the value of global e-commerce forecast for 2019. To the right of this number is a small percentage: '+20%'. At the very bottom of the white paper cover, there is a small line of text: 'An e-commerce white paper - September 2017'.