

## KENYA: OPENING OF NEW PANALPINA NAIROBI FACILITIES

Nairobi, November 29, 2018

### **Speech by Stefan Karlen, President and CEO of Panalpina**

-----

Ladies, Gentlemen, Distinguished Guests. I am thrilled to be here in Kenya for the opening of our new warehouse.

Let me begin by thanking Principal Secretary in the Ministry of Transport and Infrastructure – Ms. Esther Koimett; Director General of the Kenya Civil Aviation Authority – Captain Gilbert Kibe; Managing Director for the Kenya Airports Authority – Johnny Andersen.

The Kenya Civil Aviation Authority; The National Environment Management Authority; and the National Construction Authority.

Swiss Ambassador to Kenya – Dr. Ralf Heckner.

Our partner carriers Air France–KLM, Emirates Sky Cargo, Qatar Airways, Saudia Cargo, Kenya Airways, and the many more who have made this possible.

When Panalpina first started operations in Nairobi in 2015, we had a team of only five people, but we saw the possibilities such a promising country had to offer in the competitive global market.

Very quickly our Kenyan team grew to 200 with the acquisition of Airflo, and later to 350 with Air Connection. And this growth continued elsewhere in Africa. This year, Skyservices in South Africa joined the Panalpina family, and FX Logistics, our new agent in Zimbabwe, also became a member of the Panalpina Perishables Network.

These are all family businesses that have joined forces with Panalpina to strengthen our global network providing an end-to-end offering for perishables that we can all be very proud of.

Today, the Panalpina Perishables Network spans 26 key countries and keeps growing.

When we deliver a Kenyan rose thousands of kilometers from Nairobi, we do it with the same care as when it was picked and handled by those working in the fields near Naivasha, Nakuru, Timau, or Thika.

Thanks to you, we fly most of the premium perishables capacity out of Kenya directly into Amsterdam and other major hubs, and from there to all the corners of the world in direct flights that are essential for a proper cold chain and reliability.

And we do this together with specialized and trusted partners, our partner airlines, and our customers, all of whom are vital to our continued growth.

Panalpina's investments in the perishables sector are aimed at adding value to our customers' supply chains. Not only can we support them in existing markets, but also in new ones, for example in Asia-Pacific.

Today, I am pleased to join Jessie Brar, our country head of Perishables Kenya; Peter Kristensen, country managing director; and Colin Wells, global head of industry vertical Perishables. We are here to further commit to the development of our Kenya operations with new and larger investments. Today, we are proud to open this new warehouse extension covering an additional 1,500 square meters to offer more and better services to our customers, who have backed our initiatives and entrusted us with their business.

This new facility is unique within Nairobi's Jomo Kenyatta International Airport, as it is the only one with dedicated loading bays for skidded or palletized cargo and with separate cold rooms that enable us to manage specific temperature requirements for products such as cuttings.

Panalpina aims to grow its business in Kenya from the 65,000 tons of flowers, fruits, and vegetables we currently move, to more than 80,000 by 2020. I don't need to tell you what this will mean for the local community in terms of employment and infrastructure, as well as sustainable development, something we want to emphasize.

We are also keen to give back to the local community via our QHSE activities. Recently, we wrapped up Global Sustainable Action Week at Ruben Centre here in Nairobi, where our colleagues had a wonderful day full of activities with pupils and staff.



Now, of course, we have to stay focused and deliver, and I know I can count on our team to do their part so that we can honor our commitments to our customers. We have all the support we need to keep doing such great work.

This facility will provide many business opportunities for our customers to pursue in the country, the region and the world, and that is what we are looking to achieve – solutions that foster growth for our customers, Panalpina and the communities where we operate.

Kenya and Africa as a whole remain at the core of our efforts and our hearts.

Today we mark yet another milestone in our journey. Let's make the next one happen.

-----