

Airport Logistics

Newsletter for Airports and Airlines

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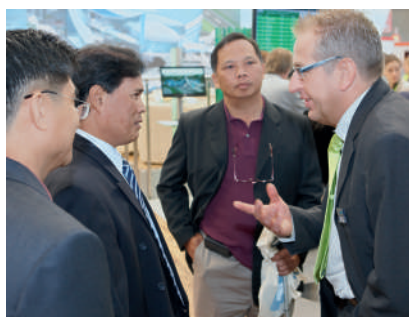
At this year's inter airport Europe, Siemens showcased products and solutions under the slogan "Green and efficient airport of the future."

Siemens underlines its position as market leader

inter airport demonstrates Siemens' commitment to customer relations



Customers showed particular interest in Siemens' portfolio for airports and airlines at inter airport Europe, which was held in Munich. The crossbelt tray (left) proved to be a highlight of this year's exhibition.



inter airport Europe was a great success: many key customers visited the Siemens stand, which once again was one of the largest at the exhibition. This year, over 12,000 experts from 120 countries came to Munich for the airport industry's leading trade exhibition;

on display were innovative products from 543 exhibitors from 29 nations. Siemens showcased products and solutions for diverse airport applications at a shared open-plan booth under the slogan "Green and efficient airport of the future."

Siemens' presence at inter airport demonstrates a commitment to strengthening customer relations during the worldwide financial crisis (see page 2). Especially in difficult times, local Siemens representatives continue to be available to assist airlines and airports. A further demonstration of Siemens' commitment to customer relations is this newsletter, whose first edition was very well received. The company is also set to extend its corporate communications mix by offering customers and consultants the opportunity to visit exemplary sites. This opens an additional platform for customers and consultants to interact with one another. From fairs to newsletters and events – Siemens' commitment to excellent customer relations is the hallmark of a market-leading enterprise. «



Dear Readers,

At Siemens nothing stands still. A big company such as ours can never afford to stop moving. We have to constantly adapt to keep pace with changing market demands. This can mean a change in a portfolio, organizational adaptations or internal optimization.

However, changes must never be made just for the sake of change; they always have to benefit our business partners. A good example of this is innovation. Siemens invests 4.9 percent of its sales revenues in research and development each year, which in fiscal 2008 amounted to €3.8 billion. Over 32,000 people are working on new inventions for Siemens. The airport business benefits from their efforts. R&D also gives us impetus to become even better and meet all the challenges the market throws at us. And we take them all on, whether they stem from the current economic crisis, ever-strict environmental regulations or technological demands. On page 3 of this issue we present a selection of our latest innovations.

A whole string of new orders demonstrates that, even in difficult times, customers are putting their trust in our technological expertise, worldwide presence and reputable project management (see page 4). We are working at full speed to deliver on these orders to the complete satisfaction of our customers. At Siemens we are indeed moving – in the direction we need to take to keep you, our airport customers, satisfied and coming back for more.

Yours truly,
 Dr. Stefan Keh
 President and CEO,
 Infrastructure Logistics

“The key to the future

Siemens is bearing up against the economic crisis. Interview with Matthias Mezger, Siemens Airports, and Karsten Knipper, Logistics & Airport Solutions

The current economic crisis is also taking a toll on the airport sector. What effects are you seeing?

Mezger: After years of continuous growth, the airport sector is currently going through a difficult phase. Passenger traffic has fallen again this year by 4 percent and cargo volume is down 14 percent. Passenger and cargo airlines are not expecting business to recover to 2008 levels until 2012. This is, of course, also affecting airports.

Knipper: Nevertheless, there’s still a lot going on in the baggage handling field. There are many interesting projects, mainly in Asia and the Middle East, but also in Europe and the United States. On the other hand, the cargo business is really fairly quiet on account of the decline.

How is Siemens riding out the crisis?

Mezger: Our strength as a complete solution provider is really coming to the fore in this crisis. We have a wide range of products and services for many areas of an airport. In this way, we can compensate for partial downturns. Our worldwide presence also scores well with our customers. We can guarantee that Siemens experts are there for airports and airlines throughout the world. We want to continue expanding this regionalization to ensure that we have an ear open for our customers – always and everywhere.

Knipper: Our customers also rate our technological expertise very highly. We have just introduced a whole range of innovative products and solutions to the market. They support the efforts of airports to become more efficient while at the same time taking good care of the environment. However, we’re not only active when it comes to product innovations – we’re also getting closer to our customers. We want to improve our position in growth



1 Incheon in South Korea is a good example of Siemens’ service activities.
 2 Matthias Mezger (left) and Karsten Knipper.

markets by strengthening our regional presence, and that’s also going to benefit our customers. Our message is that we are reliable partners for our customers and that we will be there for them well into the future with our airport expertise.

Could you please name a couple of projects Siemens is currently working on?

Knipper: We’re involved with a large number of projects all over the world. As examples, I would like to cite baggage handling projects in Delhi, Dubai, Dublin, Miami and Los Angeles. Technologically interesting projects are being completed in Taipei, Bangkok and Delhi where we are installing intermodal solutions to optimally link rail and air transport. By using new technology, we’ve succeeded in almost completely automating the baggage handling process right from the city check-in through to the airport.

Mezger: Siemens doesn’t just take care of

lies in our hands”



3 The cargo market is suffering from the financial crisis: cargo volume has fallen this year by 14 percent.



4 Flight information display systems have earned the trust of operators at major airports.

pure baggage handling projects; we are also active in almost all customer processes. We even go as far as taking over responsibility for entire terminals and airports. Bangalore Airport in India is an excellent example of this. Currently we're working at the Turkmenbashi Airport in Turkmenistan as an Engineering, Procurement and Construction (EPC) provider. Siemens is not only installing the baggage handling system there, but also other facilities, such as building automation, power supply, and information and communication technology.

What is your view of the future?

Knipper: We want to look beyond the airport perimeter fence and examine the entirety of goods and freight traffic, as well as every stage of a passenger's journey. Approaches to solutions that connect an airport to rail and road networks have tremendous future potential.

Mezger: Airports are coming under ever-greater pressure to combine efficiency and security with environmental sustainability. It's our job to develop the innovative products and solutions required, making sure they are compatible with the important aspect of passenger convenience. Then, together with the airports and airlines, we will have the future in our hands. «

Karsten Knipper will become the head of Logistics & Airport Solutions effective January 1, 2010. This new unit will join the business areas of logistics automation with baggage and cargo automation.

Matthias Mezger is the vice president of Siemens Airports and the head of the Siemens Airport Center. In this position, he is responsible for the further development of the Siemens airports and airlines portfolio.

Innovations at a glance

Siemens introduces new Airport Logistics products

Baggage: The new crossbelt tray from Siemens combines tray technology with the crossbelt function that has already been used successfully in distribution logistics. Sibag Cross sorts baggage without tilting and, compared with tilting solutions, requires over 50 percent less energy to unload bags. With minimal belt movement the baggage is actively loaded and discharged onto and from the tray. As a result, the motors are smaller and consume less energy.

Cargo: Siemens is developing several new products for the green, efficient and secure cargo hub of the future. For example, the new Secure Advanced Air Cargo Transfer System (SAATS) has been developed to increase security and reduce operating cost when transferring air cargo from the truck into the security-controlled area of the apron. Siemens will be the exclusive supplier of the system, which has been jointly developed by Fraport AG and Fraunhofer IML.

Service: A consulting package that involves the implementation of measures to help airports to become "green" is now part of the Siemens lineup. The consulting process has a number of stages: The first is to obtain consumption figures, which are then compared with a reference database to identify possible areas for savings. The last two stages involve developing a strategic roadmap as well as forecasting CO₂ reduction and the financial impact.

IT: When it comes to providing valuable information for passengers and guiding them in time to their gates, no airport can do without a flight information display system (FIDS). What's innovative about Siemens' FIDS is that it can also be used for advertising purposes and for smart passenger guidance. As part of the Siemens Airports Management and Operations Suite (SIAMOS), the FIDS offers all advanced features and can additionally be operated on a stand-alone basis as an airports operational database. The Siemens FIDS, backed by 24/7 service support, has earned the trust of operators at major airports. «

New orders from Pamplona, Murcia, Cancún and Budapest Airports

Murcia, Spain: Aeropuertos Españoles y Navegación Aérea (AENA), the operator of the Spanish airport network, has placed an order with Siemens for the installation of a new baggage handling and screening system at Murcia San Javier Airport. This order, valued at almost €2.8 million, includes an agreed construction period of ten months.

Pamplona, Spain: Siemens is to equip the new terminal area of Pamplona Airport in Spain with a baggage handling system. The order worth roughly €1.5 million was placed by airport operator AENA. The project will be completed within seven months. Siemens' scope of supply also includes overall maintenance of the system for one year.

Siemens has been contracted to equip the new terminal area of Pamplona Airport in Spain with a baggage handling system.

Cancún, Mexico: Aeropuertos del Sureste (ASUR), the operator of Cancún Airport on the Yucatán peninsula in Mexico, has placed an order with Siemens valued at €2.5 million. The project involves the modification and expansion of the existing baggage handling system in Terminal 2 and in the BHS (baggage handling system) building. The project is scheduled for completion by the end of June 2010.

Budapest, Hungary: Siemens has received an order to extend and refurbish the existing baggage handling system of Terminal 2 at Budapest Ferihegy Airport. The project involves the complete design and implementation of the baggage handling system including the appropriate screening system. Siemens will participate in a consortium with evopro Informatics and Automations Ltd. for general contractor KÉSZ Building and Construction Ltd. «



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