

## Media release

Frankfurt, 18 November 2016

# Lufthansa Cargo repositions sales

## By year end, numerous new management positions will be filled

Lufthansa Cargo is reorganising their sales structure. In the future, the company will be divided into eight business units, instead of the previous four. By doing so, the company removes one management level. "We want to be as close to our customers as possible", says Dr Alexis von Hoensbroech, Board Member Product and Sales. "Our new organisational structure creates shorter communication paths, even more direct customer contact and greater flexibility."

The previous business areas, namely Europe, Africa, America and Asia/Pacific will be redefined. Sales in Germany remain broadly unchanged and will be headed up by Florian Pfaff as before. In the future, there will also be the new regions of West Europe (headed by Thomas Egenolf), North and East Europe (by Annette Kreuziger), Middle East and Africa (Frank Beilner), USA and Canada (Bernhard Kindelbacher), Latin America and Caribbean (Gunnar Löhner), North and North East Asia (Frank Naeve) as well as South and South East Asia (also Frank Naeve; who is to fill both roles). The eight regional managers will report directly to Board Member Product & Sales von Hoensbroech.

Other areas of the company will be restructured, too. "Commercial & Quality Management" will go under the leadership of Heide Hoffmann, "Production Control" will be managed by Dr Christian Lehr, "Global Handling Development & Solutions" is to be under the control of Byung-Hee Glugla, "Global Handling Customer Service" will be run by Tanja Eibich, "Industry Development & Product Management" will be headed up by Alexander Kohnen and "Product Development" will be under the management of Stefan Frankenhauser.

The restructuring of sales will take place as part of the Cargo Evolution company strategy, which aims to position Lufthansa Cargo as the first choice for customers and partners in the air cargo sector.

### Lufthansa Cargo AG

Lufthansa Cargo ranks among the world's leading air freight carriers. In the 2015 business year, the airline transported around 1.6 million tonnes of freight and mail and sold 8.4 billion revenue tonne-kilometres. The company currently employs about 4,600 people worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves around 300 destinations in over 100 countries with its own fleet of freighters, the belly capacities of passenger aircraft operated by Lufthansa, Austrian Airlines and Eurowings, as well as an extensive road feeder service network. The bulk of the cargo business is routed through Frankfurt Airport. Lufthansa Cargo is a wholly owned Lufthansa subsidiary of Deutsche Lufthansa AG.

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