

Lufthansa Cargo Subsidiary time:matters Accelerates Growth

Outsourcing complete emergency and special logistics solutions to time:matters represents an interesting option for logistics providers

Neu-Isenburg, April, 21st 2005 – The demand for highly urgent and customer-specific logistics services is continuing to rise sharply. This is confirmed by the 2004 growth figures of time:matters GmbH, a company specialized in this field and based in Neu-Isenburg, Germany. In 2004, the wholly owned subsidiary of Lufthansa Cargo AG was able to expand its sales by 57 percent from the prior year, substantially exceeding its own target. The special services provider, which was spun off from Lufthansa Cargo nearly three and a half years ago, significantly accelerated its growth in comparison to 2003. The year before, time:matters GmbH had recorded 35 percent growth in sales. “Each year, it becomes increasingly apparent that we made the right decision when we established our urgent and emergency logistics solutions as an independent company,” says Harald W. Eisenächer, Vice President Marketing at Deutsche Lufthansa AG and member of the Advisory Board of time:matters GmbH. “In the current economic environment, time:matters is setting an exceptionally positive impulse,” adds Wolfgang Schmitz, Senior Vice President Corporate Development at Lufthansa Cargo AG and Chairman of the Advisory Board of time:matters GmbH.

time:matters GmbH views itself as an independent, global provider of special services for emergency and urgent logistics needs. The company has established the international service and information line +49(0)700-timematters (+49(0)700-84 63 62 88) to provide rapid and individual assistance to corporate customers. time:matters GmbH transported some 420,000 shipments in 2004, by air, rail and, on the road. This total includes all four time:matters shipment formats – same:day, courier:express, personal:courier, and ic:kurier – and represents an increase of well over 50 percent. The growth primarily comes from the intercontinental business, which time:matters systematically expanded last year, amongst others through strategic partnerships. The emphasis was on courier:express, a special worldwide service for highly urgent courier and integrator shipments. In this area, time:matters GmbH offers special services tailored to the individual needs profile of the customer. For example, it offers active shipment management through a 24/7 courier service center that ensures smooth synchronization of all logistics steps and individual monitoring of shipments. In addition, courier:express guarantees highest loading priority, optional apron monitoring of shipments, and direct transfers from aircraft to aircraft, allowing for customized shipments between major cities within the shortest possible time.

The partnership with United Airlines Cargo is a good example for the company’s international growth. In May 2004, time:matters launched its same:day express courier service from Germany to the USA together with this partner, making it possible for shipments to reach 40 U.S. destinations on the same day. In the first months of 2005, the same:day service to the

USA was expanded to 14 European departure countries. Within Europe, time:matters introduced four new stations to the same:day network last year. It now encompasses more than 40 airports. Based on the new U.S. service of time:matters, TNT started offering its own late-night express courier service to the USA last year. In many other instances, too, the urgent and emergency solutions of time:matters – in addition to same:day also courier:express – supplement the standard services of big logistics providers.

“More and more notable logistics service providers are interested in special logistics services in connection with time:matters. Either they integrate our services within their own range, as TNT has done, or they outsource their emergency shipments to time:matters,” reports Franz-Joseph Miller, Managing Director of time:matters GmbH.

time:matters is optimistic for the current fiscal year as well, and expects to again achieve a growth rate in the double digit range in 2005. In 2005, time:matters will continue to expand the positioning established last year as an independent and international service provider for emergency and special logistics solutions. “The objective,” says Franz-Joseph Miller, “is for logistics providers to outsource all of their emergency and special logistics needs to time:matters.” Among other things, this strategy is supported by the scheduled introduction of a Special Service Desk in Frankfurt, Germany, which as a central contact point provides rapid and customized logistics solutions for individual and complex customer needs.

time:matters GmbH, a wholly-owned subsidiary of Lufthansa Cargo AG, offers national and international Special Speed Services by air and rail. Under the slogan “The Speed You Need,” time:matters customers can choose from various logistics products (“same:day”, “courier:express”, “personal:courier” and the “ic:kurier” service in connection with Deutsche Bahn) for the delivery of highly urgent and especially important documents and materials. Deutsche Lufthansa’s entire network of scheduled flights is available for time:matters shipments, as are numerous flights of other partner airlines. Worldwide, some 340 destinations in 89 countries are served, with more than 900 continental and 60 intercontinental connections daily. In addition, the ic:kurier service is currently available at 140 German ICE and EC/IC train stations. Experts confirm that high-quality courier services have high growth potentials; when important materials reach the recipient on the same day or very quickly, significant business advantages are realized and companies can dedicate more of their time to core tasks.

Note to Editors: As a subsidiary of Lufthansa Cargo AG and part of the Lufthansa Group, time:matters GmbH publishes its current sales and earnings figures in percentages only. In its first fiscal year, 2002, the profitable company achieved sales in the double-digit millions of Euros, which have since been increased with growth rates well in the double-digit range.

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