



## **MEDIA RELEASE**

### **SATS COOLPORT PARTNERS IE SINGAPORE AND AVA AND RECEIVES EU APPROVAL TO PROVIDE MEAT TRANSSHIPMENT SERVICES BETWEEN NEW ZEALAND AND THE EU**

- SATS works with IE Singapore and AVA to obtain EU approval to handle New Zealand meat outside of EU
- First successful air-sea transshipment attests to high perishable handling standards at SATS
- EU approval paves the way to enable new trade flows via Singapore

**Singapore, 17 April 2017** – SATS Ltd. (SATS), Asia's leading provider of Gateway Services and Food Solutions, today announced it is the world's first ground handler to receive European Union (EU) approval as an authorised establishment for the provision of meat transshipment services between New Zealand and the EU.

Meat shipments from New Zealand destined for EU markets can now transit through Singapore via SATS Coolport, Asia's first on-airport perishable handling centre. SATS Coolport's approval from the EU as an authorised establishment was strongly supported by International Enterprise (IE) Singapore and the Agri-Food and Veterinary Authority (AVA). Both agencies facilitated the process to engage authorities in the EU and New Zealand to approve Singapore as a transshipment country and SATS Coolport as the authorised handling centre.

This breakthrough illustrates how SATS' expertise and high standards in perishable handling can enable new trade flows. Being an authorised establishment, SATS is now able to break down and reconsolidate meat shipments from New Zealand for redistribution to the EU markets, all within SATS Coolport's temperature-controlled premises. SATS is also able to present customers with cost-effective multimodal freight solutions that give them a competitive advantage by expediting the sale of perishable products into the European market. SATS successfully handled the first air-sea transshipment of lamb products from New Zealand to the United Kingdom (UK) in January this year.



This newly approved trade route for meat products presents many opportunities for Singapore, as well as SATS as the company establishes itself as a consolidation hub and redistribution centre for perishable products from South West Pacific to the rest of the world. In addition, the cost-effective air-sea transportation option also helps to increase New Zealand's capacity to export more lamb shipments to the EU. With this new trade flow, SATS is looking at an approximately 10% increase in lamb shipments over the next two years.

With its extensive network in the region and tight connectivity between its cargo operations, SATS is well-positioned to provide end-to-end airfreight handling solutions. This enables it to play a vital part in enhancing trade with speedier and seamless movement of goods, including perishables, across continents.

"The transshipment of chilled lamb products from New Zealand to Europe is a good example of how multimodal transshipment can help grow trade," says Alex Hungate, President and Chief Executive Officer, SATS. "Multimodal transportation enables exporters to transport products with greater speed and economy to Europe. SATS Coolport helps change the dynamics of exports for countries like New Zealand. This partnership with IE Singapore has been integral in expanding our market by creating benefits for both importers and exporters," added Mr Hungate.

As the agency in charge of trade, IE Singapore has been working with the private sector including SATS, to leverage Singapore companies' capabilities and the country's excellent connectivity to identify and facilitate new trade flows between demand and supply markets. Identifying the New Zealand-Singapore-EU trade route as an opportunity, IE Singapore partnered SATS as one of the key Singapore gateway services companies to enable this new trade flow with its perishable handling capabilities.

Said Law Chung Ming, Group Director for Transport and Logistics, IE Singapore, "We are happy to partner SATS and AVA to create this multimodal transshipment perishables flow. The new flow reaffirms Singapore's excellent connectivity, reliable supply chain capabilities and high quality food handling standards. It further strengthens Singapore as an innovative leader in wholesale trade and supply chain solutions, creating a network effect to benefit



Singapore companies in transport and logistics, food trading and financial services. IE Singapore strongly encourages our companies to leverage on this new connectivity to develop innovative business models to capture growth opportunities.”

SATS will continue to work with IE Singapore to promote and encourage Singapore companies in logistics, food trading and financing to leverage this trade flow to explore new business growth. The agency has also been working closely with producers and exporters across New Zealand to share the benefits of this new flow.

The approval is not just limited to lamb products, but also extends to other meat types like beef, pork, poultry, wild and farmed game meat originating from New Zealand.

Agricultural products constituted New Zealand’s largest export to the EU in 2016<sup>1</sup>. Of this, meat, mostly lamb, formed the largest agricultural export by value (NZ\$1.5 billion) followed by fruit and wine.

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### **About SATS Ltd.**

SATS is Asia’s leading provider of Gateway Services and Food Solutions.

Our comprehensive Gateway Services encompass airfreight handling, passenger services, ramp handling, baggage handling, aviation security services, aircraft interior and exterior cleaning as well as cruise centre management. Our Food Solutions include airline catering, institutional and remote catering, aviation laundry as well as food distribution and logistics.

SATS is present in 47 airports, 53 cities and 14 countries across Asia and the Middle East.

SATS has been listed on the Singapore Exchange since May 2000. For more information, please visit [www.sats.com.sg](http://www.sats.com.sg).

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<sup>1</sup> Stats NZ, Goods and Services Trade by Country: Year ended December 2016  
[http://www.stats.govt.nz/browse\\_for\\_stats/industry\\_sectors/imports\\_and\\_exports/GoodsServicesTradeCountry\\_HOTPYeDec16.aspx](http://www.stats.govt.nz/browse_for_stats/industry_sectors/imports_and_exports/GoodsServicesTradeCountry_HOTPYeDec16.aspx)



## **About IE Singapore**

IE Singapore is the government agency promoting international trade and partnering Singapore companies in going global. Our vision is a thriving business hub in Singapore with Globally Competitive Companies and leading international traders.

IE Singapore attracts global commodities traders to establish their global or Asian home base in Singapore. Today, Singapore is a thriving trading hub with a complete ecosystem for the energy, agri-commodities and metals & minerals trading clusters.

Through our Global Company Partnership and Market Readiness Assistance, we also work with Singapore-based companies in their various stages of growth towards being globally competitive.

Our global network of overseas centres in over 35 locations provides the necessary connections in many developed and emerging markets. Visit [www.iesingapore.gov.sg](http://www.iesingapore.gov.sg) for more information.

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