

# Raya Airways

## The Next Target is to Expand to Intra-Asia



As known, the world economy experiences several challenges from China's economy transition, security and social situation in Europe, geopolitics condition in the Middle East to the economy slowness in the biggest export destination countries (USA, West Europe, China and others). However, they (the challenges) don't stop Raya Airways, who brought Transmire Air's flag once, from making investment and expansion in South East Asia. And its bigger ambition is to expand in Intra-Asia.

To know further about the newest issue from the Malaysian based air cargo company, **Mr. Lee Shashitheren, Chief Executive Officer of Raya Airways** was welcome to be interviewed by the *Cargo Times*. Below are the interviews:

**Cargo Times : What is the background of Raya Airways development?**

**Mr Lee Shashitheren :** Raya Airways was established in November 1993 and named as Transmire Air. It's a company that was fully taken over from Transmire Berhad that has been operated for more than 20 years. Raya Airways offered multimodal services (express flight, rental or charter), warehouses, a service (engineering services) and ground handling. The services has been given to DHL Worldwide Express, United Parcel Service , Air Macau and CEN Worldwide globally.

Raya Airways also provides a charter service of cargo freighters that operate worldwide. Raya Airways was appointed as a Cargo by Malaysia Transportation Department in 1996.

Lee Shashitheren (pic rayaairways)

**Cargo Times : What is the total volume of the goods carried in 2015? What is the target in 2016 (in ton)?**

**Mr Lee Shashitheren :** Totally, Raya Airways had carried 50,000 tons in 2015. And for 2016 will be 80,000 tons.

**Cargo Times : How is the freighter service frequency to Soekarno-Hatta Internaitonal Airport (CGK) ?**

**Mr Lee Shashitheren :** The freighters' service to Soekarno-Hatta International Airport today is 3 (three) times a week using Boeing 757-200F Freighter with the total of capacity is 32 (thirty two) ton.

**Cargo Times : Until 2016, how many freighter does Raya Airways own?**

**Mr Lee Shashitheren :** Raya Airways owns : three 727-200F, one 757-200F, and one 767-200F. Raya Airways will add more freighters, especially, B757 and 767 types that are aligned with the company's development. Raya Airways is also a specialist of cargo freighter that drives the "first of type" freighter in Cargo industry in Malaysia.

**Cargo Times : Competition between airlines, currently, is high in grabbing the air cargo market.**

**What strategies that Raya Airways applied to get the cargo's market?**

**Mr Lee Shashitheren :** In the present, Raya Air gives foundation to Intra Asia and is enthusiastic to expand its operation to India and Middle East countries. Nonetheless, our company do not consider the Middle East flight as a competition as each company has different marketshare. Moreover, Raya Airways is eager to work together with some aviation companies in the Middle East to realize the synergy using strategic agreement that gives positive direction for Raya Airways to reach its goal to some countries like EU, US and other Middle East.

**Cargo Times : What targets will be reached by the Raya Airways in Indonesia in the future?**

**Mr Lee Shashitheren :** The Raya Airways' targets in Indonesia are to add up the quantity of capacity and the operation of wide-body freighters from 3 (three) times a week to become 5 (five) times a week from the Soekarno-Hatta International Airport, Tangerang (CGK).

The Soekarno-Hatta International Airport (CGK) is the hub where the distribution of cargoes is conducted to all cities in Indonesia (domestic) and around ASEAN.(en)

Raya Airways is embarking on a re-fleeting exercise to obtain newer and more fuel efficient aircrafts and hopes to triple the volume of cargo carried annually from 30,000 tonnes to 100,000 tonnes in the next 5 years.



Raya Airways airplane at Soekarno-Hatta International Airport (CGK) (photos.ad)



Zam Zam R. and Shamsul Bin Idrus, Senior Manager Ground Operations (photo ad)

## Managing Director of PT MAU: Gives Positive Impact for Both Parties

**P**T Mitra Adira Utama (MAU), a ground handling company as well as warehouses, cargoes and posts services, always gives their best services to their customers, local and international, and include the air cargo from Malaysia, Raya Airways at Soekarno Hatta Airport, Cengkareng, Wednesday, April 20. Presently, MAU has operated in some airports like Hussein Sastra Negara - Bandung, Radin Inten Tanjungkarang - Lampung, BGD Soekarno Hatta Cengkareng warehouse and CFS at Cikarang Dry Port. Below is the statement from the **Managing Director of PT Mitra Adira Utama, Zam Zam R.** to *CT*.

**What are the benefits that you get from the joint venture between PT. Mitra Adira Utama (MAU) and Raya Airways?**

Sure, there is a benefit, that is the increase in cargo volume which is hand in hand with Customers' (Airlines) increase from our company.

**What kind of commodities carried by Raya Airways?**

There's no limitation of cargo types that Raya Airways carry, including the Special Cargoes (DG, HEA, PER AVI and others).

**What targets would be reached by MAU this year?**

Our primary target is customers (airlines) increase that will give positive impact for both parties. As the cargo volume increase, our volume target will increase too in 2016. This should be known that MAU is starting to make promotion through its participation in exhibitions and conferences.*(en/mar)*

## Raya Adds Air Freight Service to Cambodia



**M**alaysian national cargo carrier Raya Airways has added Phnom Penh to its service roster in response to growing demand for air freight shipments of consumer products such as textiles and garments, the company said yesterday (April 5, 2016).

Raya spokesperson Siti Rozalina Mohd Noor said the airline commenced its first flight to the Cambodian capital on March 26 and was operating a Boeing 727-200 on a circular route from Kuala Lumpur to Phnom Penh via Kuching and Kota Kinabalu, then back direct to Kuala Lumpur.

"Raya's expectation is to increase the frequency [of flights] – currently two times per week – and also the capacity into Cambodia," Mohd Noor said.

Raya's 727-200 aircraft has a cargo payload capacity of 22 tonnes.

According to Mohd Noor, the cargo carrier's decision to add service to Phnom Penh was based on Cambodia's growing garment and footwear sector, which has resulted in a surge in import and export activities.

"The main commodities are garments bound for the EU and US, and we are working with other airline operators to forward them to their final destination from our hub in Kuala Lumpur," she said.

Khek Norinda, communications and PR director of Cambodia Airports, the company that manages the Kingdom's three international airports, said Cambodia's positive business environment has put it on international cargo carriers' radar.

"There are more goods shipped by air including exports of mangoes and electronic devices, and leather imports," he said. "The increase in volume has been conducive in attracting more cargo carriers."

Total air freight shipments to and from Cambodia exceeded 38,000 tonnes in 2015, a 14 per cent increase over the previous year, according to Norinda.

Raya Airways is the second dedicated cargo carrier to operate regular service to Cambodia after Cathay Pacific Cargo, which commenced operations in November 2014.

Raya Airways operates out of Malaysia's Sultan Abdul Aziz Shah Airport near Kuala Lumpur using a fleet of four Boeing aircraft, with two more aircraft expected for delivery by the end of the year.

The fleet and route expansions are part of the freight carrier's plan to triple the volume of transported cargo from 30,000 tonnes to 100,000 tonnes in the next five years, Raya said in a press release last month.*(phnompenhpost.com)*

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