








# AIR LOGISTICS GROUP PRESENTATION

# CORPORATE STRUCTURE

 <p>Private Equity Investors</p>	<p>Acquired in 2018</p>	<p>Financial Security</p>	 <p>✓ One of the largest private investment firms in Asia ✓ Capital of over US\$11 billion</p>	 <p>✓ One of the oldest European private equity firms, established in 1872 ✓ US\$13.5 billion in Assets</p>
 <p>World Freight Company</p>	<p>Established in 2004</p>	<p>Corporate Governance</p>	<p>✓ Secure &amp; high-quality cloud-based IT Infrastructure ✓ Dedicated legal team ✓ Global Credit rating 'B' by S&amp;P</p>	<p>✓ AAA Bank syndicate ✓ AAA Auditors ✓ Comprehensive Compliance program</p>
 <p>Air Logistics Group</p>	<p>30 years experience</p>	<p>Strong Foundation</p>	<p>✓ Focused on sales &amp; customer service ✓ GSSA &amp; TCM expertise ✓ Large Customer database</p>	<p>✓ Driven by business intelligence ✓ Capacity management solutions</p>

# AIR LOGISTICS GROUP MANAGEMENT

## Corporate Level



**Stephen Dawkins**  
CEO



**Helmut Mair**  
Director



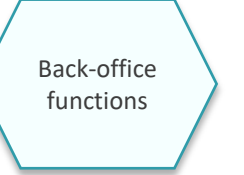
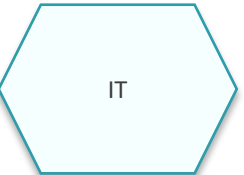
**Joao Pires Ramos**  
COO  
Europe



**Sander Bras**  
Head of Business  
Development  
ME & APAC

## Country Level

**Experienced Country Managers with Local Expertise**



# WORLD COVERAGE

NORTH AMERICA  
3 Countries

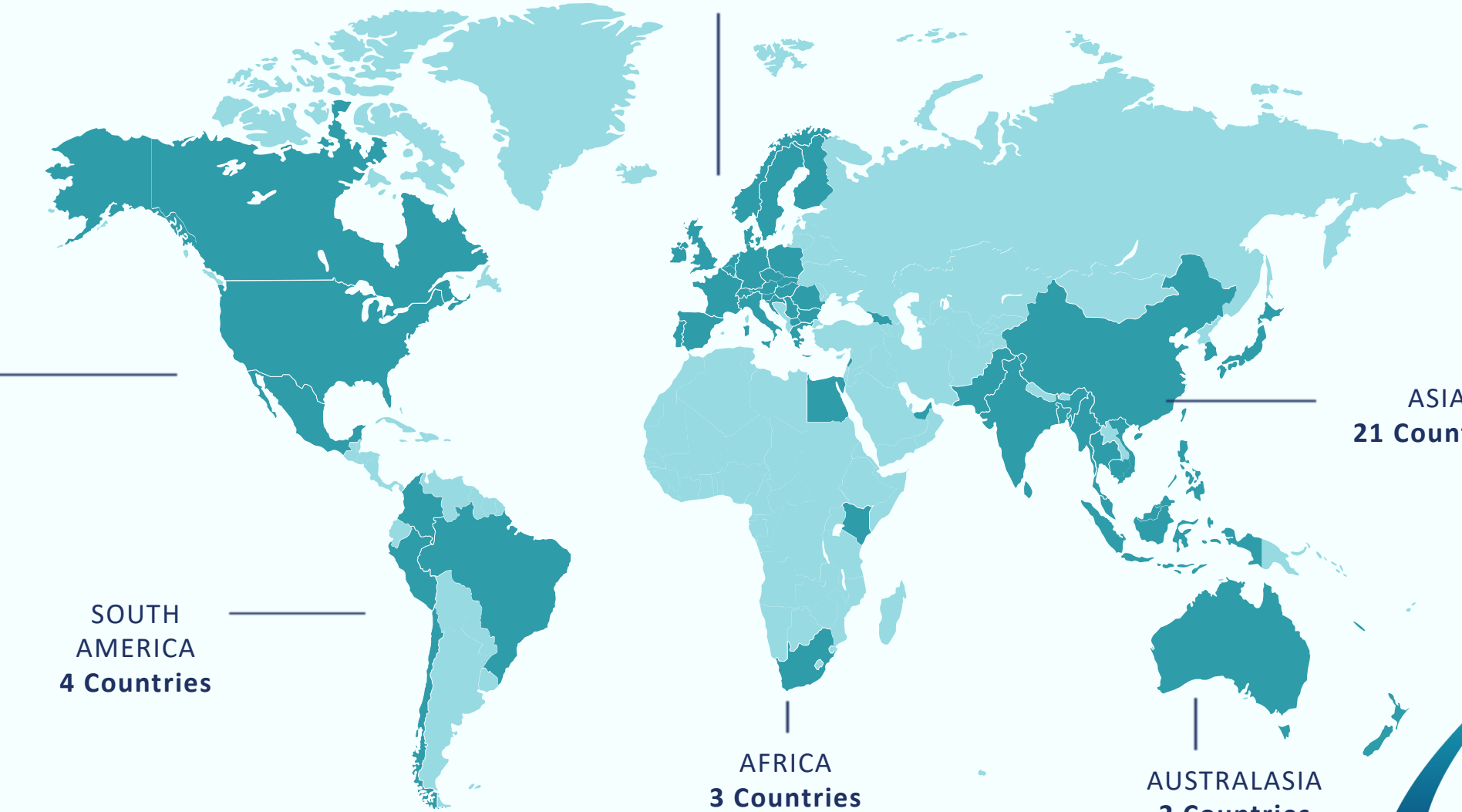
SOUTH AMERICA  
4 Countries

EUROPE  
25 Countries

AFRICA  
3 Countries

AUSTRALASIA  
2 Countries

ASIA  
21 Countries



# EUROPEAN COVERAGE

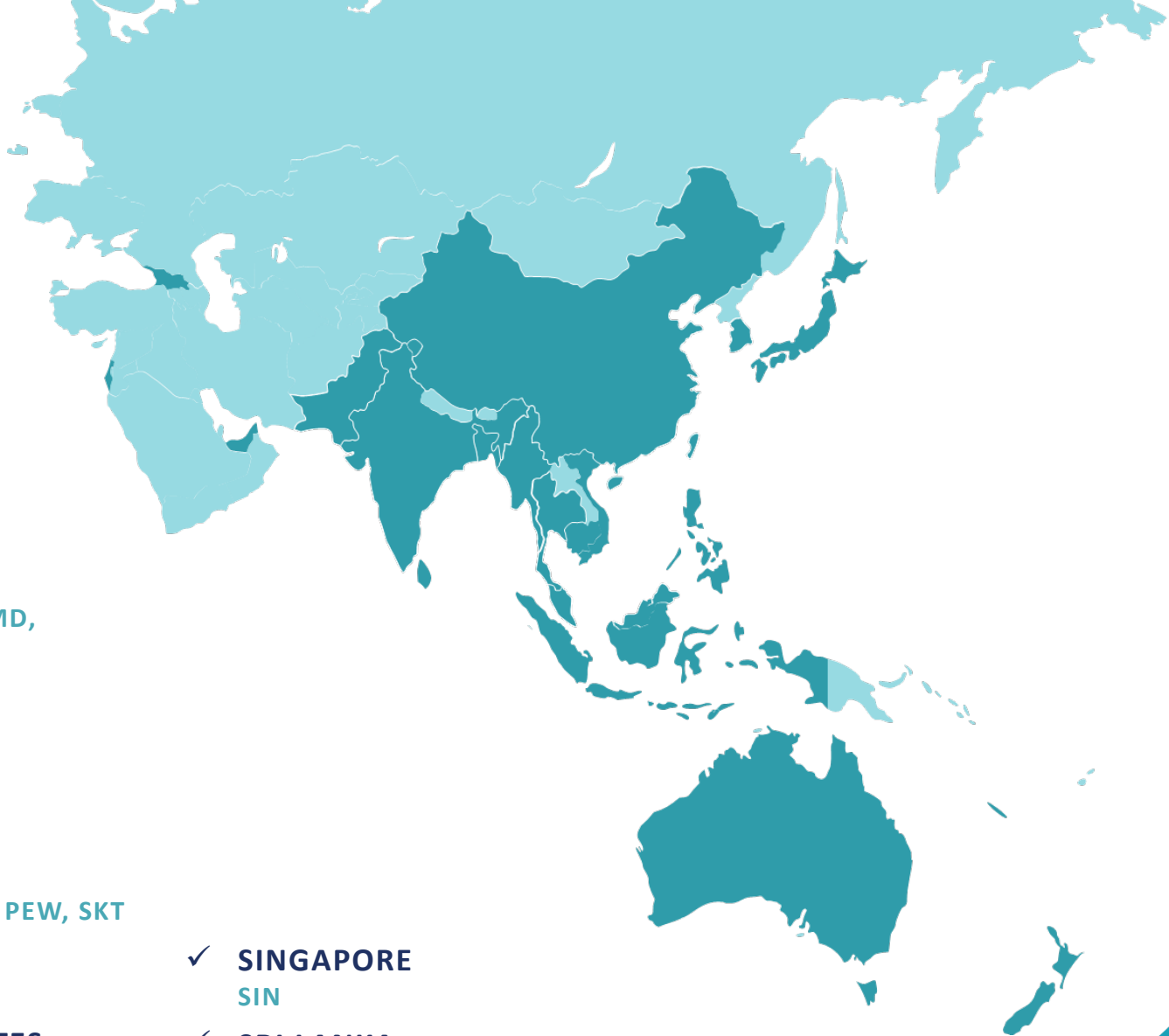
- ✓ **BELGIUM**  
BRU
- ✓ **CZECH REPUBLIC**  
PRG
- ✓ **DENMARK**  
CPH
- ✓ **FINLAND**  
HEL
- ✓ **FRANCE**  
CDG
- ✓ **GERMANY**  
FRA, MUC, HAM, TXL, CGN
- ✓ **GEORGIA**  
TBS
- ✓ **HUNGARY**  
BUD
- ✓ **IRELAND**  
DUB
- ✓ **ITALY**  
MIL, MXP, FCO
- ✓ **NORWAY**  
OSL
- ✓ **POLAND**  
WAW
- ✓ **PORTUGAL**  
LIS, OPO
- ✓ **SLOVAKIA**  
BTS
- ✓ **SPAIN**  
BCN, MAD, VLC
- ✓ **SWEDEN**  
ARN
- ✓ **SWITZERLAND**  
ZRH
- ✓ **THE NETHERLANDS**  
AMS
- ✓ **UNITED KINGDOM**  
EMA, LHR, MAN



**GLOBAL NETWORK...**  
**LOCAL EXPERTISE**

# ASIA PACIFIC & MIDDLE EAST COVERAGE

- ✓ **AUSTRALIA**  
SYD, MEL, BNE, ADL, PER
- ✓ **BANGLADESH**  
DAC, CGP
- ✓ **BRUNEI**  
BWN
- ✓ **CAMBODIA**  
PNH
- ✓ **CHINA**  
PVG, PEK, CAN, SZX, TSN, NKG,  
WUH, HGH, CKG, CTU, KMG
- ✓ **HONG KONG**  
HKG
- ✓ **JAPAN**  
NRT, KIX, NGO, FUK
- ✓ **KOREA**  
ICN
- ✓ **MACAU**  
MFM
- ✓ **MALAYSIA**  
KUL, PEN
- ✓ **MALDIVES**  
MLE
- ✓ **MYANMAR**  
RGN
- ✓ **NEW ZEALAND**  
AKL
- ✓ **INDIA**  
DEL, BOM, BLR, MAA,AMD,  
HYD, CCU
- ✓ **INDONESIA**  
CGK, SUB, DSP
- ✓ **ISRAEL**  
TLV
- ✓ **PAKISTAN**  
LHE, ISB, KHI, MUX, LYP, PEW, SKT
- ✓ **PHILIPPINES**  
MNL
- ✓ **UNITED ARAB EMIRATES**  
DXB
- ✓ **VIETNAM**  
HAN, SGN, DAD
- ✓ **SINGAPORE**  
SIN
- ✓ **SRI LANKA**  
CBM
- ✓ **THAILAND**  
BKK, HKT



# BRAND RECOGNITION



The Air Logistics Group brand is recognised across the globe for quality, professionalism and financial strength

In May 2003, Air Logistics was the first organisation worldwide to be awarded IATA GSSA status. The IATA GSSA programme realizes global standards for GSSAs

Five times winner in its class of the prestigious World Air Cargo Awards including GSA of the Year 2022



GSSA of the Year at the Air Cargo News - Cargo Airline of the Year awards in 2016 & 2014, and the only GSSA to have been recognised twice with this award.

# SERVICES



## Sales

- Experienced teams in local markets
- Innovative sales strategies tailored to each airline
- Targeted sales using dynamic market analysis in combination with local expertise
- Digital sales distribution platforms



## Marketing

- Dynamic marketing strategies to promote the airlines brand
- Creative and original promotions including email shots, social media and printed materials
- Organization of corporate and promotional events alongside attendance at key industry events



## Customer Services

- Highest standard of customer service
- Fully trained in special cargo requirements
- State of the art booking systems that interface with the airlines own system



## Finance & Administration

- Dedicated revenue accounting teams across the globe
- Centrally controlled invoicing and full participation in IATA CASS
- Data capture & verification units providing back-office support



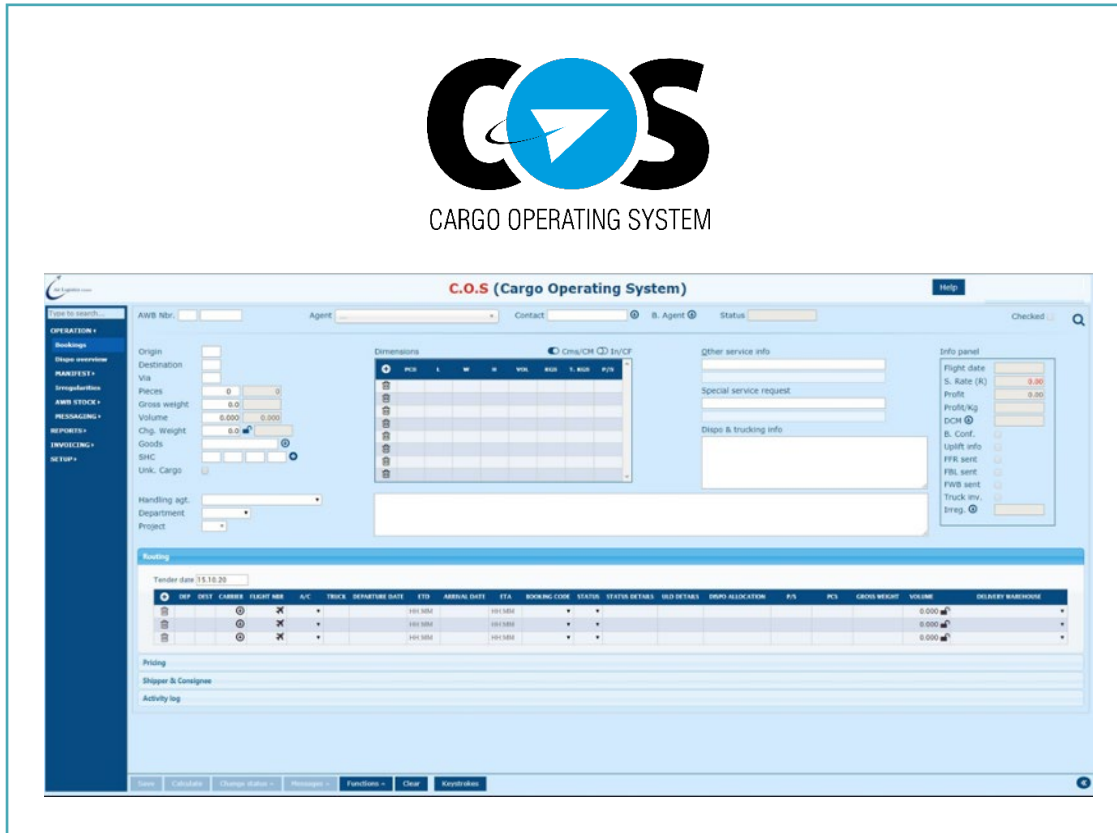
## Business Intelligence

- Analysis of data collected in the ALG quotation platform
- Utilization of business intelligence tools including IATA, CLIVE, WACD & Seabury
- Continuous investment in IT infrastructure & digitalization



# IT SOLUTIONS

## ALG Brings a Ready-Made Cargo IT Solution



- Cargo Operating System - is our internal cargo management system
- The system provides true O&D reservations capability
- AMS compliance, IATA, FFR, FFM etc interface with ground handling companies
- Offers a comprehensive management reporting module
- The system also provides Revenue Accounting & Invoicing capability
- System is able to process Interline compatible traffic and settlement via IATA Clearing House

# COMPLIANCE

ALG brings a comprehensive and industry leading compliance program



Air Logistics Group is the world's first GSSA, guided by Kirkland's Lawyers based in Manhattan NYC, to establish its own in-house compliance training and testing programme, helping employees to develop their knowledge and understanding of this complex issue.

**Antitrust Policy** guides us through the requirements of both U.S and EU antitrust law.

**Economic Sanctions Compliance Policy** is an in depth look at the global economic sanctions that we must adhere to at all times while doing business.



**Anti-Corruption Policy** covers all aspects of Anti-corruption law while giving guidance to senior management.



**Code of Ethics and Conduct** outlines our professional principles that governs decisions and behaviour within our organisation.



# ESG PROGRAM & POLICIES



## Environment

ALG has **targeted UN Sustainable Development Goals SDG 12 & 13** and set goals for our global network to reduce its carbon footprint.

- By measuring emissions data, we contribute to offsetting initiatives and the effective implementation of policies aimed at reducing emissions.
- Increase environmental awareness of employees through education & implement policies to reduce our footprint.
- Introduce AI and digital tool initiatives, and promoting Cloud Computing, remote work, and video conferences to minimize commuting emissions.
- Prioritize the purchase of renewable energy whenever feasible in our offices across the globe.



## Social

ALG actively focuses on ensuring employee's rights and offering opportunities, while promoting diversity and inclusion.

- Share company policies across the global intranet to promote equal opportunities for all employees. Support cultural & gender diversity in senior and middle management roles.
- Emphasize inclusive employee development programs through specialized training, career plans & flexible work arrangements.
- Provide direct/indirect health care access to all employees.
- Ensure sustainable procurement through ethical sourcing, the use of fair-trade products, and products that are free from exploitation or human rights violations.



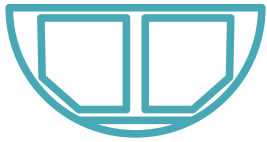
## Governance

ALG is dedicated to fostering transparent and robust governance practices in conduct, compliance, risk management and cybersecurity.

- Corporate governance and risk management.
- Structured onboarding training for new employees and regular refresher training for all staff members on compliance and employee conduct.
- Company leaders actively communicate the importance of vigilance regarding cybersecurity threats in monthly meetings / weekly newsletter.
- Roll out a crisis management plan and enforce a standardized Supplier Code of Conduct and compliance procedure.
- Use third party auditors and audits for accounting integrity.

# AIR LOGISTICS IN SUMMARY

Setting the industry standard since 1994



## Air Cargo Capacity Management Specialists

- 30 years GSSA experience
- Worldwide team of air cargo & airline industry experts
- An extensive database of forwarding customers including SME, MNC & niche players
- Business intelligence



## Driving Growth

- Local market experts with direct access to the right data
- Realize efficiencies through automation & innovation
- Drive higher output by targeting the rights customers



## Customer Dedication

- Centralized management of principal requirements
- Dedicated teams
- Provide the highest standard of customer service
- Focus on agent care and always ready to go the extra mile



## Transparency, Reliability & Trust

- Secured Infrastructure
- Cyber Security
- Transparent reporting
- Market leader in compliance
- Socially responsible

# THANK YOU



Data driven, lean & innovative



Worldwide GSSA network



Strict governance on compliance



A financially sound organisation



Experts in air cargo management