

*providing airline cargo sales
and service management*



Cargo Sales & Service Presentation

Air Logistics Group





Introduction

About Air Logistics Group

Who is Air Logistics Group?



- **Established in 1994**
- **One of the world's leading cargo sales and service companies**
- **50 offices spanning 27 countries and over 200 employees worldwide**
- **Shareholders include three major worldwide financial institutions, and a robust and experienced management team**
- **Air Logistics Group benefits from strong brand recognition worldwide and a first-class reputation**
- **Annual revenues in excess of \$500 million**



50 OFFICES **27** COUNTRIES

European Coverage





In May 2003, Air Logistics was the first organisation worldwide to be awarded *IATA GSSA* status.

The IATA GSSA programme was instigated to realize global standards for the partnership between GSSAs and their Airline Principals.

Air Cargo General Sales Agent of the Year 2007, 2008 & 2010



The annual World Air Cargo Awards celebrate excellence and achievement in the global air cargo industry.

Air Logistics has been awarded Air Cargo General Sales Agent of the Year 2007, 2008 & 2010.



About Air Logistics Inc. United States

USA Network



Air Logistics America is a strategic part of Air Logistics Group offering a comprehensive network of offices located at key airports across the US. From these locations we can offer quality coast to coast services and coverage for our airline partners.

The group has made considerable investment over the last eight years to develop its infrastructure and staff, including the launch of our Customer Service Centre in Houston in 2008.



Air Logistics' Customer Service Centre offices are located in this building in Houston



Meet the Americas Management Team



Stephen Dawkins
COO Americas



Juan Carlos Serna
Managing Director
USA



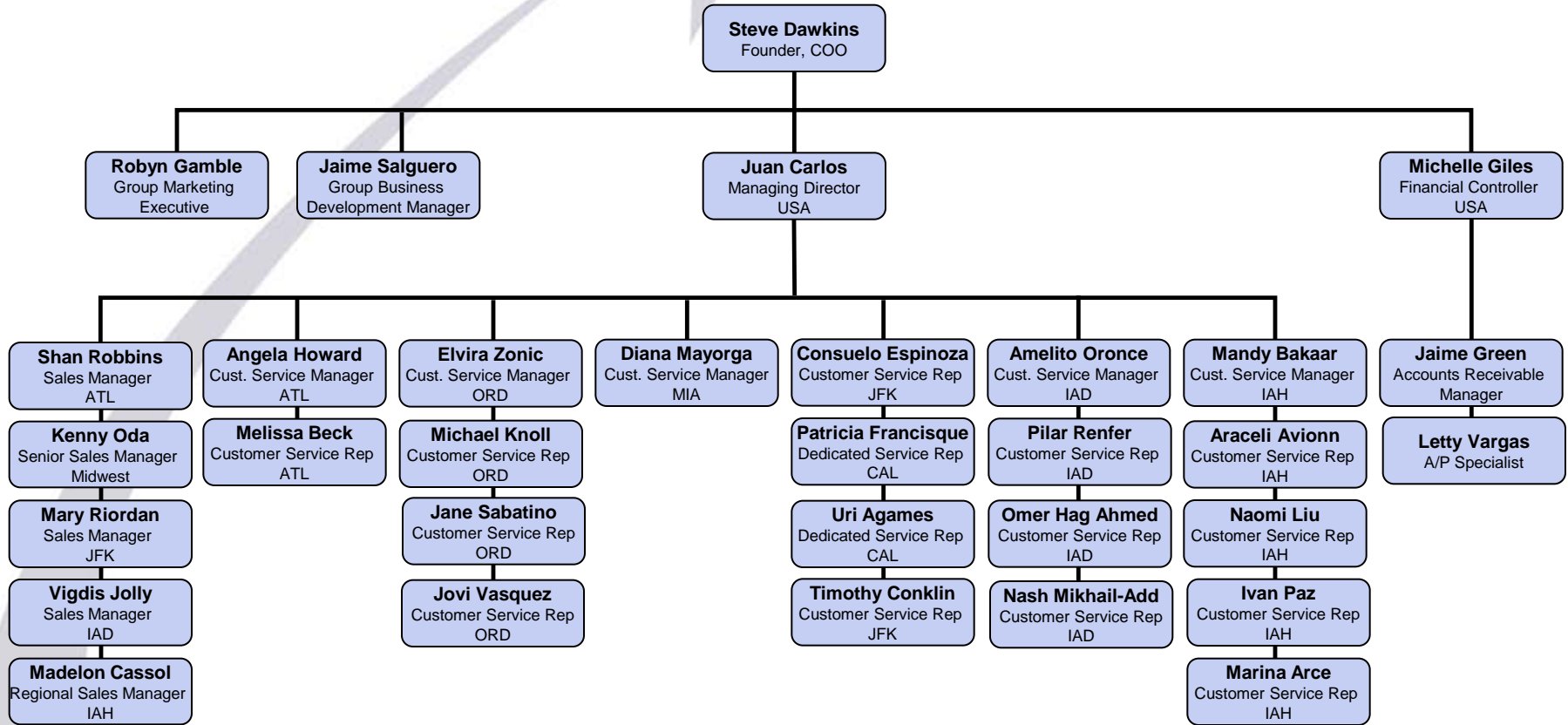
Michelle Giles
Financial Controller
USA



Robyn Gamble
Group Marketing
Executive



Jaime Salguero
Group Business
Development Manager



A Selection of Our Partner Airlines in the USA



- Daily flights to Mexico City with connections across Latin America



- Main deck capacity to Tel Aviv and Europe



- Freighter services to Australia and beyond



- Daily flights into DOH with connections to the Middle East & India

For full details on our airline portfolio please visit: www.airlogisticsgroup-usa.com



Sales & Marketing



- Targeted sales strategy providing coverage to an established client base across the region
- A comprehensive marketing plan to continually promote and raise awareness of the airline
- Regular analysis of the market, statistical data & compilation of airline reports

Operations & Customer Service



- Efficient & experienced operations team providing a high standard of customer service
- Bookings, reservations, track & trace services
- Full working knowledge of special cargo requirements & regular staff training

Handling & Trucking



- Long established relationships with local handling & trucking companies
- Close liaison with handling & trucking suppliers to maintain a high quality service
- Additional services available: warehouse & trucking supervision, import handling & admin.

Finance & IT



- Punctual & accurate payments on the agreed dates
- Regular financial reporting to the airline
- Up to date use of communication tools & the latest technology

Summary



Established in 2001



Fully trained and experienced teams of staff with a wealth of local knowledge



Comprehensive range of cargo outsourcing solutions



Solid and transparent relationships with our airline partners



Air Cargo General Sales Agent of the Year 2007, 2008 & 2010



Financially sound organisation



Air Logistics America has the expertise, infrastructure and financial support to offer you, the airline, with the full range of cargo services. You can benefit from a tailor made package to suit your specific requirements.

Your selection of our available cargo services will assist in increasing potential revenue, reducing costs and continuing to raise the profile in the United States.

‘Working in partnership creates profitability’