







AIR LOGISTICS UK PRESENTATION

JANUARY 2023

CORPORATE STRUCTURE

	Acquired in 2018	Financial Security	BPEA Baring Private Equity Asia <ul style="list-style-type: none">✓ One of the largest private investment firms in Asia✓ Capital of over US\$11 billion	 <ul style="list-style-type: none">✓ One of the oldest European private equity firms, established in 1872✓ US\$13.5 billion in Assets
	Established in 2004	Corporate Governance	<ul style="list-style-type: none">✓ Secure & high-quality cloud-based IT Infrastructure✓ Dedicated legal team✓ Global Credit rating 'B' by S&P	<ul style="list-style-type: none">✓ AAA Bank syndicate✓ AAA Auditors✓ Comprehensive Compliance program
	27+ years experience	Strong Foundation	<ul style="list-style-type: none">✓ Focused on sales & customer service✓ GSSA & TCM expertise✓ Large Customer database	<ul style="list-style-type: none">✓ Driven by business intelligence✓ Capacity management solutions

AIR LOGISTICS GROUP MANAGEMENT

Corporate Level



Stephen Dawkins
CEO



Helmut Mair
Director



Vikram Singh
Managing Director
ME & APAC

Regional Level



Joao Pires Ramos
COO
Europe



Henrik Spove
Regional Director
Scandinavia, Finland &
Baltics



Martin Ngai
Commercial Director
Asia



Sander Bras
Head of Business
Development
ME & APAC

Country Level

Experienced Country Managers with Local Expertise

Sales

Marketing

Business
Intelligence

Operations

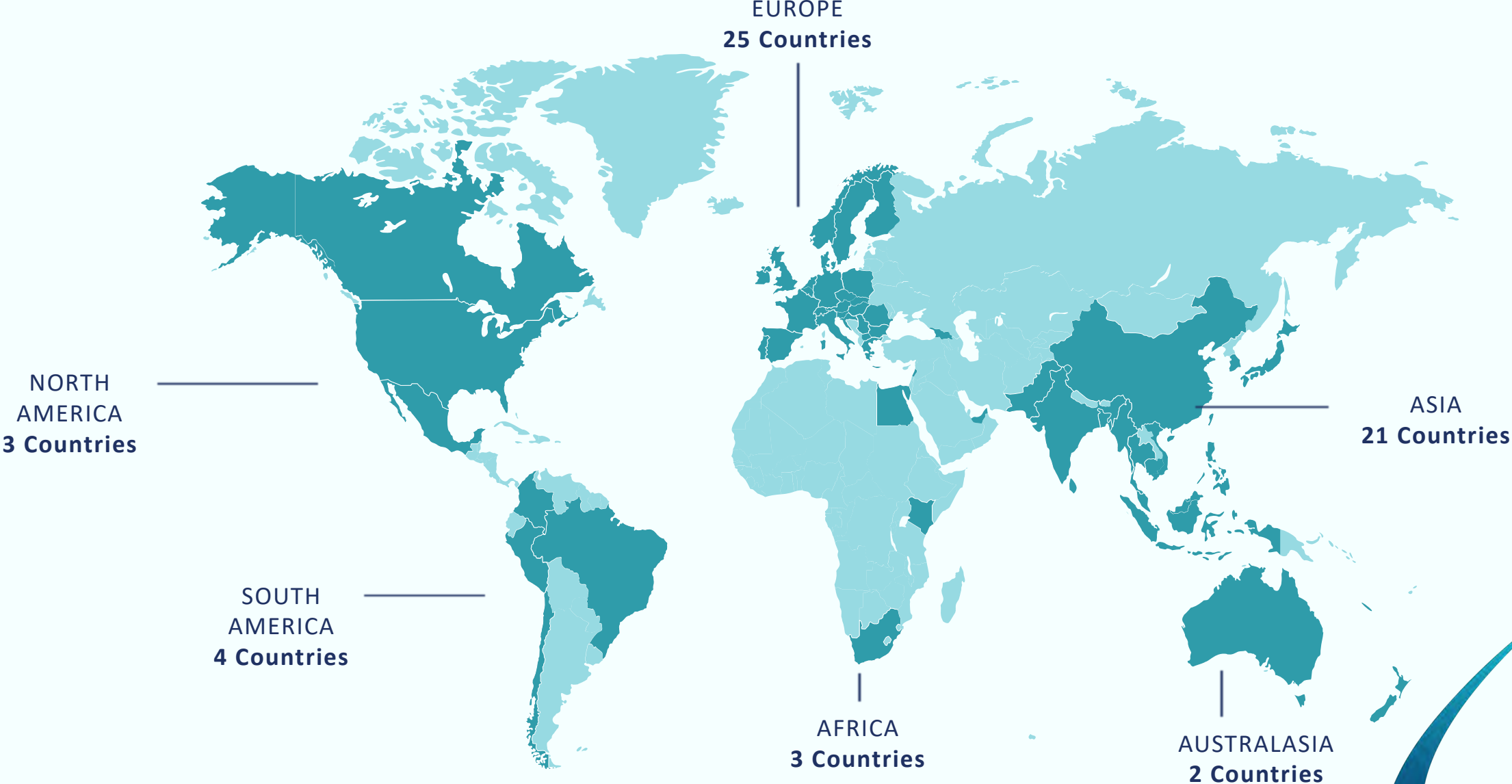
IT

Customer
Service

Finance

Back-office
functions

WORLD COVERAGE



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

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



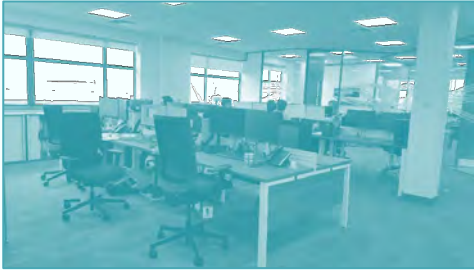
GSSA of the Year at the Air Cargo News - Cargo Airline of the Year awards in 2016 & 2014, and the only GSSA to have been recognised twice with this award.

AIR LOGISTICS

UNITED KINGDOM

OFFICE LOCATIONS

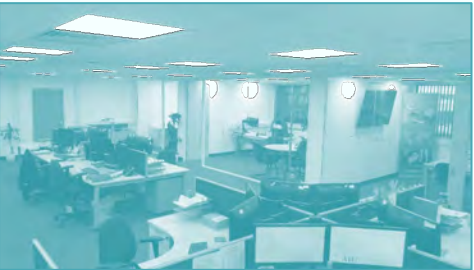
3 offices providing countrywide coverage



Air Logistics UK is a strategic operation within the Air Logistics Group global network.



We are well positioned to provide full UK sales and marketing coverage.



Offices based at East Midlands Airport, London Heathrow Airport and Manchester.



ORGANIZATION STRUCTURE

Air Logistics – United Kingdom

Registered name:

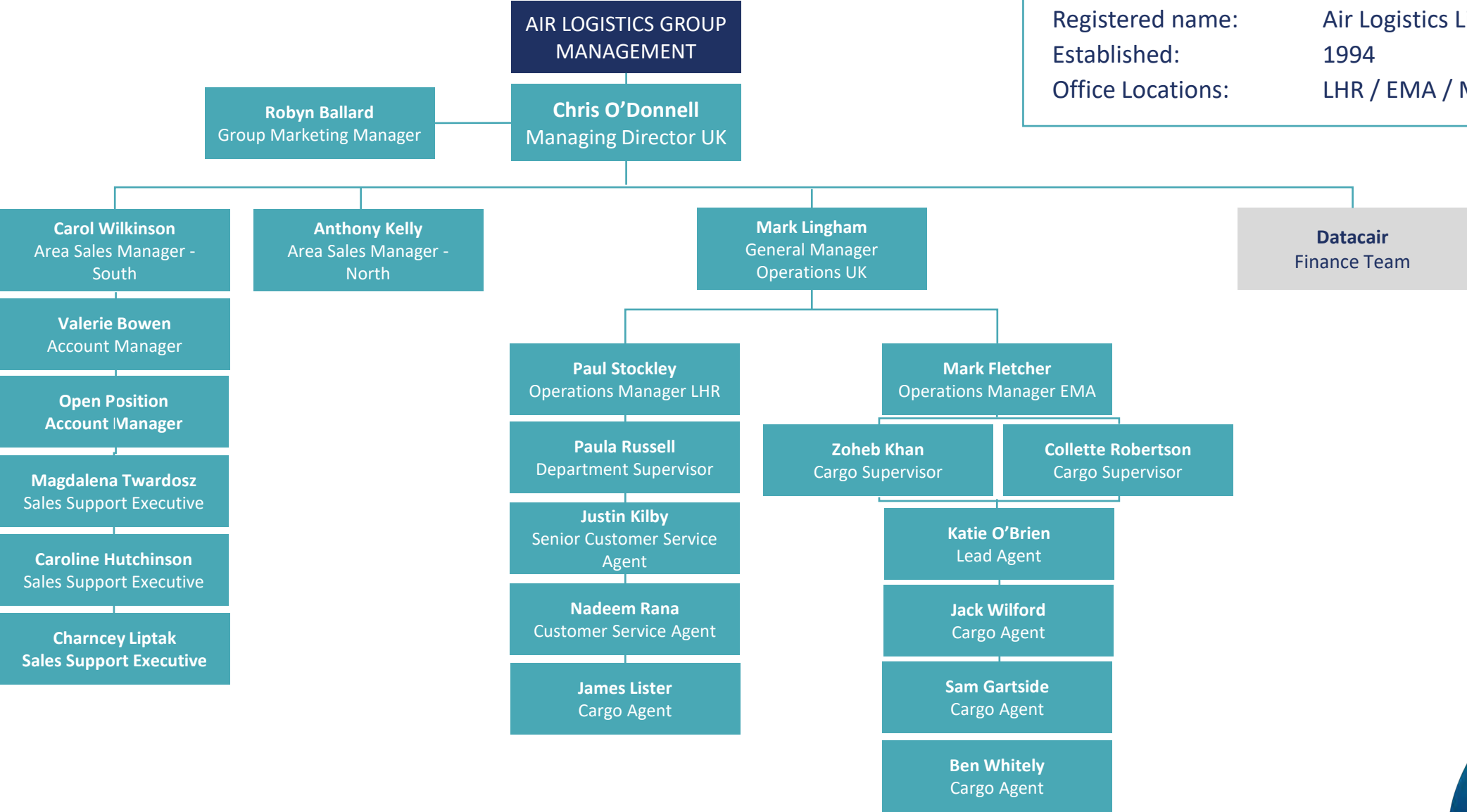
Air Logistics Limited

Established:

1994

Office Locations:

LHR / EMA / MAN



MEET THE COMMERCIAL TEAM

Over 130 years combined experience in the Air Cargo Industry



Chris O'Donnell
Managing Director UK

Chris joined in 1999
30+ years experience in the Air Cargo Industry



Carol Wilkinson
Area Sales Manager - South

Carol joined in 2006
20+ years experience in the Air Cargo Industry



Anthony Kelly
Area Sales Manager - North

Tony joined in 2006.
30+ years experience in the Air Cargo Industry



Robyn Ballard
Group Marketing Manager

Robyn joined in 2006.
16+ years experience in the Air Cargo Industry



Valerie Bowen
Account Manager

Valerie joined in 2014.
30+ years experience in the Air Cargo Industry



Charncey Litak
Sales Support Executive

Charncey joined the company this month!
A very enthusiastic new member of our team



Magdalena Twardosz
Sales Support Executive

Maggie joined in July 2021.
2 years experience in the Air Cargo Industry



Caroline Hutchinson
Sales Support Executive

Caroline joined in May 2022.
3 years experience in the Air Cargo Industry

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

AIR LOGISTICS IN SUMMARY

Setting the industry standard since 1994



Air Cargo Capacity Management Specialists

- 27+ 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