

*providing airline cargo sales
and service management*



Cargo Sales & Service Presentation

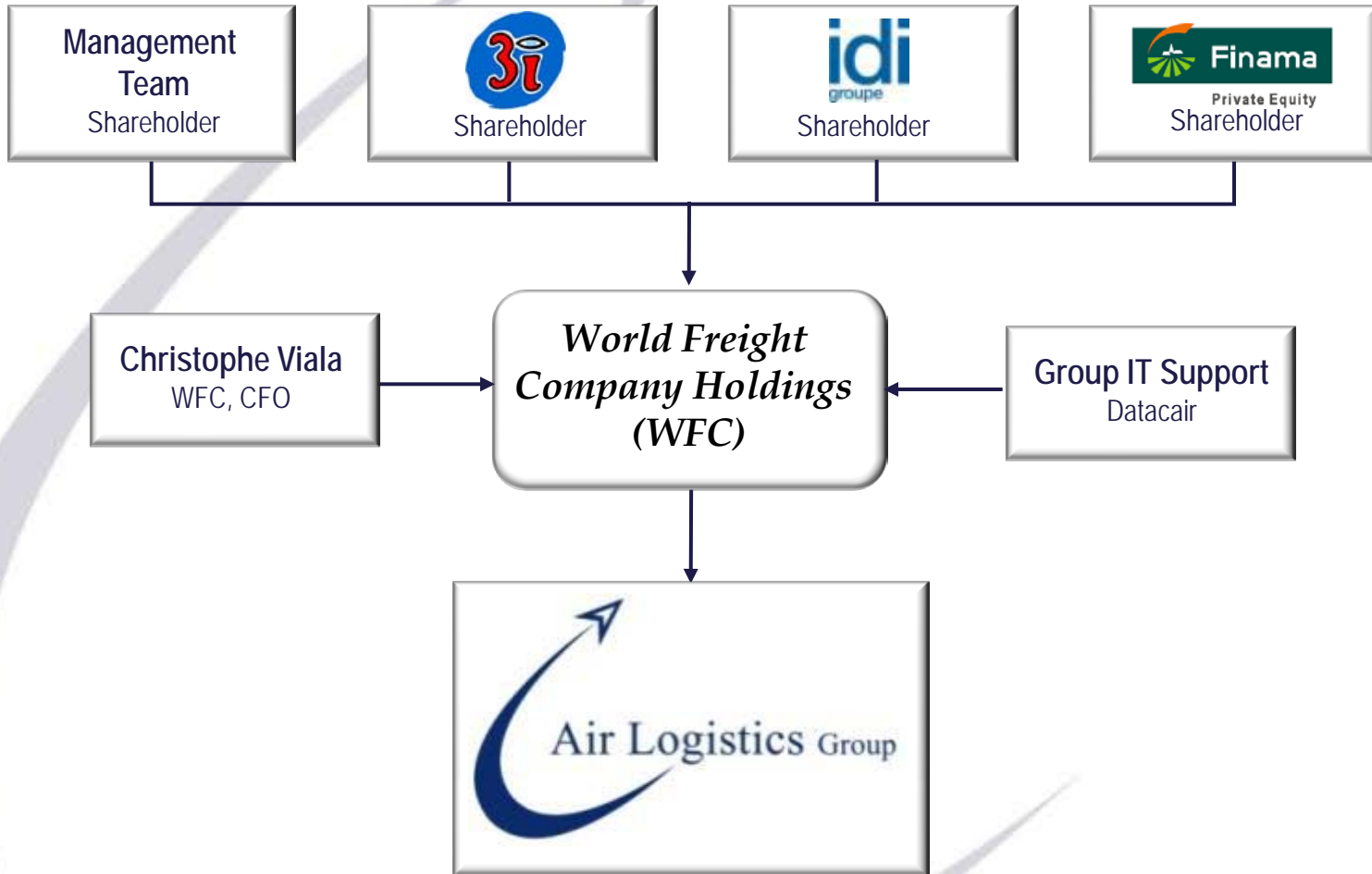
Air Logistics Group

Who is Air Logistics Group?



- **Established in 1994**
- **One of the world's leading cargo sales and service companies**
- **55 offices spanning 32 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**

Company Structure



Meet the Air Logistics Group Country Managers



ALBANIA



Sokol Bunjaku
Country Manager

AMERICAS



Juan C Serna
Regional Director

AUSTRIA



Thomas Koehler
Sales / Operations

BELGIUM



Jeremy Henno
Regional Director

BRAZIL



Margareth Faria
Country Manager

BULGARIA



Ivaylo Atanasov
Country Manager

CZECH REPUBLIC



Jindrich Hudecek
Regional Director

FRANCE



Morand Simon
Managing Director

GERMANY



João Pires Ramos
Managing Director

HONG KONG & CHINA



Martin Ngai
Regional Manager

HUNGARY



Zsolt Horvath
Managing Director

INDIA



Vikramjit Ahluwalia
Managing Director

IRELAND



Matt Taaffe
Country Manager

ISRAEL



Roni Samocha
General Manager

ITALY



Marianna Quarticelli
Country Manager

JAPAN



Gaku Shibuya
Managing Director

NETHERLANDS



Krijn Koeman
Managing Director

POLAND



Darek Dalewski
Country Manager

PORTUGAL



Rui Madeira
Country Manager

SCANDINAVIA & FINLAND



Henrik Spove
Regional Director

SPAIN



Pep Martinez
General Manager

SWITZERLAND



Eugen Renfer
Managing Director

TURKEY



Ahmet Izer
Managing Director

U.A.E.



Will Corazza
General Manager

UNITED KINGDOM



Chris O'Donnell
General Manager



 EXISTING OPERATION

 PLANNED / NEW OPERATION

55 OFFICES **32** COUNTRIES

European Coverage





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



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.

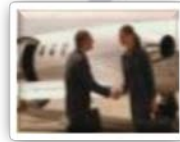
Air Cargo General Sales Agent of the Year 2007, 2008 & 2010



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

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

Summary



Established in 1994



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



Financially sound organisation



Air Logistics Group 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 your profile in whichever country you choose to work with our Company.

‘Working in partnership creates profitability’