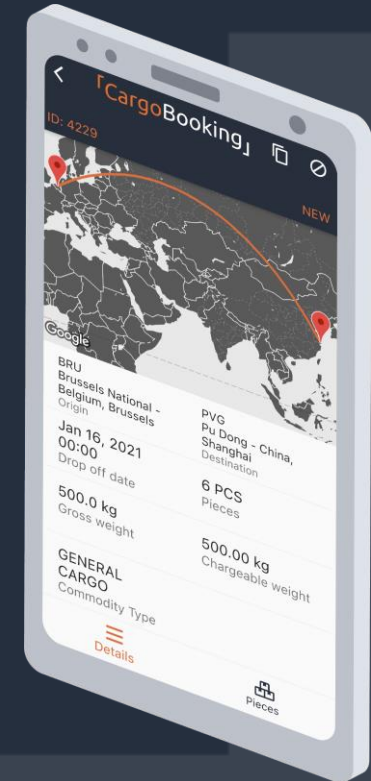


# CargoBooking™

Instant Air Cargo Quotes & Bookings



Freight Forwarder introduction

# Introduction to CargoBooking

## Who we are



Head office in London, U.K.



48+ team members



12 years experience in aviation software solutions, Digital Transformation, AI & Air Cargo

## Vision statement

To become the on-line air cargo booking platform of choice for airlines, GSA's & freight forwarders worldwide. Delivering the best digitized **U**ser **eX**perience (UX) connecting Capacity & Demand.

## Digital statement

Enabling all customers regardless of size and Tech capability to join CargoBooking.aero

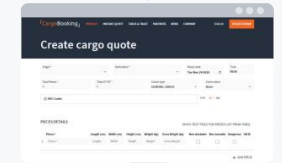
## Freight Forwarder



Demand

## CargoBooking.aero

Connect, Communicate & Book !



Capacity

## Airline capacity (GSA)



# Meet the Management Team!



**Vitaly Smilianets**

Founder & CEO

13+ years experience in Global Aviation Software



**Tristan Koch**

Chief Commercial Officer

20+ years experience in Air Cargo industry



**Aleksandr Shevchuk**

Chief Technology Officer

18 years in complex system optimization



**Maryna Zabutna**

Customer Support Manager

10+ experience in customer service



**Vladimir Gabovich**

Chief Operating Officer

15 years in web-based and software development

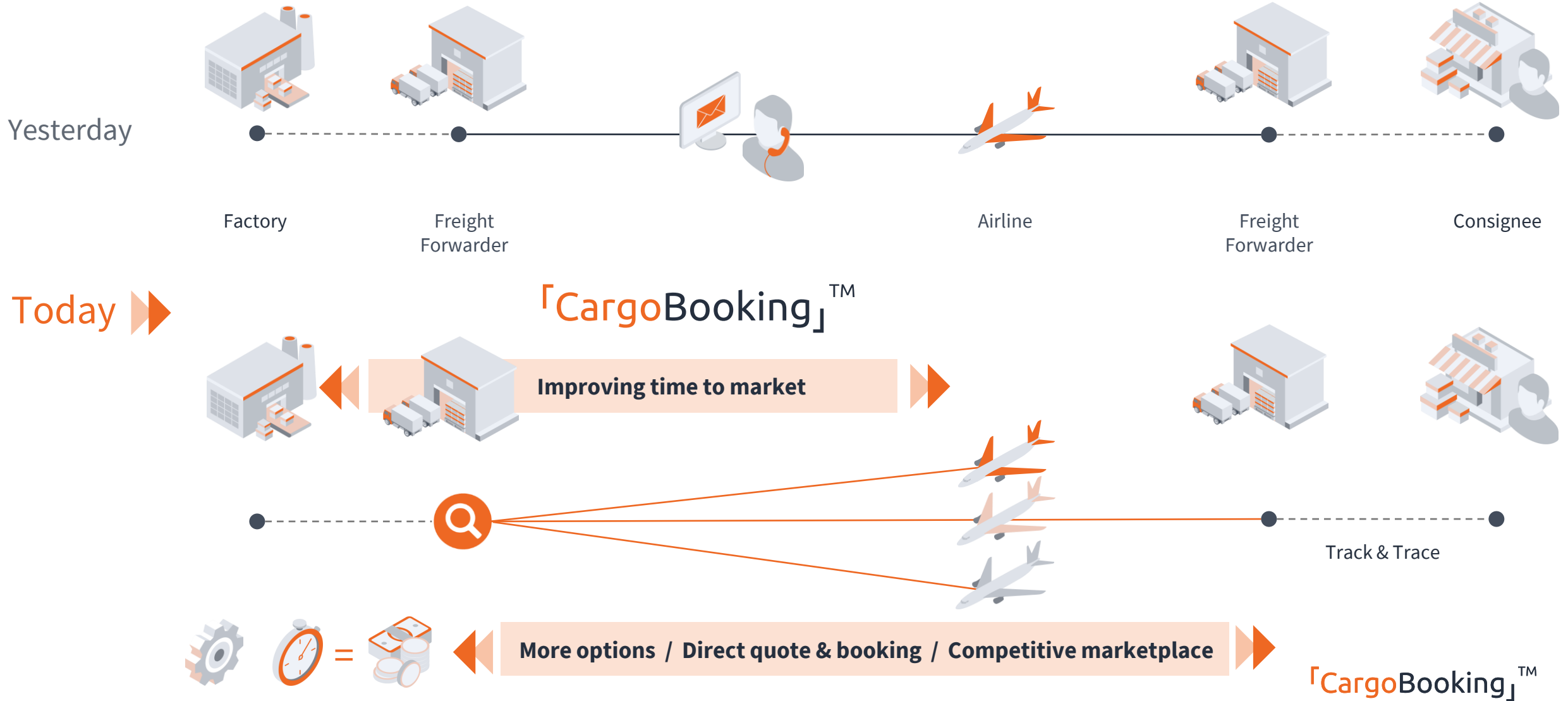


**Anna Balan**

Product Manager

12+ experience in e-commerce

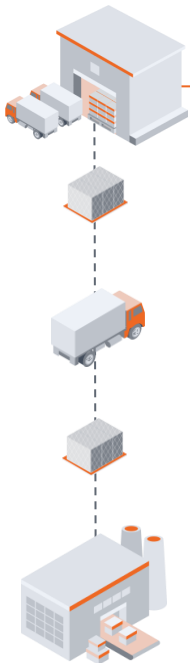
# The End-2-End supply chain demands a seamless digital experience



# One platform for all your destinations

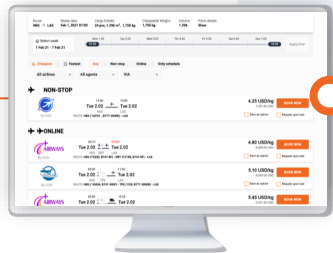
Over 600 airports are available on our network

Freight Forwarder



Factory

CargoBooking™



Over 80 airlines  
are now  
connected with

CargoBooking™

## Connecting the world!

CargoBooking™

# CargoBooking gives your organization the keys to success



## Quotation Management System (QMS)

Digitized pricing & negotiation tool for all Air Cargo products

- Published rates
- Contract rates & allocations
- Spot / Promo rates

**Manage all your rates centrally & no more billing queries.**



## Email conversion tool

CargoBooking converts your email quotation requests for the airlines

Saves numerous emails and calls from quotation to booking

**Reduce booking process from minutes to seconds!**



## Instant booking

Confirmed bookings are automatically keyed into the airline through our integration tools (e.g. APIs)

We manage your AWB stock

**Saves double keying!**



## Mobile app

Integrated app for you to manage your business remotely

- Get quote
- Negotiate
- Book

**Never miss a sales opportunity again!**



## Track & Trace

Built-in Track & Trace tool to keep you and your customers informed

**Track on App!**

# The process

## 1. Quote Creation

Goods from HKG to LAX, to be delivered asap.

Origin \* HKG/VBBH - Hong Kong, Hong Kong L... Destination \* LAX/KLAX - Los Angeles, Los Angeles...

Total Pieces \* 24 Total Gross WT \* 1,750 kg

Pieces #	Length (cm)	Width (cm)	Height (cm)	Weight (kg)	Gross Weight (kg)	Non-stackable	Non-turnable	Dangerous	UN ID
1	30	40	45	55.5	110				
2	4	45	80	160	640				

**SUMMARY** Total pieces: 24 Total Gross Weight: 1,750

10s

## 2. Review options

Route: HNG -> LAX Feb 1, 2021 07:00

Chargeable Weight: 1,750 kg Volume: 1.29m

4.25 USD/kg

4.80 USD/kg

15s

## 3. Booking confirmation

Confirm booking

Customer: Test customer

Pieces: 24 Weight: 1,750.00 kg Chargeable weight: 1,750.00 kg

8,400.00 USD

10s

## 4. AWB allocated booking confirmed

CargoBooking

Origin: HNG - Hong Kong Int. - Chek Lap Kok Destination: LAX - Los Angeles International

Drop off date: Feb 1, 2021 07:00 Pieces: 24 PCS Gross weight: 1,750.00 kg Chargeable weight: 1,750.00 kg

Commodity type: GENERAL CARGO Commodity description: GENERAL CARGO

10s

Contract or published rates

45s in total

The Email Parser or intelligent quotation system ensures you get a response 3x faster than today!

## 5. Track & Trace



# Transform your business processes

## Yesterday

Your customers need an instant answer to their requests - **are you often waiting for your airline partners to reply?**

The quickest Forwarder to respond often wins the business - **are you always first?**

Manual bookings can have errors leading to operational and accounting issues - **can you afford this?**



Freight Forwarders globally process millions of AWBs

A medium size Freight Forwarder might process 100,000 AWB transactions (av. 5 mins)

This equals over 8,000 hours of work!

## Today - CargoBooking.aero

Multiple airlines capacity visible in one place

Instant rates & quotes ensure you are first to offer clients a solution

Automated bookings are instant and error free



Reduce your transaction times from minutes to seconds and win more business!

Average booking time saving is over 50%

On 100,000 AWBs this saves you more than 4,000 hours and eliminates costly mistakes

# Intelligent technical solutions provide a robust digital backbone

## Online cargo capacity

Visibility of real time Airline/GSA schedules, networks, capacity and pricing

## Rate management

All your contract rates managed in one place in a secure environment

## Instant Bookings

All your bookings straight into the Airline/GSA system via API or RPA



## Spot rates

Request multiple airline quotes through one query

## Intelligent systems

Our email conversion tool/bot can convert emails into automated queries

## Post flight fulfilment

Automated Invoicing, Management Reports & Analytics

# FAQs

- Will my current cargo booking system be compatible with CargoBooking?  
*A. Yes whether you have full API capability or are still running a Dos based system or just use email - we can connect you!*
- How much does it cost to use CargoBooking?  
*A. Nothing - there is no charge to sign up to CargoBooking or any transactional costs*
- Can I make all my airline bookings on the platform?  
*A. Yes all those airlines/GSAs that are partners and links to those that are not*
- Are all my contract rates on CargoBooking?  
*A. Yes*
- Will all our offices and staff have access?  
*A. You can have as many logins as you need*
- Is my information protected?  
*A. Yes – we have undertaken rigorous data protection and penetration testing that we can share with you*
- Will I get access to the same rates as dealing directly with the airline?  
*A. Yes and in many cases better rates as the pricing and quoting is live*
- Will CargoBooking manage my AWB stock?  
*A. Yes CargoBooking automatically locates your stock against bookings*
- How will my billing work?  
*A. Exactly the same as now – be that through CASS or direct billing etc*
- I want to join! How do I sign up?  
*A. Send us a message through our Contact us details*

# 「CargoBooking」™

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Thanks for your time!

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Contact me for a demonstration

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