



**Cargo Sales & Service Presentation
For the Nordic Region
Presented by North Air Logistics**

The logo for Air Logistics Group, consisting of a dark blue stylized arrow that curves upwards and to the right, with the text "Air Logistics Group" in a dark blue serif font positioned to its right.

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**
- **North Air Logistics is a strategic operation within Air Logistics Group**

Meet the Air Logistics Group Senior Management Team



Helmut Mair
Managing Director & Head
of Air Logistics Group



Stephen Dawkins
Chief Operating Officer



Juan C Serna
Regional Director
Americas



Jindrich Hudecek
Regional Director
CEER & Turkey



Henrik Spove
Regional Director
Scandinavia & Finland



Jaime Salguero
Group Business
Development Manager



Robyn Gamble
Group Marketing
Executive

Meet the Air Logistics Group Country Managers



AMERICAS



Juan C. Serna
Managing Director

AUSTRIA



Thomas Koehler
Sales / Operations

BELGIUM



Jeremy Henno
Station Manager

BULGARIA



Ivaylo Atanasov
Country Manager

CZECH REPUBLIC



Jindrich Hudecek
Managing Director

FRANCE



Morand Simon
Managing Director

GERMANY



João Pires Ramos
Managing Director

HONG KONG



Paddy Shing
Country 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

NETHERLANDS



Krijn Koeman
Managing Director

POLAND



Darek Dalewski
Country Manager

PORTUGAL



Rui Madeira
Country Manager

SCANDINAVIA & FINLAND



Henrik Spove
Managing 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



50 OFFICES **27** COUNTRIES

European Coverage



- Austria
- Bulgaria
- Belgium
- Czech Republic
- Denmark
- Finland
- France
- Germany
- Hungary
- Italy
- Ireland
- Netherlands
- Poland
- Portugal
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom





About North Air Logistics

The Nordic Region

About North Air Logistics



- **North Air Logistics, formerly know as Weco-AirCargo, was founded in Copenhagen in 1971**
- **3 offices and 18 staff across the Nordic region**
- **In February 2007, Weco-AirCargo was acquired by the French private equity company, World Freight Company**
- **Weco-AirCargo has recently re-branded as North Air Logistics to become consistent with the Air Logistics Group corporate requirements**
- **A proven financial track-record with a strong brand and reputation**
- **The quality GSSA of choice in the Nordic region**

Office locations and coverage

With 3 offices and 18 employees, North Air Logistics is well positioned to provide full cargo sales and service coverage across the Nordic region.

The head office is located at Copenhagen airport. From this location, full coverage is provided across both Denmark and Norway. Branch offices are located at Stockholm airport in Sweden and Helsinki airport in Finland. The head office has the infrastructure in place to provide full administration, operational and sales services.



Meet the Team

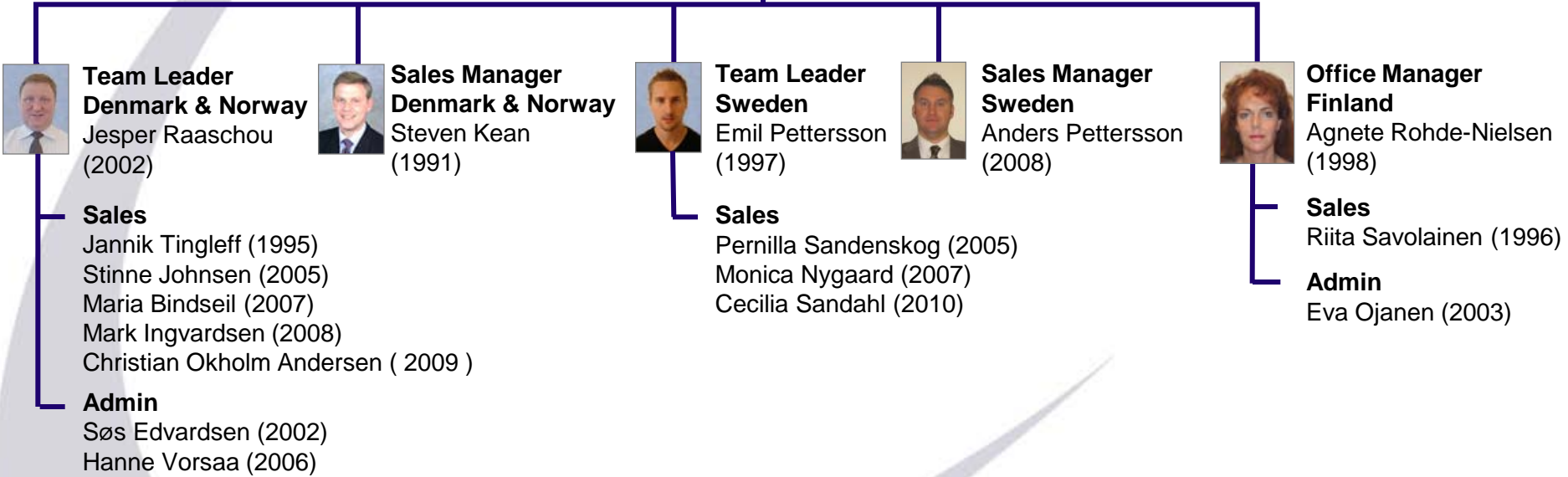


**SHAREHOLDERS &
AIR LOGISTICS GROUP BOARD OF DIRECTORS**

Henrik Spove
Regional Director Scandinavia & Finland



Henrik started his career as a trainee in 1986, and has been in the company ever since. Henrik has many years experience in the industry and is an expert in the local markets..



Our Partner Airlines



DENMARK / NORWAY



Online:
Austrian Airlines, bmi, Federal Express Heavy Freight, Iberia Cargo, Icelandair, Leisure Cargo,

Offline:
Africa West (Denmark only), Cargolux, C.A.L., Cyprus Airways, Qantas



SWEDEN

Online:
Austrian Airlines, Federal Express Heavy Freight, Iberia Cargo, Leisure Cargo

Offline:
bmi, Cargolux, C.A.L., Cyprus Airways, Qantas, US Airways



FINLAND

Online:
Austrian Airlines, Leisure Cargo, Swiss

Offline:
bmi, C.A.L., Cargolux, Federal Express Heavy Freight, Iberia Cargo, Qantas



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



North Air Logistics has the expertise, infrastructure and financial support to 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 maximising revenue, reducing costs and continuing to maintain your profile across the Nordic region.

‘Working in partnership creates profitability’