







NORTH AIR LOGISTICS PRESENTATION

JANUARY 2023

CORPORATE STRUCTURE

| | | | | |
|---|---------------------------------|---------------------------------|--|---|
|  <p>Private Equity Investors</p> | <p>Acquired in 2018</p> | <p>Financial Security</p> | <p>BPEA Baring Private Equity Asia</p> <ul style="list-style-type: none">✓ One of the largest private investment firms in Asia✓ Capital of over US\$11 billion |  <p>PAI PARTNERS</p> <ul style="list-style-type: none">✓ One of the oldest European private equity firms, established in 1872✓ US\$13.5 billion in Assets |
|  <p>World Freight Company</p> | <p>Established in 2004</p> | <p>Corporate Governance</p> | <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 |
|  <p>Air Logistics Group</p> | <p>27+ years experience</p> | <p>Strong Foundation</p> | <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



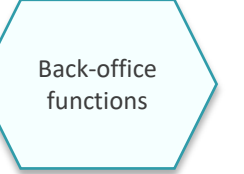
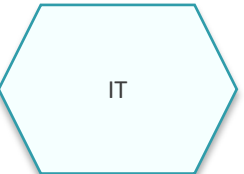
Martin Ngai
Commercial Director
Asia



Sander Bras
Head of Business
Development
ME & APAC

Country Level

Experienced Country Managers with Local Expertise



WORLD COVERAGE

NORTH AMERICA
3 Countries

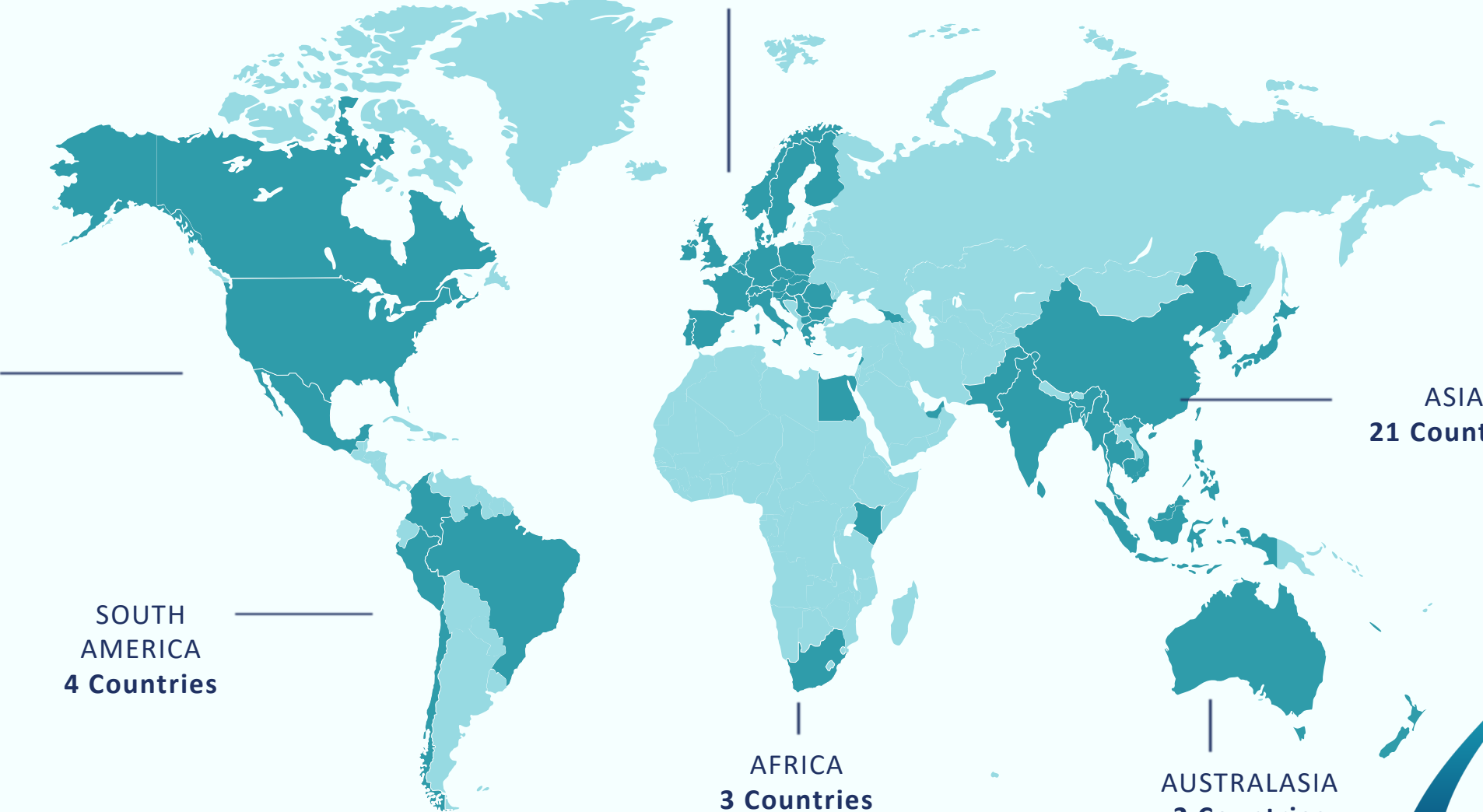
SOUTH AMERICA
4 Countries

EUROPE
25 Countries

AFRICA
3 Countries

AUSTRALASIA
2 Countries

ASIA
21 Countries



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

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

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

Four times winner in its class of the prestigious World Air Cargo Awards including GSA of the Year 2020



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.

NORTH AIR LOGISTICS

NORDICS

NORTH AIR LOGISTICS OVERVIEW

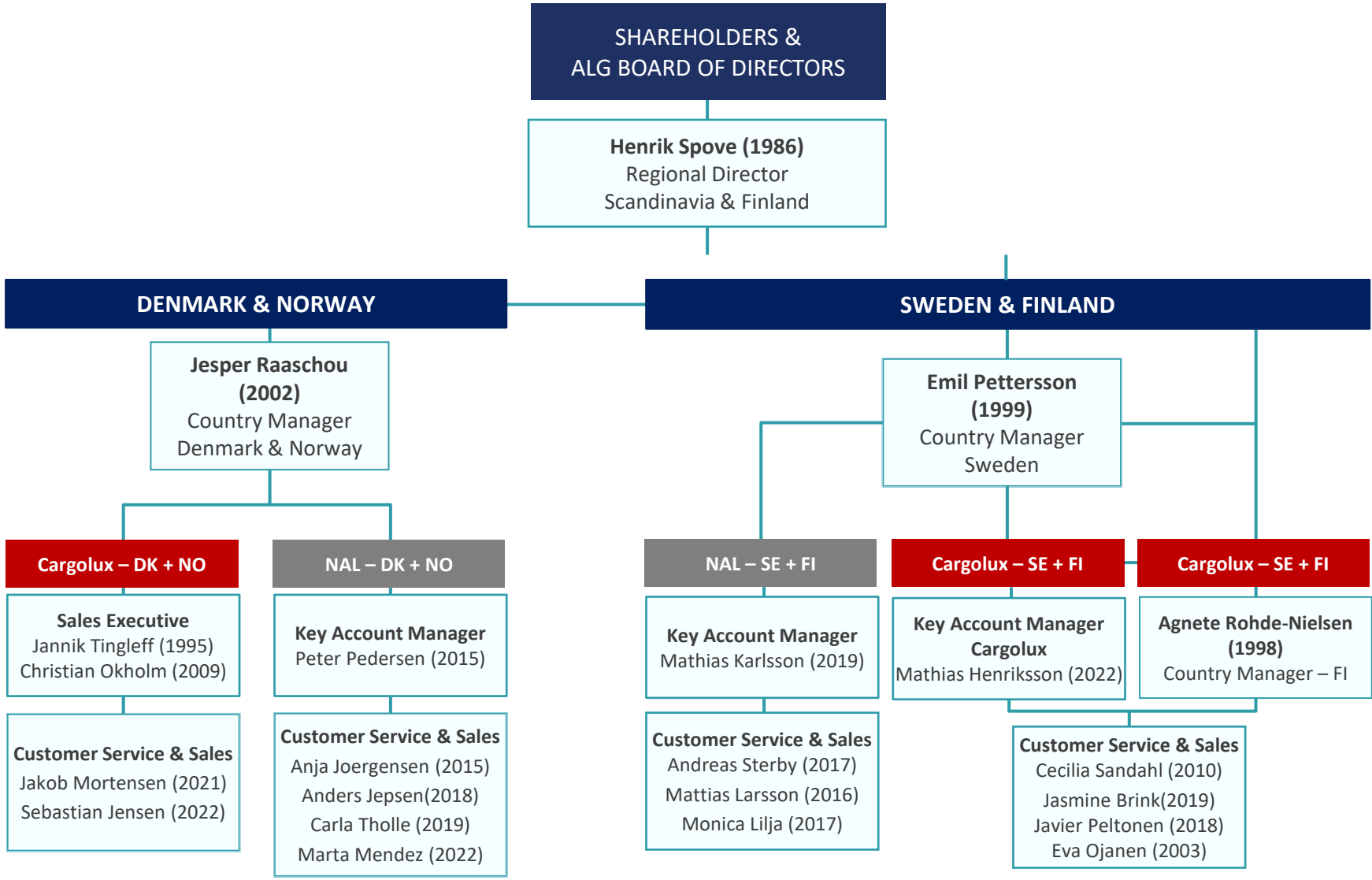
-  North Air Logistics, formerly known as WecoAirCargo, was founded in Copenhagen in 1971
-  4 offices and 22 staff across the Nordic region
-  In May 2007, WecoAirCargo was acquired by the French private equity company, World Freight Company
-  WecoAirCargo was re-branded as North Air Logistics to become consistent with the Air Logistics Group corporate requirements
-  A proven financial track-record with a strong brand and reputation

OFFICE LOCATIONS

-  With 4 offices and 22 employees, North Air Logistics is well positioned to provide full cargo sales and service coverage across the Nordic region.
-  The North Air Logistics head office is located at Copenhagen airport.
-  Branch offices are located at Stockholm airport in Sweden, Helsinki airport in Finland and Oslo airport in Norway. Our offices have the infrastructure in place to provide full administration, operational and sales services.



ORGANISATION STRUCTURE



OUR AIRLINE PARTNERS



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



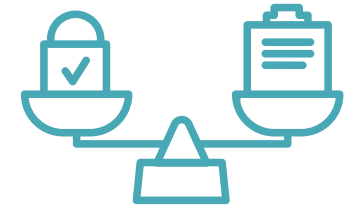
Driving Growth

- 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