

Cargo Sales & Service Presentation

North Air Logistics



About North Air Logistics

- ✦ North Air Logistics, formerly known as WecoAirCargo, was founded in Copenhagen in 1971
- ✦ 4 offices and 21 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 as a strategic operation within Air Logistics Group
- ✦ A proven financial track-record with a strong brand and reputation



Our equity investors



PAI Partners is a leading European private equity firm with offices in Europe and America. Since PAI opened in 1994, it has handled 65 transactions in 11 countries representing close to \$50 billion in transaction value.

PAI carries an industrial approach to its ownership providing companies with financial strategic support required to pursue their development.

www.paipartners.com



Baring Private Equity Asia is one of the largest and most established private investment firms in Asia, with a capital of over US\$11 billion. The firm runs an investment program sponsoring buyouts and providing growth capital to companies for expansion or acquisitions.

The firm has been investing in Asia since 1997 and has over 150 employees located across the continent.

www.bpeasia.com

Office Locations & Coverage

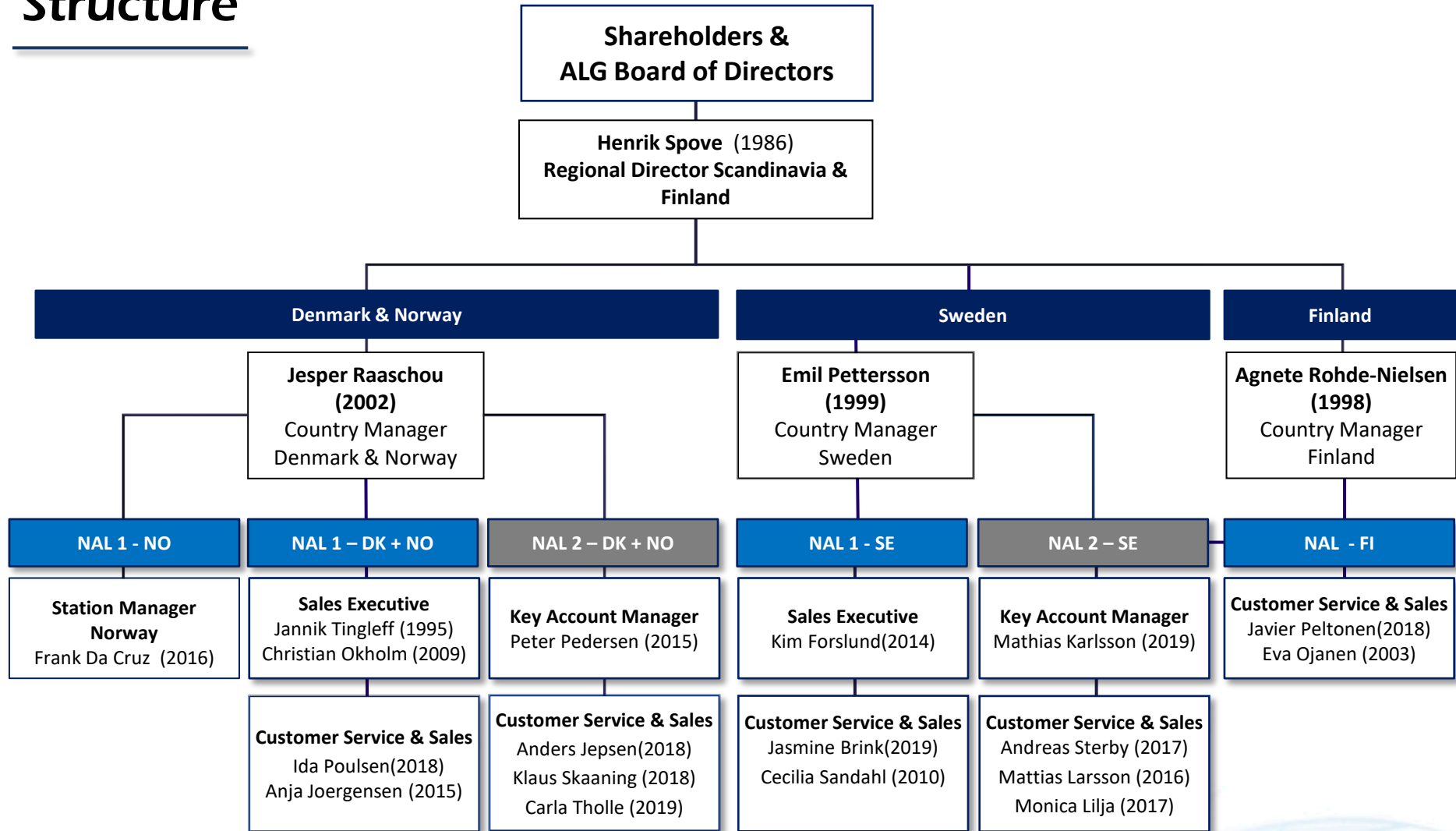
With 4 offices and 22 employees, North Air Logistics is well positioned to provide full cargo sales and service coverage across the Nordic region.

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.



Structure



Airline Partners

NAL 1



NAL 2



Our Services



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

Conclusion

North Air Logistics 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 across the Nordic Region.

'Working in partnership creates profitability'