

“Freight 4.0: Towards a Digital Collaborative Ecosystem – the Intelligent Supply Chain”

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A solution for every stage of the cargo journey

Solutions for your sector

Connecting the community with innovative IT solutions

We can help optimize your day-to-day operations – reducing costs, time and errors – whether you're an Airline, GSA, GHA or Forwarder.



View all solutions for Airlines



View all solutions for Forwarders



View all solutions for GHAs



View all solutions for GSAs

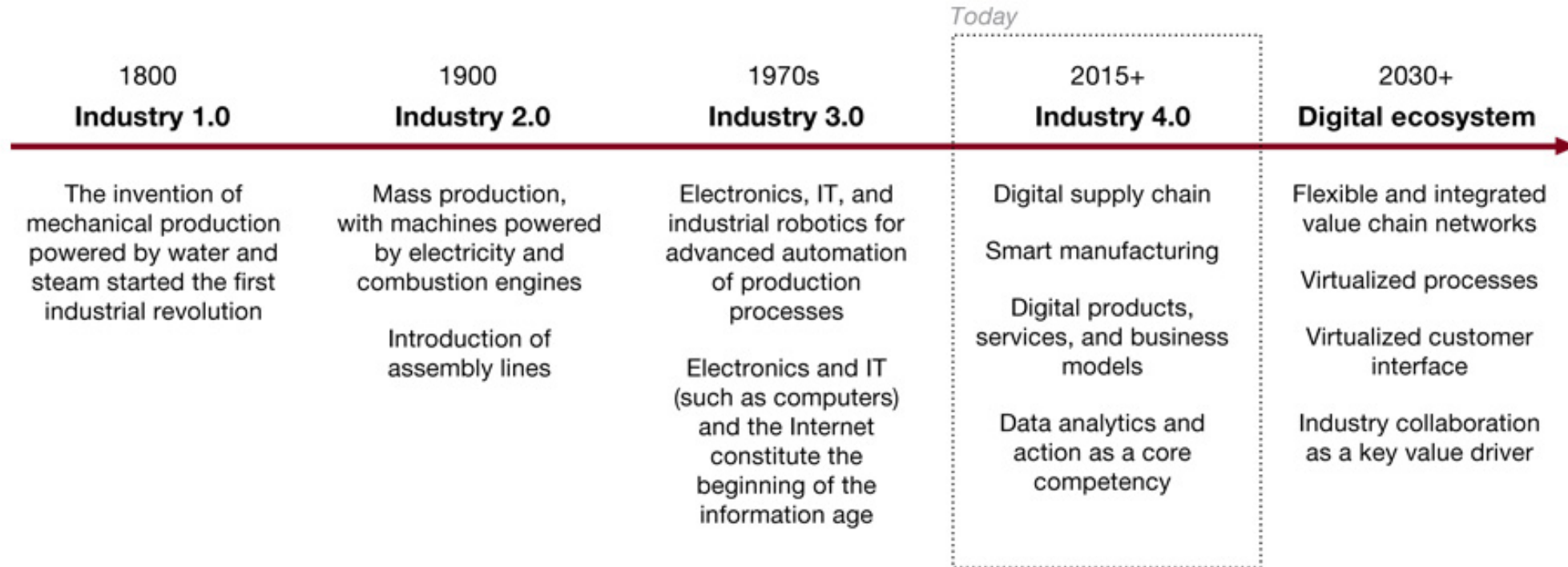
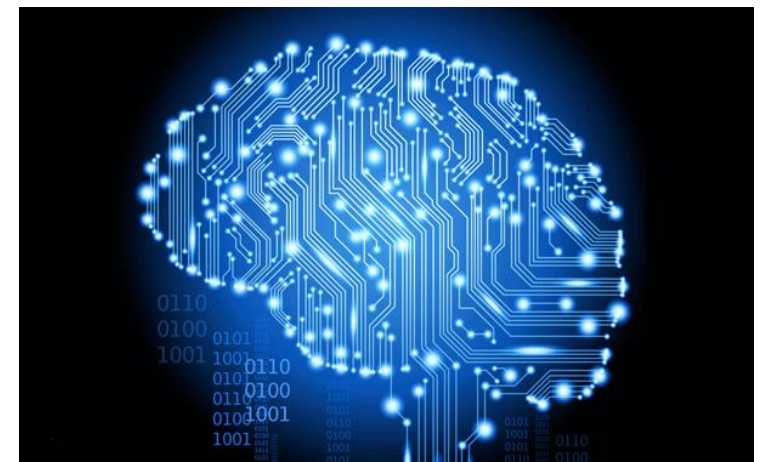


Agenda

1. Setting the scene
2. Are we digitally ready ?
3. The challenge of the extremes
4. Conclusions

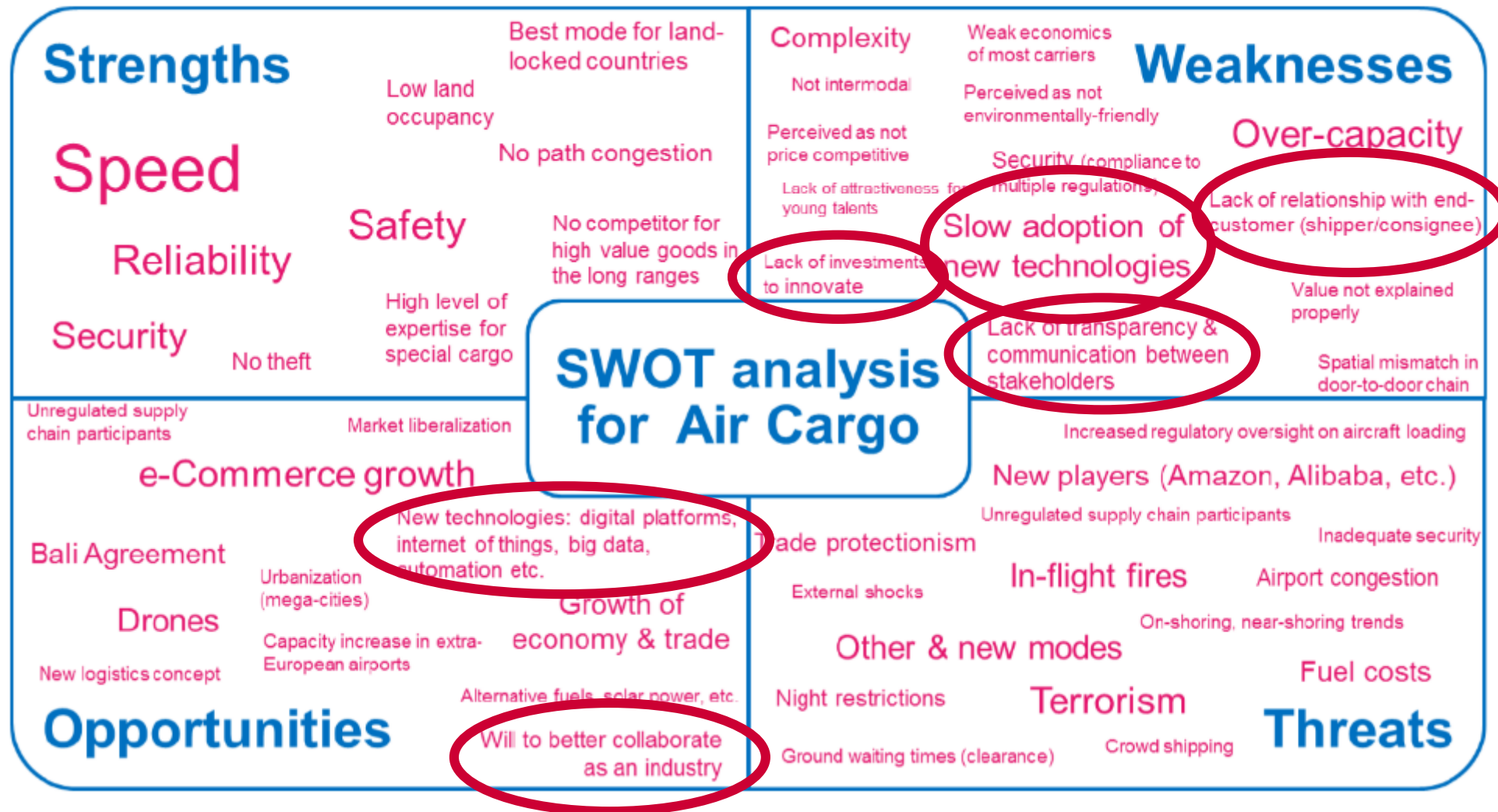


Freight 4.0 – Digital & Smart



Source: Strategy& analysis
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How is the Air Cargo Industry equipped ?

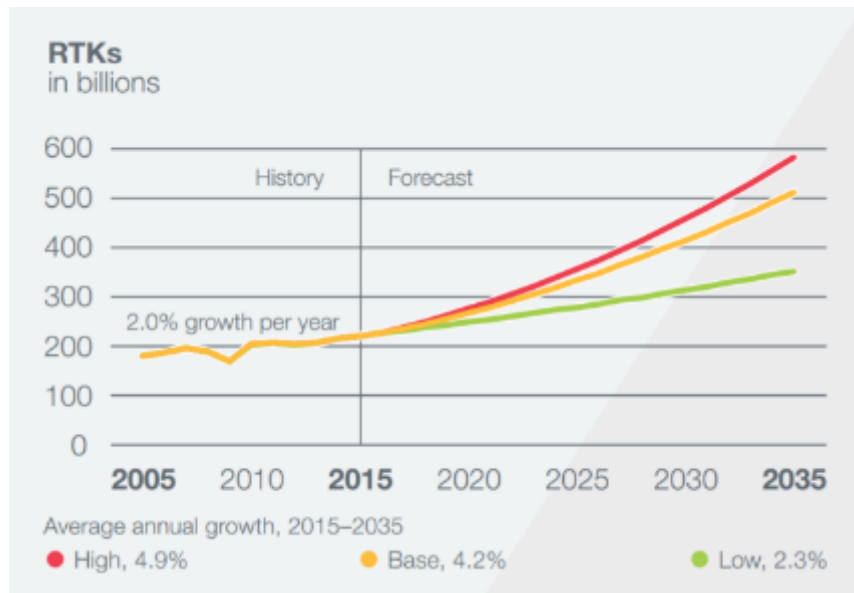


Source: IATA 2017 strategy

The world of Air Cargo

World air cargo traffic will double over the next 20 years

Will the margin also double?

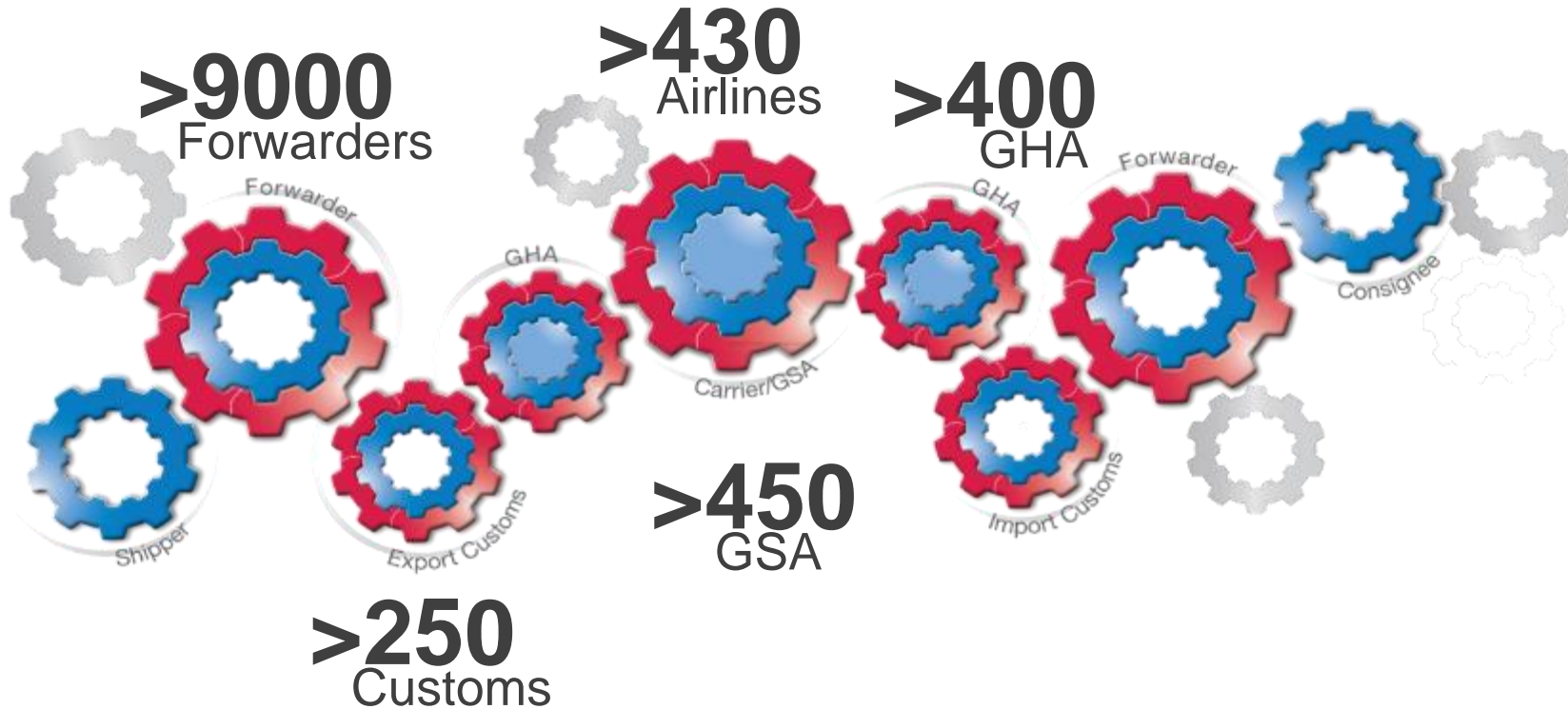


Source: Boeing WACF 2016-2017 report

	Courier Services	Logistic Services	Marine Shipping	Air Freight	Rail Freight	Trucking	Transport Support Services
Traditional Peers							
Revenue CAGR 2008-2014	1.7%	4.1%	(1.6%)	1.7%	5.2%	2.5%	6.5%
Revenue CAGR 2014-2018FF	3.0%	1.8%	1.7%	3.6%	3.5%	4.2%	6.4%
ROIC 2008	11.9%	6.9%	7.5%	5.0%	8.0%	5.2%	6.6%
ROIC 2014	19.6%	2.1%	10.2%	2.8%	25.7%	3.6%	13.7%
EBIT Margin (2) 2008	6.9%	2.1%	9.3%	2.8%	25.7%	3.6%	13.7%
EBIT Margin (2) 2014	6.5%	3.5%	5.8%	3.6%	32.0%	6.1%	16.8%

Source: World Economic Forum White Paper Digital Transformation of Logistics Industry

The air cargo community – interconnected logistics



From Internal



To External

- partners
- customers



Who is the real customer ?



Shippers

**First
Mile**



Consignees

**Last
Mile**



The B2C is setting the pace of the B2B

2017 This Is What Happens In An Internet Minute



24 HOURS IN AIR CARGO



Source: IATA 2017 strategy

Conclusions

- Freight 4.0 is the premise of future digital ecosystem based on the virtualization & collaboration
- User experience in B2C is driving the one in B2B and is based on digitalization
- Digitalization is the pre-condition to harness the next stage of air freight value creation.



Thank you for your attention

