

Ukraine International Airlines Cargo GSA Proposal for Pakistan



UIA



TRANSGLOGISTIX
GROUP OF COMPANIES

From : Translogistix Group

Translogistix Group is a consortium of companies providing multifarious services in the areas of passenger and cargo (both air & sea). It was formed in 1987 by **Mr. Maqsood A. Latifi (CEO)** with the aim to provide logistical solution to a diversified customer segment.

Since its inception, Translogistix Group became a leading aviation group & has the experience of handling renowned **Etihad Airways, Gulf Air, United Airlines, Air Berlin (Leisure Cargo), Kenya Airways, flynas, Shaheen Air, fly dubai , African Airline, US Charters (Military of defense)** into Pakistan and **Turkish Cargo Afghanistan**

well experienced in Travel Management Operations including air ticketing, hotels, cruise, sightseeing, rent-a-car, transfers, group movement, event management solutions & have specialized department for Hajj, Umrah & Ziarat operations.

We had exclusively representation of HotelsPro (GSA) and now the new contract in place with **gta** (04 Countries, KSA, Malaysia, Afghanistan & Pakistan)

All Companies working under the umbrella of Translogistix Group have their own distinct nature and area of operation and are managed by a team of professionals having independent nationwide infrastructure.

Translogistix Group

“Company Profile”



Present Representations :



GSA, Freight Forwarding & Foreign Offices Representations



Past Representations :



AFRICAN AIRLINES



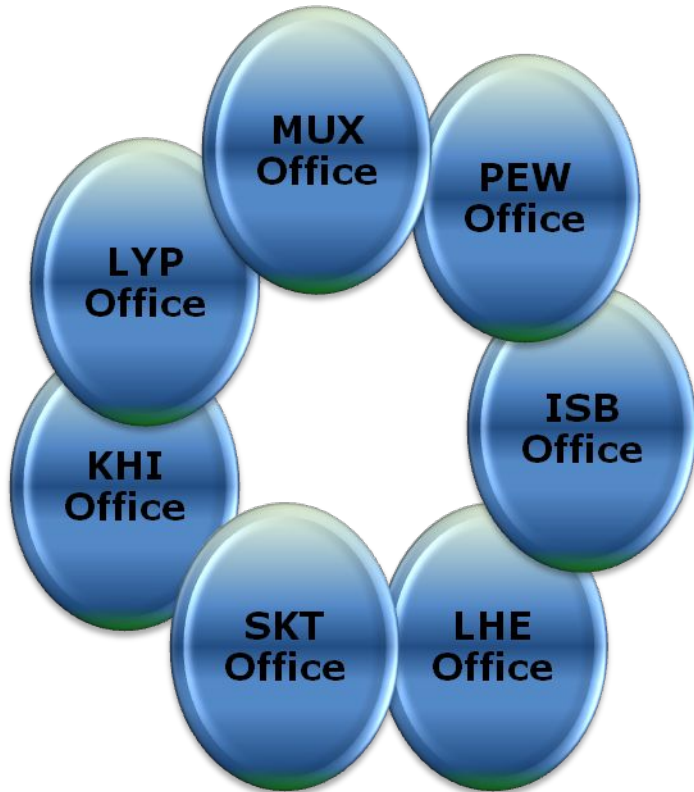
Represented 32 multinational companies



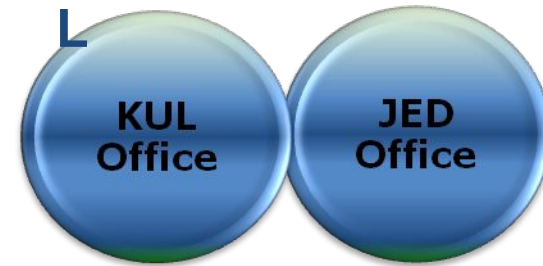
Our Network



PAKISTAN



INTERNATIONAL



Financial Standing



1. **Excellent results producing records** for principal Airlines from Pakistan
2. Financial Bank Guarantees placement **(USD 10.5 millions)**
3. **No financial borrowings & liabilities**
4. Immaculate on time payment record towards sales remittances to all partners
5. No **commercial disputes** with principal partners
6. Most offices / properties are at **prime locations & owned** by the group



Group Experience



Etihad Airways Cargo Breaking Records



On Freighters

Date	FLT No.	Origin	Chargeable Weight	A/C Type	Remarks
16-Oct-12	EY918	KHI	124,588	74F	Highest Uplift
8-Aug-11	EY918	KHI	96,144	MD-11	Highest Uplift
19-May-08	EY934	KHI	47,373	A300	Highest Uplift

On Passenger Flights

Date	FLT No.	Origin	Chargeable Weight	A/C Type	Remarks
1-Jul-10	EY222	KHI	50,067	B777	Highest Uplift
25-Jun-09	EY222	KHI	36,490	A330	Highest Uplift
8-Nov-10	EY242	LHE	34,805	A340	Highest Uplift

Gulf Air & Other Products

Breaking Records / Performances



- **Mar 2003 - Uplift 7,982 Kgs on A320 (Gulf Air)**
- **Jun 2003 – Uplift 29,850 Kgs on B767 (Gulf Air)**
- **Jul 2005 – Uplift 33,840 Kgs on A330 (Gulf Air) was world Record**
- **GF/GSA Pakistan Ranked No – 2 on GF worldwide network in 2005**
- **Nasair Cargo Ranked No – 1 from 2010-2012**
- **United Cargo – Pakistan GSA, came to No – 1 in ISC region in 2010**
- **Leisure Cargo Pakistan - GSA, is one of their top revenue producing country**
- **In GF too, we successfully managed above 95% load factor**
- **2010 United & Continental merged, due to outstanding performance “we managed to retain as their GSA and to continue from Pakistan”**

UIA Awareness Program :

Official letter to all customers, introducing offices, dedicated team & their contacts in Pakistan

Immediate sales Calls / Visits to all customers

Distribution of UIA official documents, like air waybills, sales report & booking formats, etc

Advertising campaign, through aviation magazines, media coverage, giveaways, promotional items & knocking letters etc

Placement of professional team placement for the best revenue optimization

To Increase Sales & Revenue

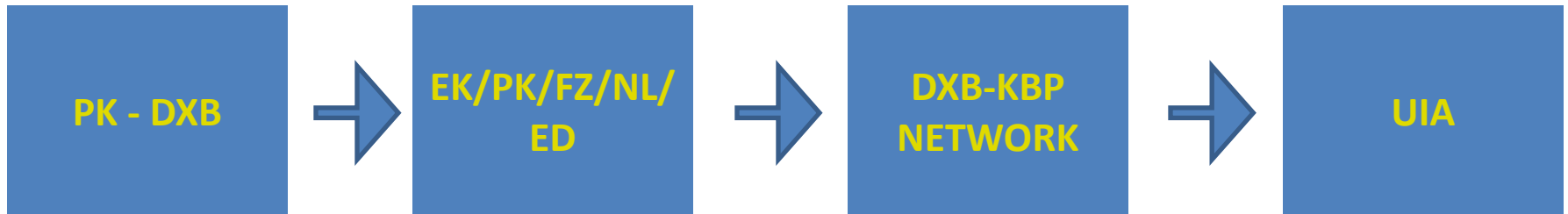
- Select potential forwarding agents (Local & Multinational)
- Develop and enhance small shipments percentage to increase yield
- Focus on high yield revenue
- Regular sales visits / tele sales.
- Follow up of sales visits/calls
- Pro-active approach & easy staff accessibility
- To conduct customer regular survey



Forwarding Possibilities



Through SPA :



Business Projection



Weekly Projection Ex- Pakistan:

- Estimated load per week 20 Tons
- Estimated Revenue Per Week \$ 24,000
- Estimated Yield \$ 1.20

Pakistan Yearly Projection :

- Expected Tonnage **1040 Tons**
- Expected Revenue **\$ 1248,000**

Thank you.