Cargo iQ Basics

2023
IS
Methodology for quality improvement
Standards for planning transparency
Information & analytics
Technology agnostic

IS NOT
A product that you can buy
Sharing member data to industry
Only for large companies
- Not-for-profit membership organization supported by IATA
- Cargo iQ members decide strategy, budget and priorities
- Members define standards in groups of subject matter experts
- Membership is open to all industry stakeholders in air cargo industry
More than 950 locations in 190 countries

12 million shipments airport-to-airport

4 million shipments door-to-door

More than 100,000 lanes worldwide

CARGO iQ
visibly better
<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airlines</td>
<td>32</td>
</tr>
<tr>
<td>IT &amp; other</td>
<td>14</td>
</tr>
<tr>
<td>Forwarders</td>
<td>8</td>
</tr>
<tr>
<td>GHA companies</td>
<td>7</td>
</tr>
</tbody>
</table>

CARGO iQ

visibly better
Management Team Setup

Membership Development, Finance, External Representation, Strategy Development

Reporting & Smart Data, Finance

Operations

Implementation and Quality Assurance

Technology and Data
Mission and Vision

Voting Members
- AGM

Chosen Representatives
- Cargo iQ Board

Execution
- Management Team
- Working Group
- Board Committees

A Drive for Quality, Collaboration, Reliability, Trust & Innovation
# Membership

## Airlines
- Air Canada
- Air France Cargo
- American Airlines
- ANA Cargo
- Asiana
- Avianca
- Cargolux
- Cathay Pacific Airways
- China Airlines
- China Cargo Airlines Ltd.
- China Southern Air Logistics
- Delta Air Lines
- Emirates Airlines
- Ethiopian Airlines
- Etihad Airways
- Finnair
- IAG Group
- ITA Airways
- KLM Cargo
- Korean Air Lines
- LOT Polish Airlines
- Lufthansa Cargo
- Malaysia Airlines
- Qatar Airways Cargo
- Royal Air Maroc
- Saudia Cargo
- Silkway West Airlines
- Singapore Airlines
- Swiss
- Turkish Airlines
- Virgin Atlantic Cargo

## Forwarders
- Cargomind
- CEVA
- DHL Global Forwarding
- Hellmann Worldwide Logistics
- JAS Worldwide
- Kuehne + Nagel
- Schenker AG

## IT companies
- Accelya
- Cargo Community Network Pte Ltd
- Champ Cargosystems
- Descartes
- GLS (HK)
- IBS Software
- Logi软件
- Unisys
- WiseTech Global
- Awery Software

## SME Intermediaries
- Cargo Start SRL

## GHA
- Cathay Pacific Services Ltd.
- dnata
- Hong Kong Air Cargo Terminals Limited
- Menzies Aviation
- SATS Ltd.
- Swissport
- Worldwide Flight Services

## RFS
- Jet Airways of the USA

## Strategic Associates
- CargoXS
- Im3 pact
- Lodige Industries
- Hitit

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*C* signals active members who obtained Cargo iQ Quality Certification

*SME Intermediaries currently provide Cargo iQ visibility to 18 small and medium freight forwarders globally.*
Cargo iQ has developed a Master Operating Plan (MOP) which describes the movement of a shipment and information from shipper to consignee in 19 key steps.
Addressing shipper’s requirements

- MOP describes processes on House Air Waybill
- Door-to-door visibility & performance measures
- Data analysis & benchmarking for all participants
- Audit & Certification along the entire supply chain
<table>
<thead>
<tr>
<th>Member category</th>
<th>Who does it apply to?</th>
<th>Size</th>
<th>Size determinant (MAWBs/shipments per year)</th>
<th>Annual Fee</th>
<th>Voting rights &amp; certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full member</td>
<td>Founding airlines and forwarders; membership since more than 10 years</td>
<td>S</td>
<td>&gt;= 0 MAWBS</td>
<td>CHF 6,000</td>
<td>Yes</td>
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<tr>
<td></td>
<td></td>
<td>M</td>
<td>&gt; 25,000 MAWBs</td>
<td>CHF 10,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>&gt; 150,000 MAWBs</td>
<td>CHF 20,000</td>
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</tr>
<tr>
<td>Full member</td>
<td>Airlines and forwarders</td>
<td>S</td>
<td>&gt;= 0 MAWBS</td>
<td>CHF 7,500</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>M</td>
<td>&gt; 25,000 MAWBs</td>
<td>CHF 12,500</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>&gt; 150,000 MAWBs</td>
<td>CHF 25,000</td>
<td></td>
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<tr>
<td>Full member</td>
<td>CDMP IT providers; Active Industry stakeholders (GHA at a single location)</td>
<td>S</td>
<td>&gt;= 0 MAWBS</td>
<td>CHF 7,500</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>M</td>
<td>&gt; 500,000 MAWBs</td>
<td>CHF 10,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>&gt; 1,000,000 MAWBs</td>
<td>CHF 20,000</td>
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<tr>
<td>Full member</td>
<td>Industry Associates (GHAs, road feeders)</td>
<td>S</td>
<td>&gt;= 0 shipments</td>
<td>CHF 7,500</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>M</td>
<td>&gt; 500,000 shipments</td>
<td>CHF 12,500</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>&gt; 1,000,000 shipments</td>
<td>CHF 25,000</td>
<td></td>
</tr>
<tr>
<td>Associate Member</td>
<td>Airlines, forwarders, IT providers, GHA, RFS</td>
<td>Any</td>
<td></td>
<td>CHF 10,000</td>
<td>No</td>
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<tr>
<td>Strategic Associate</td>
<td>Any other industry participant</td>
<td>Any</td>
<td></td>
<td>CHF 5,000 + cost of reporting</td>
<td>No</td>
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<tr>
<td>SME direct</td>
<td>Small &amp; medium Forwarders / Carriers</td>
<td>Any</td>
<td>&lt; 30,000 MAWBs</td>
<td>CHF 500 to CHF 5,000</td>
<td>Possible</td>
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<tr>
<td>SME indirect</td>
<td>Forwarders / Carriers via an Intermediary</td>
<td>Any</td>
<td></td>
<td>CHF 0,20 transactional costs per AWB</td>
<td>No</td>
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</tbody>
</table>
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