

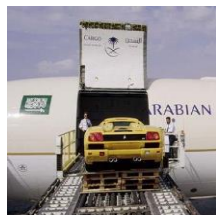
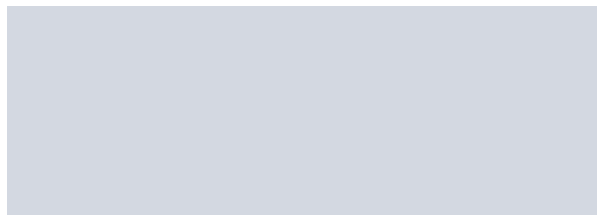
# CRS



*Leading air cargo Business*

General Cargo Sales Agent





# CRS Airlines

## Six offices around Spain and Portugal

CRS Airline's Representatives is a company created by the former staff in Barcelona airport of VARIG Brazilian Airlines, who closed their activities in Barcelona on November 1993. Despite this, our long cargo business experience and sales knowledge, gained so far to enable us to carry on our activities as Cargo GSA.

100 % Independent: No under control of any International Group.

100 % Spanish Company: Registered Company with trading licenses



# Iberian Peninsula coverage

With offices in Spain and Portugal, CRS AIRLINE'S REPRESENTATIVES operates the most comprehensive GSSA network in Iberian Peninsula. Your valuable business will be promoted through our fully owned network of offices located at major airports.



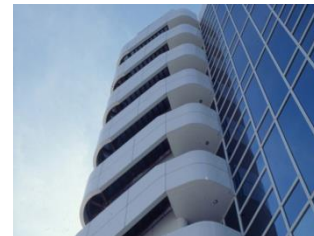
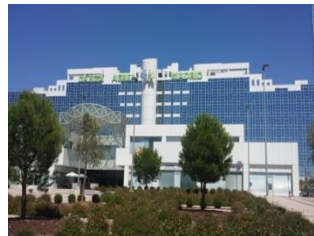
✈ 6 Offices: Main Coverage

✈ Monthly cargo from 25 Airports

Peninsula: MAD, BCN, BIO, VLC, ALC, AGP, SVQ, LEI, VGO, SCQ, OVD, ZAZ

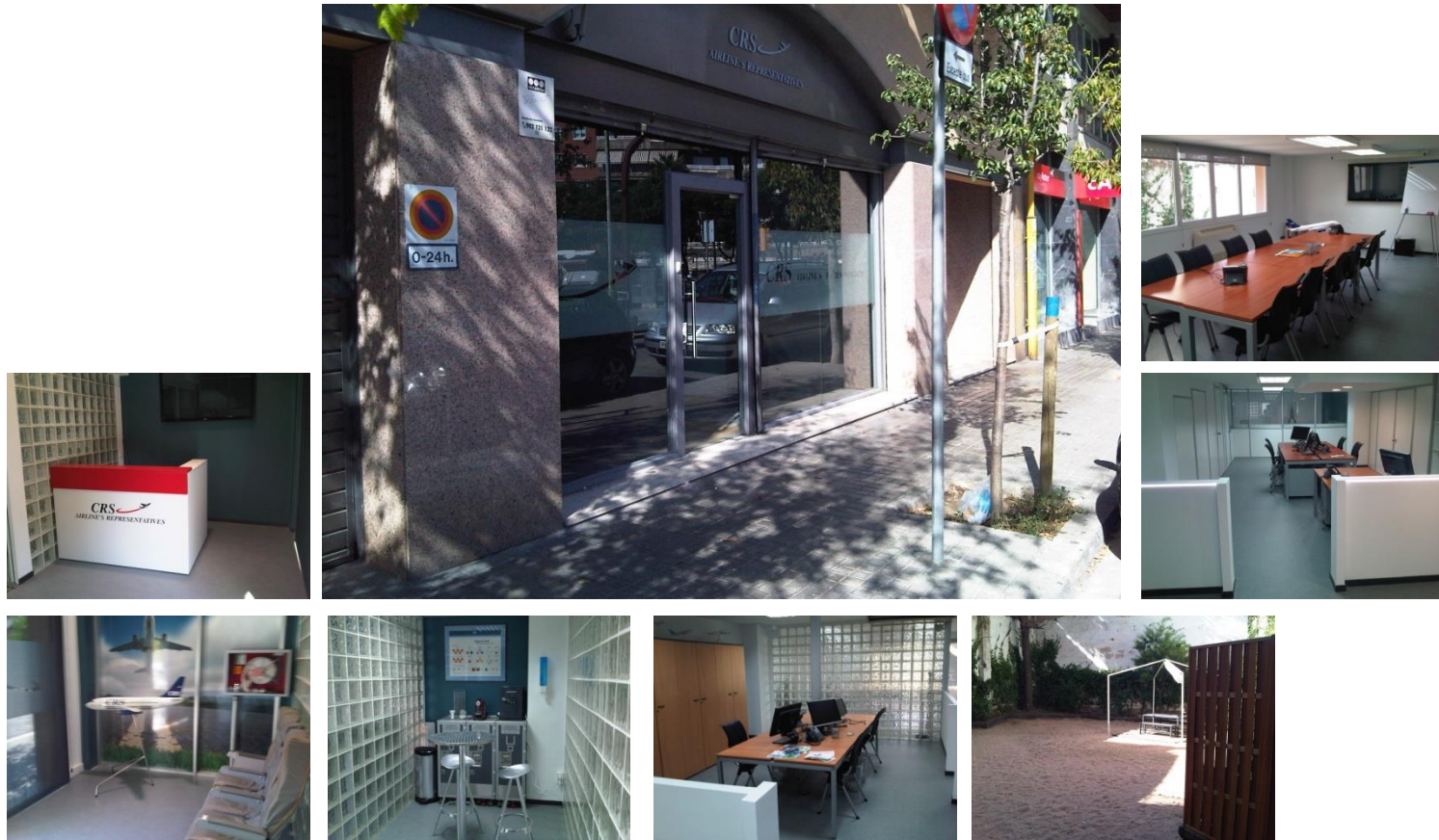
Islands: PMI, MAH, IBZ, TFN, TFS, LPA, FUE, ACE - Portugal: LIS, OPO, FAO, FNC, PDL

# MAD Office providing services





# BCN Office providing services



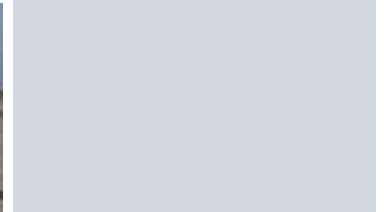
# Portugal Offices providing services



LIS



OPO



# Operational Activities



# Maximum Results at minimum cost

Welcome  
to our **Intranet**

## SISTEMA DE TARIFAS CONTRACTUALES - AGENTES

**MENU TARIFAS** **MENU INTRANET** **MENU CONTRACTUALES** **VOLVER**

CÓDIGO	NOMBRE	TEL	DIRECCIÓN	CIUDAD	
64471250001	EUROATLA- NAV TRANSITOS, LDA	LIS 00351218161820	Rua Cruzado Osberno nº 15 - 14º	LISBOA	Select
64450130006	EUROCARGO - TRANSITARIOS, LDA	OPO 351 22 999 6850	RUA DA ESTRADA, LOTE2	MOREIRA DA MAIA	Select
78471690312	EUROCARGO EXPRESS, S.A.	ALC 96 6980033 -5381432	CALLES BALEAR, 3	MONOVAR - ALICANTE	Select
78471690813	EUROCARGO EXPRESS, S.A.	BCN 93 3701450	EDIF. TRASNJUNIOR	BARCELONA	Select
78471692810	EUROCARGO EXPRESS, S.A.	MAD 913937910	EDIFICIO FLIGHT CARE CARGO	MADRID	Select
78470172815	EUROEXPRESS, S.A.	MAD 915415046	GRAN VIA, 57 8º A	MADRID	Select
64470220006	EUROLEVANTE-TRANSITARIOS, LDA	OPO 351229439880	Rua Eng. Frederico Ulrich nº3659	Moreira Maia	Select
7890054	EUROMAQ ADUANAS, S.A	BIO 94 4131197	Cristo, 1	BILBAO	Select
78452102816	EUROPEA DE CONSIGNACIONES S.A.	MAD 91 6592810	CENTRO DE CARGA AEREA OFIC 221	MADRID	Select
78950850812	EUROPEAN AIR TRANSPORT	BCN			
78950852816	EUROPEAN AIR TRANSPORT	MAD			
78452032816	EUROPLUS CARGO S.L.U.	MAD			
78477992810	IBERSICEX EUROPA EXPRESS, S.L.	MAD			
7810099	TRANSITOS EUROPA VALENCIA S.L	MAD			

**READY-MADE  
CUSTOMER BASE**

**LOCAL MARKET  
INTELLIGENCE**

ES AGENT CASS PRODUCTION - AREA ALL - FROM MAY'15						
Agent	Destination	AVB	Charge Weight	Revenue	Surcharges	Total Revenue
GEODIS VILSON SPAIN S.L.U. (78470530810)	ABJ	2	5,996.50	5,945.97	9,963.53	15,909.50
GEODIS VILSON SPAIN S.L.U. (78470534811)	ABJ	3	2,880.00	0,00	17,769.60	17,769.60
TRANSTACT CARGO CENTRO SA (78471602812)	ABJ	1	2,333.00	0,00	7,815.55	7,815.55
PANALPINA TRANSPORTES MUNDIALES (78470640813)	ABJ	4	939.00	1,176.75	1,733.20	2,909.95
SPACE CARGO EXPORT S.A. (78470564815)	ABJ	2	913.00	885.61	1,789.50	2,675.11
COMPANIAS AUXILIAR AL CARGO (78471132810)	ABJ	2	744.00	721.68	2,129.82	2,851.50
MARITIMA TRANSOCEANICA S.A. (78471404815)	ABJ	3	702.00	922.70	1,012.30	1,935.00
MAT CARGO S.A (78471340813)	ABJ	2	696.00	0,00	2,087.40	2,087.40
INTERCOEX SA (78471232814)	ABJ	3	527.00	560.19	1,852.99	2,413.18
TRANSNATUR SA (78476290314)	ABJ	2	421.00	534.72	770.00	1,304.72
AGILITY SPAIN, S.A. (78470294814)	ABJ	2	349.00	341.59	820.06	1,161.65
DACHSER SPAIN AIR & SEA (78477850813)	ABJ	1	315.00	252.00	850.50	1,102.50
GEFCO ESPANA S.A. (78471172813)	ABJ	1	304.00	380.00	547.20	927.20
HELLMANN WORLDWIDE LOGISTICS SA (78471890814)	ABJ	1	249.00	311.25	498.00	809.25
IBERCONDOR S.A. (78472220816)	ABJ	1	245.00	306.25	490.00	796.25
VAPORES GUARDIAZ SA (78470712810)	ABJ	1	211.00	0,00	749.05	749.05
UPS SCS (SPAIN) S.L. (78472070810)	ABJ	1	194.00	0,00	727.50	727.50
PLANET AIR CARGO SL (78472410811)	ABJ	1	165.00	207.50	298.90	506.30
UNIVERSAL GLOBAL LOGISTICS S.A. (78474131256)	ABJ	1	154.00	200.20	323.52	523.72
Bolloré Transport Logistics Spain, S.A. (78453124606)	ABJ	2	140.00	97.53	388.26	485.79
KERRY LOGISTICS (SPAIN) S.A.U (78471470814)	ABJ	1	136.00	170.00	244.80	414.80
RHENUS LOGISTICS S.A.U. (78470790812)	ABJ	1	129.00	161.25	232.20	393.45
CACESA (78471134615)	ABJ	2	129.00	167.91	322.28	490.19

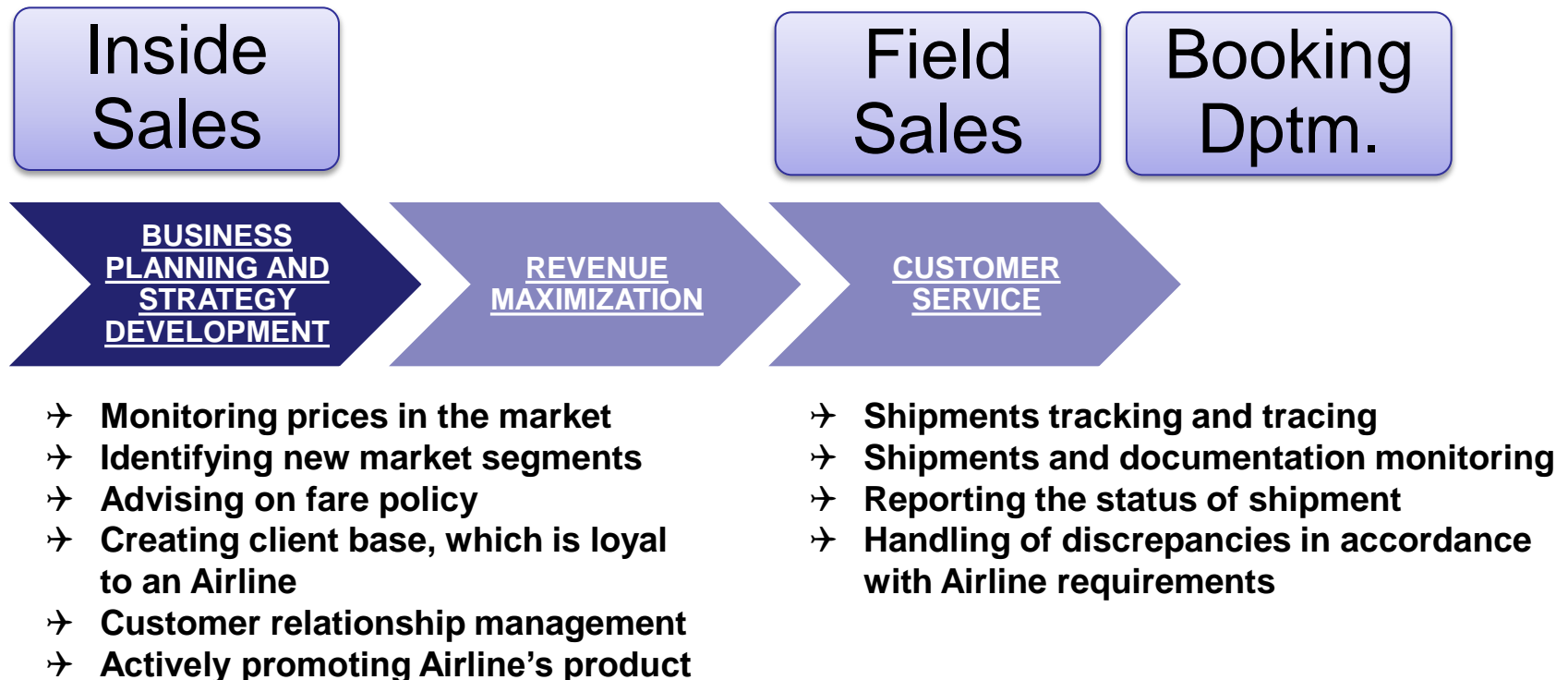
# Maximum Results at minimum cost



# Sales

## Focus on Customer Service

By providing a friendly and efficient service to your customers, we will ensure that you maintain a competitive edge of quality that will help counteract predatory pricing by competitors.



# Air Freight

Faster than ever

## FLIGHT CONTROL AND RESERVATIONS



CRS AIRLINES Cargo system (Cargospot) centralizes control and allocation of flight capacity under the management of a central capacity control office and branch offices.

**SCHEDULES**

**CAPACITY**

**ALLOCATIONS**

**CI MESSAGES**

Identifying potentially negative sales trends and by suggesting remedial actions.



# Air Freight

Faster than ever

## CARGO CUSTOMER SERVICES

Booking Support

Forwarding information

Assistance to customers


Perform data entry

Monitor customer problems

Alerts Airline management

Trace activity





Welcome  
to our **Intranet**

MEHU TARIFAS
MEHU INTRANET
VOLVER

BUSCAR POR COMPAÑIA

Introducir código cia: EJ. ET

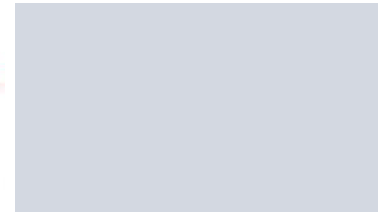
BUSCAR

BUSCAR POR CONTENIDO

En el "subject" ☐ En el cuerpo del mensaje ☒

BUSCAR

ÚLTIMOS 30 MENSAJES			CONTENIDO
FECHA			
21/09/2015	LCG - New Ground handling Agents in Spain - 2015		<a href="#">Contenido del Mensaje</a>
	From: Ridder, Agnes (LOG)		
15/09/2015	LCG - Operations Bulletin 139 - LC COM Revision 21 - 14.09.15		<a href="#">Contenido del Mensaje</a>
01/09/2015	DE - GHA change for the Canary Islands		<a href="#">Contenido del Mensaje</a>
	From: Weidener, Christian (LOG)		
01/09/2015	LCG - Operations Bulletin 138 - Updated Revision (35) Load Control Manual OV		<a href="#">Contenido del Mensaje</a>
	From: Ridder, Agnes (LOG)		
25/08/2015	LCG - Operations Bulletin 135 - embargo UH3171 on board LC Carriers		<a href="#">Contenido del Mensaje</a>
	From: Ridder, Agnes (LOG)		
21/08/2015	LCG - Operations Bulletin 134 - NOTOC requirement for ELIELM shipments on board LC Carriers		<a href="#">Contenido del Mensaje</a>
	From: Ridder, Agnes (LOG)		
21/08/2015	LCG - Operations Bulletin 133 - Weight Restriction SVQ		<a href="#">Contenido del Mensaje</a>



Marketing

# Immediate impact in the market

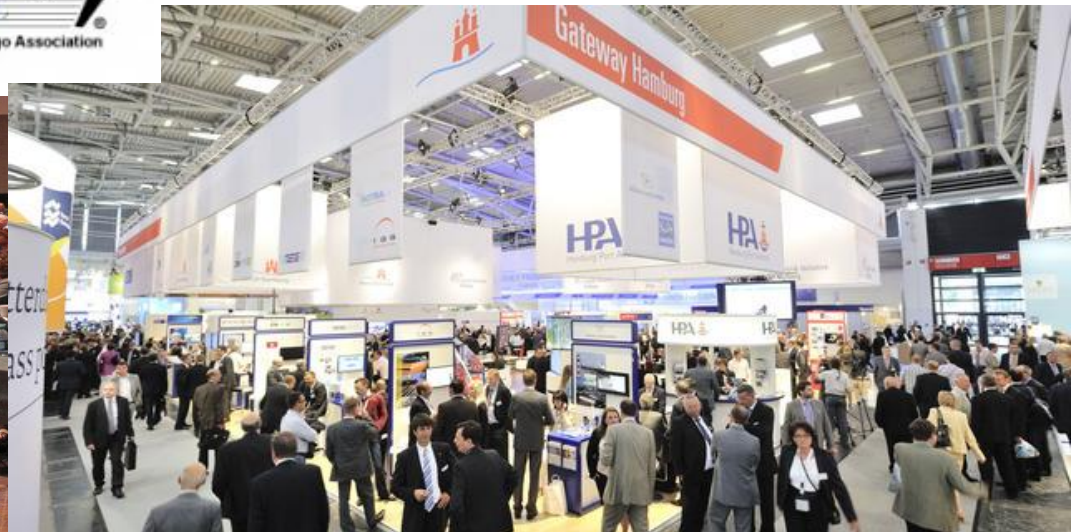


→ **Industry Events**

→ E-News Announcements.

→ Press Advertising

→ Events to Launch a New Service



## ✈ Industry Events

## → Press Advertising

## → Events to Launch a New Service



**Maximum results at minimum cost**  
**INSTANT SALES AND MARKETING RESOURCE**  
 Our email systems are geared up to sell your product to our portfolio for instant action and results.

**READY-MADE CUSTOMER BASE**  
 Our active customer base comprises all key players in the market, we know where to find your product.

**UNBEATABLE LOCAL MARKET INTELLIGENCE**  
 We give you the insight to know your customers, your competition, your opportunities and the rules you can achieve.

**NEW PRODUCT CREATION**  
 We will advise you on opportunities for new products that will increase your yield and market share.

**NETWORK UTILISATION**  
 We will advise you on opportunities for new products that will increase your yield and market share.

**FOCUS ON CUSTOMER SERVICE**  
 By providing a timely and efficient service to your customers, we will ensure that you maintain a competitive edge in quality that will help investment (productivity) profits by comparison.

**STAFF COSTS MINIMISED OR ELIMINATED**  
 You can use **CBE Airlines** to complement or replace your existing cargo management operations. In circumstances we will consider taking over employment of your staff.

**NO OFFICE COSTS**  
 The benefit of our service is that you do not have to invest in the office infrastructure. You find and use our office in your own base when visiting our countries. Flared could be done and a thing of the past.

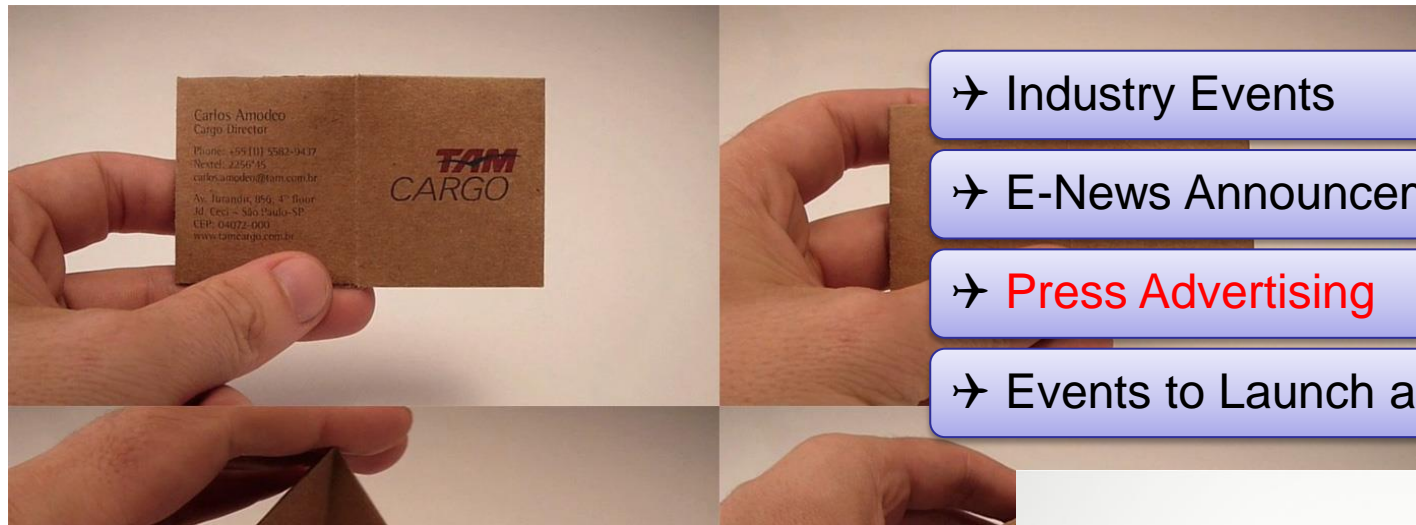
**PROFESSIONAL MARKETING AND PROMOTION**  
 Backed up by the professional PR and advertising resources of **CBE Airlines**, all external promotion of your services is a high-profile, and undertaken in the highest possible standards in full compliance with your corporate image.

**REGULAR, ACCURATE REPORTING**  
 Our management IT system provides fully auditable, up-to-the-minute reports that measure our effectiveness, prepare forecasts and help to build future activity.

"Will minimize your production costs without compromising quality, assist accurate budgeting and ensure you drive maximum revenue from your cargo product"



# Immediate impact in the market



→ Industry Events

→ E-News Announcements.

→ **Press Advertising**

→ Events to Launch a New Service



# Immediate impact in the market

## Aéreo



Jordi Piqué, Toni Beato y Niran Gunatilaka

**servicios a la comunidad transitaria de Barcelona y Madrid**



Pegasus a través de sus vuelos directos desde Madrid y Barcelona a Estambul a un gran número de destinos, no solo en Turquía sino también en Rusia, Ucrania, Líbano, Repúblicas Centroasiáticas y

→ Industry Events

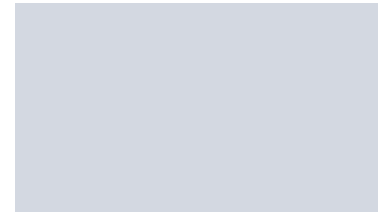
→ E-News Announcements.

→ Press Advertising

→ **Events to Launch a New Service**

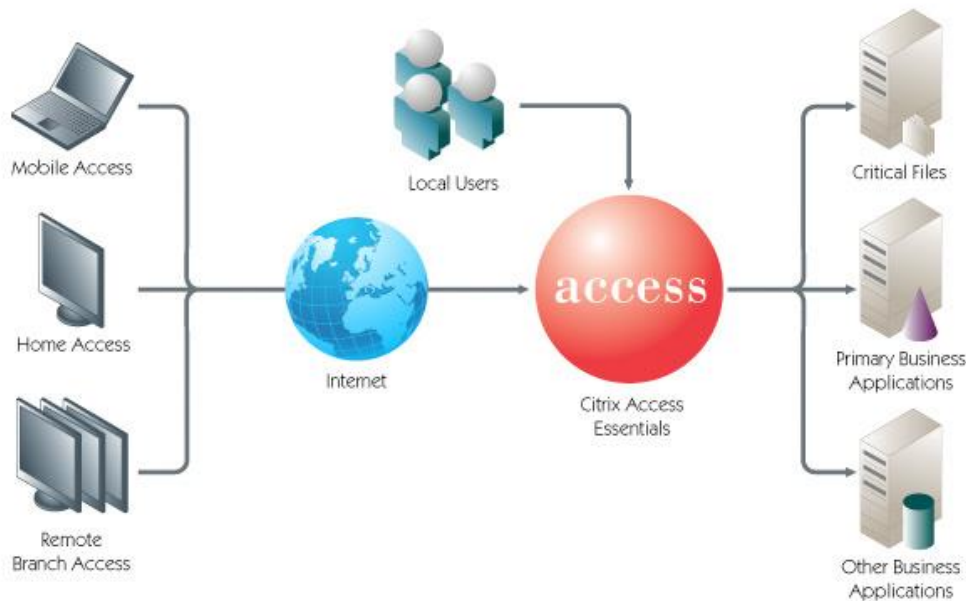


Numerosos agentes de carga de Madrid y Barcelona se dieron cita en el acto



IT Solutions

# Citrix Keep connected



# CITRIX®



→ Central Server

→ Access Anywhere & Any Device

→ Personal Desktop

→ Security



# CargoSpot since the beginning



## AIRLINE BOOKING

- High-Speed Communications
- GHA Interface
- On-time Bookings
- Track and Trace

# Web Site exclusive tool

- ➔ More Than 1000 Agents
- ➔ Access to Rates & Schedules
- ➔ Dimensions, Aircrafts, IATA Rates
- ➔ Awb Stock.

Org.	Dest.	Nombre/Notas	Airline	Code	T.H	Min.	0Kgs	45Kgs	100Kgs	300Kgs	500Kgs	1000Kgs	REC	AWB	FLT
MAD	TXL	BERLIN-TEGEL	AIR BERLIN	AB	VD	45,00	0,75	0,75	0,75	0,75	0,75	0,75	REC	AWB	FLT
MAD	TXL	BERLIN-TEGEL	CSA Czech Airlines	OK	VD	35,00	0,90	0,85	0,80	0,75	0,70	0,65	REC	AWB	FLT
MAD	TXL	BERLIN-TEGEL	LUXAIR	LG	VD	75,00	1,65	1,65	0,95	0,85	0,85	0,85	REC	AWB	FLT
MAD	TXL	BERLIN-TEGEL	NIKI AIRLINES	HG	RX	45,00	0,75	0,75	0,75	0,75	0,75	0,75	REC	AWB	FLT

## TRACKING DE CRS AIRLINES

las Compañías representadas por CRS Airlines.  
Sistema informático de CRS.

le AWB para conocer la situación de tu embarque

refijo del awb:

Número:

# Web Site Exclusive tool

## SISTEMA DE RESERVA DE VUELOS POR CAPACIDAD

MENU TARIFAS

VOLVER

### VUELOS CON TARIFAS PARA EL ORIGEN - DESTINO SELECCIONADO

	VUELO	FECHA	ORG	DST	STD	STA	ACF	Min.	+0K	+45K	+100K	+300K	+500K	+1000K	Rec.	
	UX9073	05/09/2013	MAD	ACE	11:50	13:30	B738	---	---	---	---	---	---	---	Cerrado	
<b>Super Oferta</b>	UX9073	06/09/2013	MAD	ACE	08:10	09:50	A330	50,00	1,70	1,70	1,45	1,45	1,30	1,30	All in*	Reservar
SISTEMA DE RESERVA DE VUELOS POR CAPACIDAD																
VOLVER						3:25	B738	40,00	1,35	1,35	1,10	1,10	0,95	0,95	Recargos	Reservar
RESERVA DE CARGA																
AGENCIA / POBLACIÓN / C. IATA: Barcelona 7841111111																
NOMBRE / EMAIL:																
PROGRAMA DE VUELOS																
	VUELO	DIA	STD	STA	ACF											
MAD / ACE	UX9073	06/09/2013	08:10	09:50	A330											
TARIFA SELECCIONADA: M 0K 45K 100K 300K 500K 1000K Recargos																
50,00 1,70 1,70 1,45 1,45 1,30 1,30 All in*																
All in*: Incluye el recargo de Fuel (MYC) Seguridad (SCC) y G-4 (GTC) -Otros posibles recargos serían aplicables-																
DATOS DEL EMBARQUE																
AWB:	Prefijo:	745	Serial:													
PC / KGS:	Bultos:		Kgs.:													
ORG / DST / TIPO MERCANCÍA: MAD / ACE Tipo mercancía:																
DIMENSIONES:																
INFORMACIÓN ADICIONAL:																
CONDICIONES: Ver Condiciones <input type="checkbox"/> He leído y acepto las condiciones.																
Confirmar																

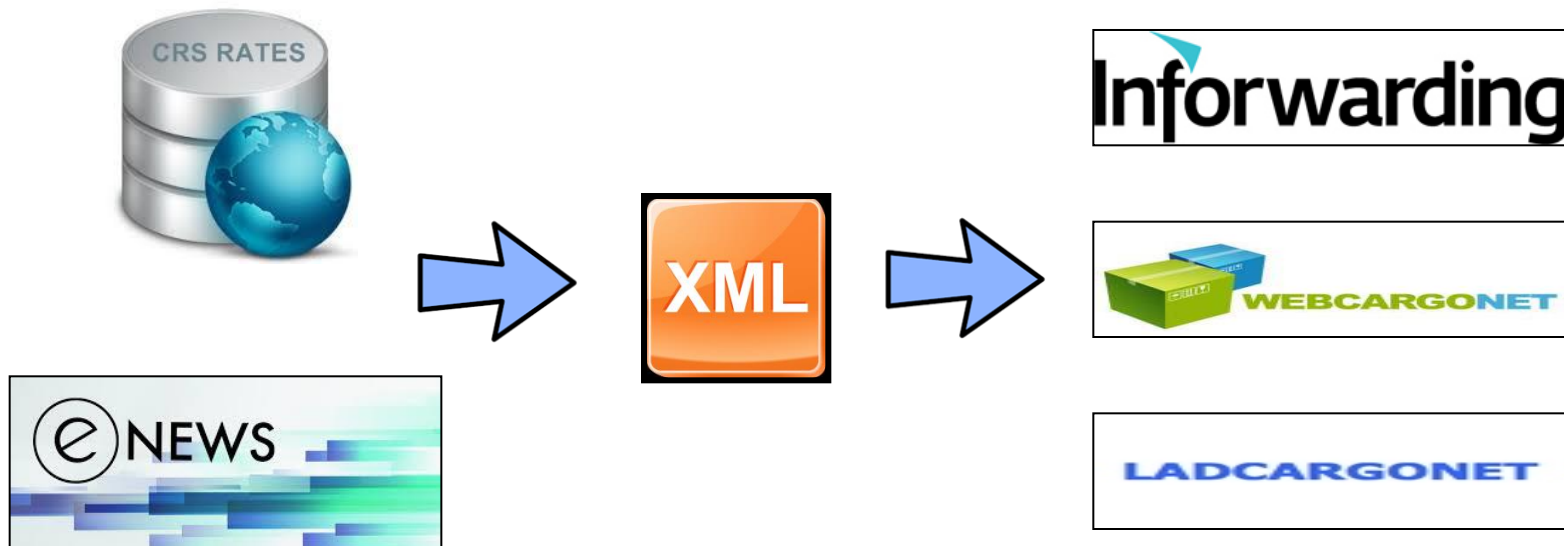
➔ Bookings Via WEB

➔ Capacity Control

➔ Rates According Capacity

➔ Quotes

# Rates & News Platforms Updated



→ Rates & News Updated

→ XML link with Platforms



# E-Cargo Ready for paperless



[E-Awb@crsairlines.com](mailto:E-Awb@crsairlines.com)



CARGOSPOT  
FWB / FHL ...  
AWB COPIES  
INTERNET  
STATISTICS  
ACCOUNTING

→ Cargo Interchange Message

→ Exclusive Software






→ Internet Access

→ Accounting Interchange

# Cass Statistics



CRS AIRLINE'S REPRESENTATIVES provides a quick and flexible reporting statistics based in CASS sales that enables our sales team and Airlines to know the agent's production in the Spanish and Portuguese market. Five types of reports can be generated in seconds:

-  Market Report: Breakdown by agents for a given O & D
-  Airline Region Report: Breakdown by regions per agents
-  IATA Region Report: Airlines sales per IATA region
-  Weight Scale Report: Aggregated data per weight breaks
-  Top City Report: Breakdown by top cities