

Cargo iQ Basics

March 2022

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

32



Airlines

13



IT
& other

8



Forwarders

8



GHA
companies

CARGO iQ
visibly better

Cargo iQ Milestones





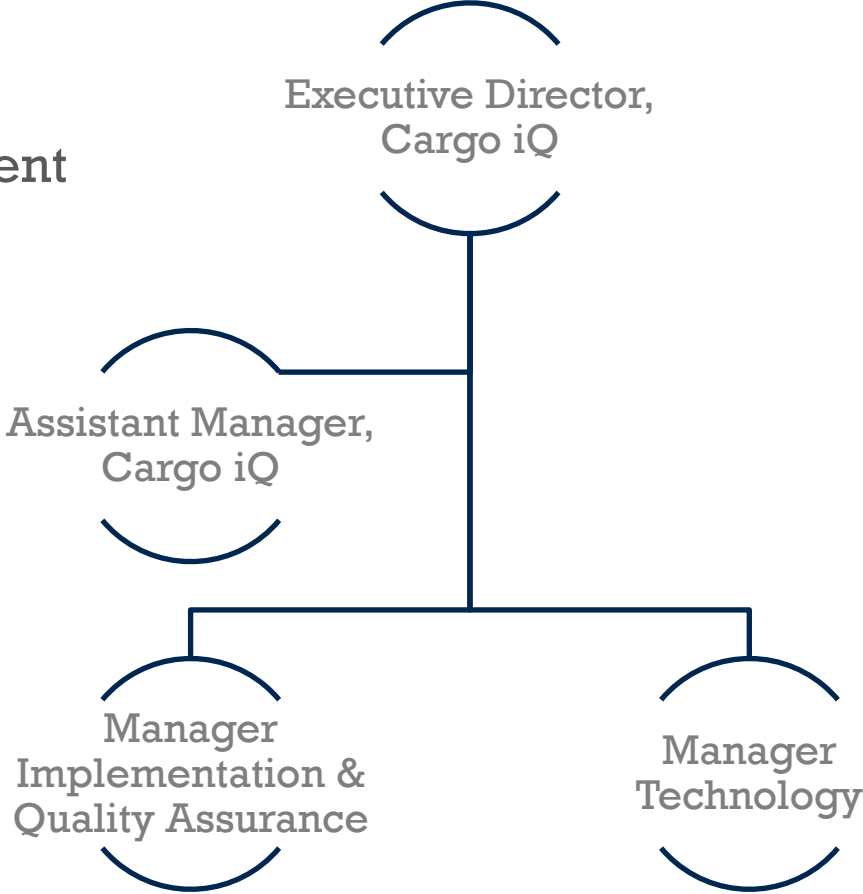
Management Team Setup

Membership Development, Finance,
External Representation, Strategy Development

Reporting & Smart Data, Finance

Implementation and Quality Assurance

Technology and Data



CARGO iQ

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

The Cargo iQ Board

Composition

- 6 Forwarders
- 6 Carriers
- 1 Industry Associate (GHA, IT or RFS)
- Each member chosen as a person and as a company.
- Board members are appointed for 2 years, every year half the board is re-elected.

Board Members

Henrik Ambak - Chair, Emirates SkyCargo
Kerstin Straus – Vice Chair, Kuehne + Nagel

Jens Appel, Lufthansa Cargo
George Efkolidis, IAG
Gerald Suckling, Qatar Airways
Frosti Lau, Cathay Pacific
RJ Pegels, KLM Cargo
Bjoern Eckbauer, Schenker A.G
Peter Baumgartner , CEVA
Arlet Gamboa, DHL GF
Uwe Glaser, Cargomind
Clark Fritzsch, Hellmann
Hendrik Leyssens, Swissport

Plan · Deliver · Learn | Together

CARGO 
visibly better

Plan · Deliver · Learn | Together

Product Dimension
Master Operating Plan
Shipment Routemaps

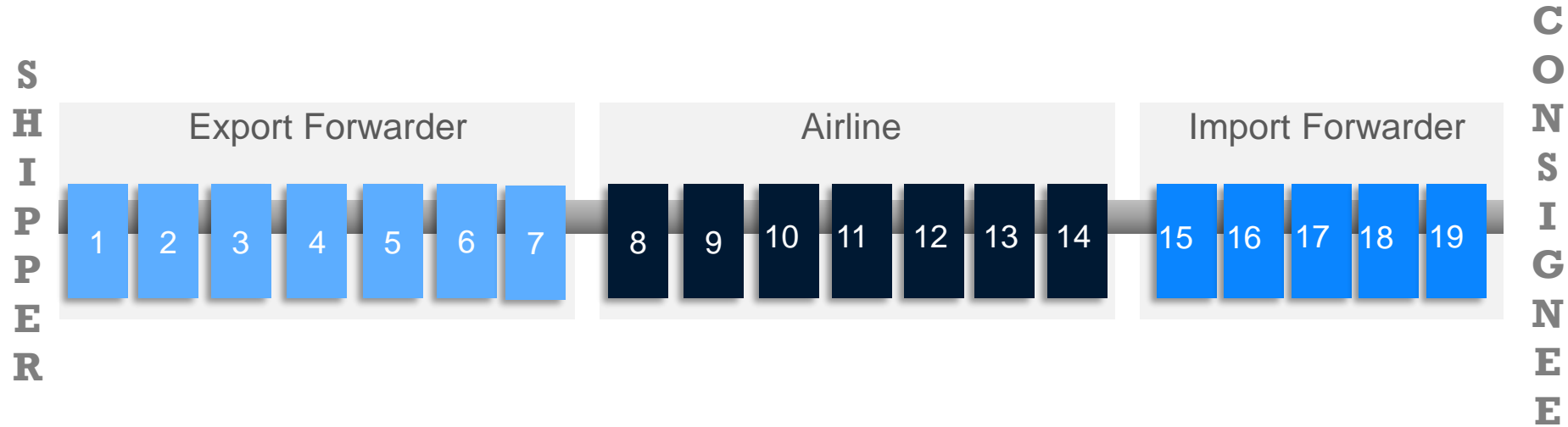
Live Progress Transparency
Up-dated Planning Transparency

Shipment & Process Analysis
Community Benchmarks
Reports and Information
Training

Working Groups
Data Sharing
Standards Setting
Certified membership

CARGO  **iq**
visibly better

Master Operating Plan (MOP)



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.

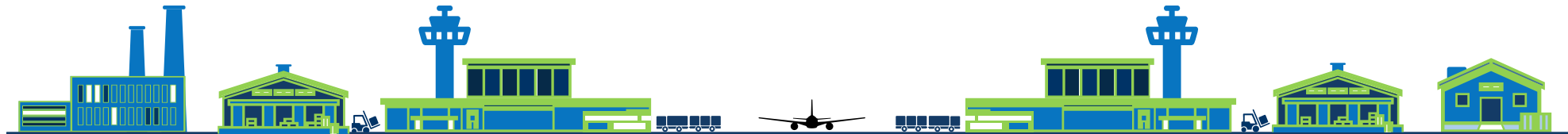
Cargo iQ Route Map



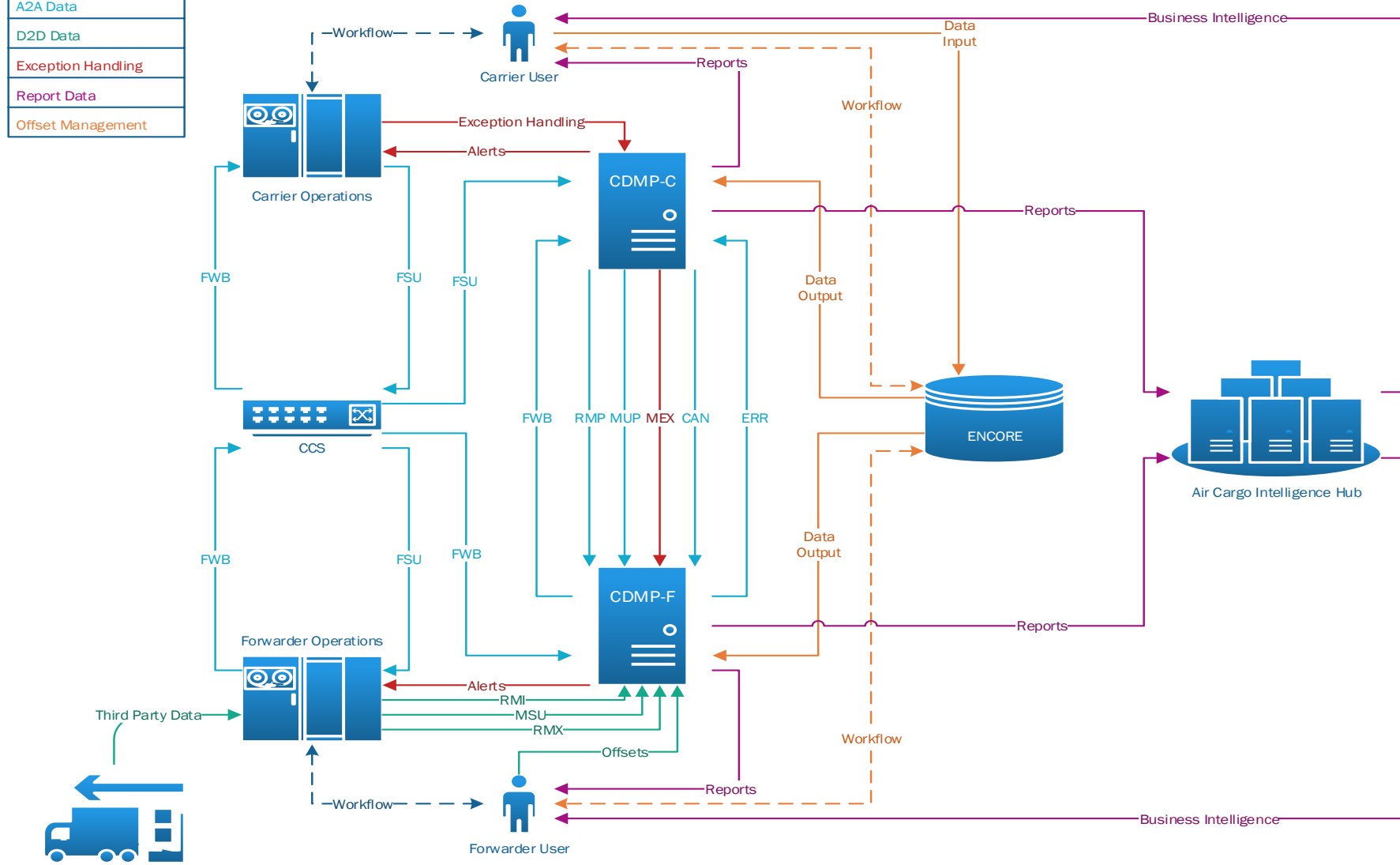
PUP → REW → DEW → REH → DEH → FWB

FOH → RCS → FOW → DEP → ARR → FIW → RCF → NFD → DLV

RIH → DIH → RIW → OFD → TPN → POD



A2A Data
D2D Data
Exception Handling
Report Data
Offset Management



Lane view for airline DEMO

Export Country
ALL

Export Station
ALL

Import Country
Information redacted

Import Station
ALL

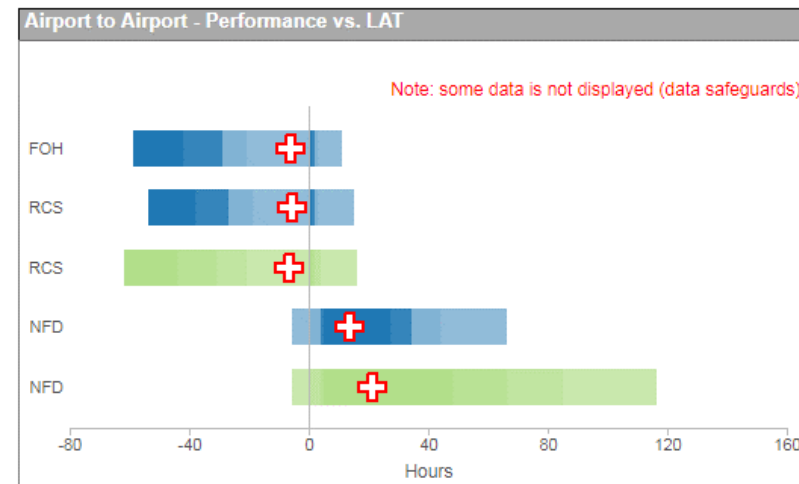
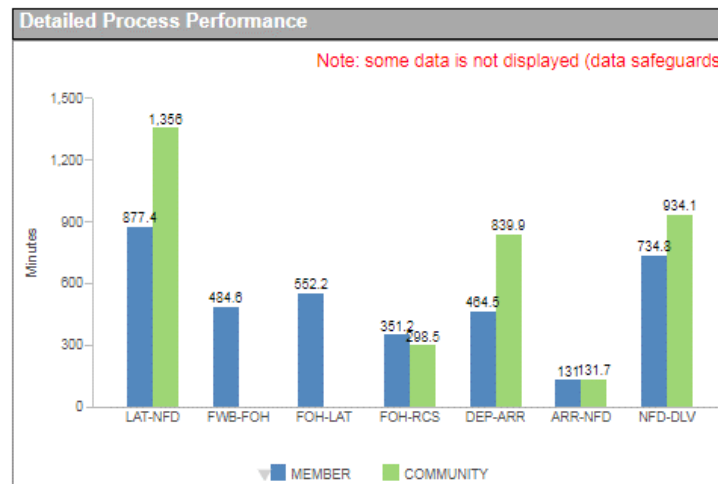
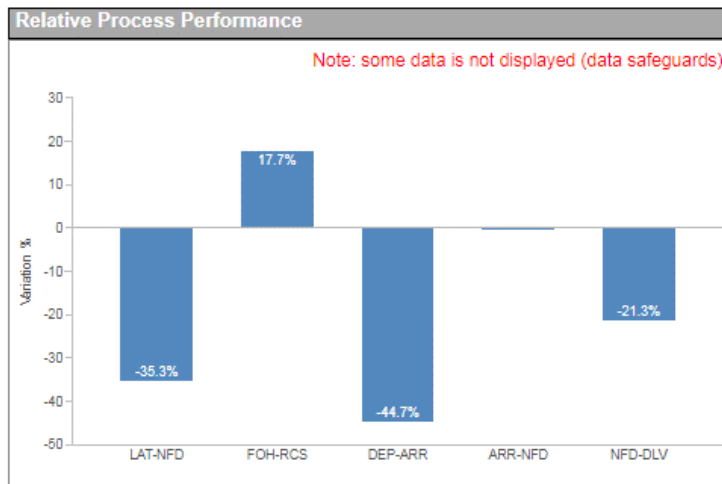
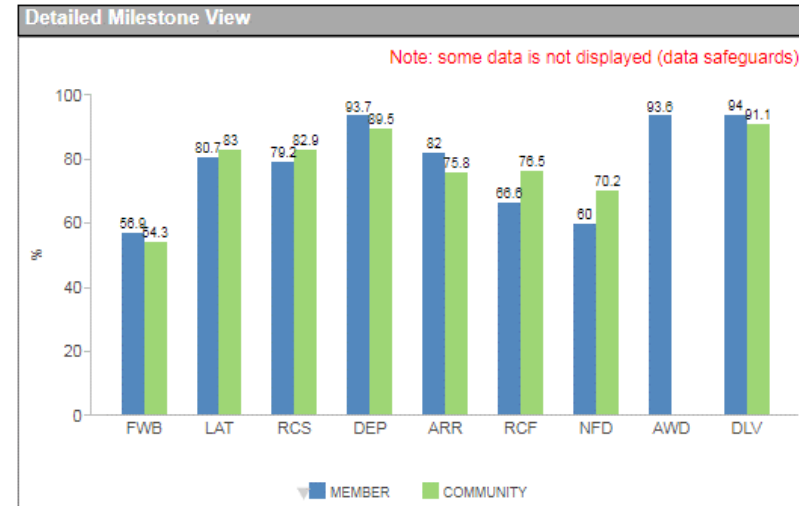
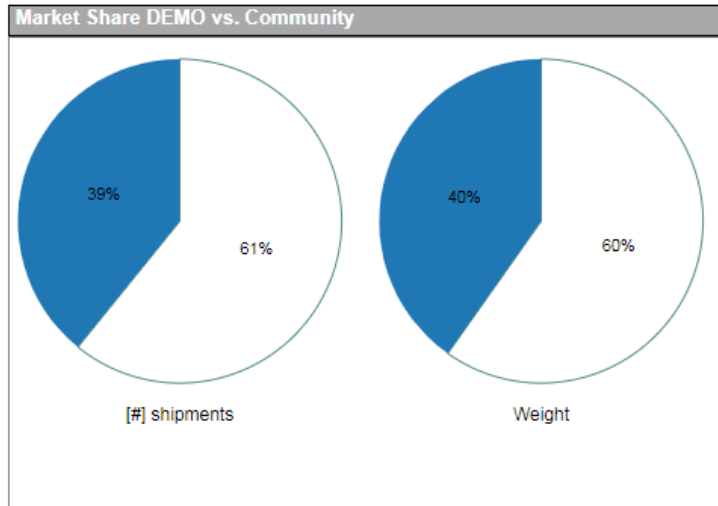
End-Month
2018-05

Months
5

Forwarder
ALL

KPI Overview

	Actual Period		Trend PP	Trend PY
FWB	80,754	56.92%	3% ▲	-1% ▼
LAT	114,442	80.67%	2% ▲	9% ▲
RCS	112,342	79.19%	2% ▲	13% ▲
DEP	132,870	93.66%	1% ▲	2% ▲
ARR	116,371	82.03%	5% ▲	0% ◀
RCF	94,468	66.59%	3% ▲	-8% ▼
AWR	0	0.00%	0% ◀	0% ◀
NFD	85,120	60.00%	3% ▲	-6% ▼
AWD	132,745	93.58%	-2% ▼	-2% ▼
DLV	133,310	93.98%	0% ◀	7% ▲
Weight	47,568,798		-5% ▼	286% ▲
[#]Shipments	141,863		-6% ▼	385% ▲



Cargo iQ Delivers



Our Master Operating Plan is the adopted industry standard for processes from shipper to consignee.

STANDARDS



Our external, independent auditors guarantee our members are dedicated to true, transparent quality.

CERTIFICATION



Single best source for performance data in our industry. Over 110 million lines of data per year.

INFORMATION



Performance and planning data: improve processes, by station, milestone or partner.

PROCESS



Compare your performance to the overall industry on various KPI's, every month.

BENCHMARKING



60 plus members, including airlines, forwarders, GHAs, and IT companies, collaborate globally.

COMMUNITY

Membership Categories

Member category	Who does it apply to?	Size	Size determinant (MAWBs/shipments per year)	Annual Fee	Voting rights & certification
Full member	Founding airlines and forwarders	S	>= 0 MAWBs	CHF 6,000	Yes
		M	> 25,000 MAWBs	CHF 10,000	
		L	> 150,000 MAWBs	CHF 20,000	
Full member	Airlines and forwarders	S	>= 0 MAWBs	CHF 7,500	Yes
		M	> 25,000 MAWBs	CHF 12,500	
		L	> 150,000 MAWBs	CHF 25,000	
Full member	CDMP IT providers	S	>= 0 MAWBs	CHF 7,500	Yes
		M	> 500,000 MAWBs	CHF 10,000	
		L	> 1,000,000 MAWBs	CHF 20,000	
Full member	Industry Associates (GHAs, road feeders)	S	>= 0 shipments	CHF 7,500	Yes
		M	> 500,000 shipments	CHF 12,500	
		L	> 1,000,000 shipments	CHF 25,000	
Associate Member	Airlines, forwarders, IT providers, GHA, RFS		Any	CHF 10,000	No
Strategic Associate	Any other industry participant		Any	CHF 5,000 + cost of reporting	No
SME direct	Small & medium Forwarders / Carriers		< 30,000 MAWBs	CHF 500 to CHF 5.000	Possible
SME indirect	Forwarderw / Carriers via an Intermediary		Any	CHF 0,20 transactional costs per AWB	No



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