



A GSA PARTNER WHERE AIRLINES TRUST

ASIA | AMERICA | EUROPE | AUSTRALIA | MIDDLE EAST | AFRICA



U. Nadarajah
Chairman / CEO
World Alliance GSA Singapore

MESSAGE FROM CHAIRMAN / CEO

World Alliance GSA group's Asia-wide network began operations in 2013. Our team of industry professionals have long-standing business relationships with international carriers and providers of supply chain services.

Our network provides airlines with opportunities to benefit from the economic vibrancy of the Asia Pacific region. This is achieved by the development and execution of cost-effective cargo management programs comprising marketing, operational and financial management components. These programs are developed to meet the specific requirement of our airline partners and include total cargo management solutions.

World Alliance GSA group associates operate across throughout the dynamic economies of Greater China, the Middle East, the Indian Sub-Continent, Indo China and Australasia. Building on our long-standing business ties, we have created a seamless network that leverages on specific local economic opportunities to maximise revenue for our airline partners.

World Alliance GSA professionals have strong strategic, tactical and operational management skills. We provide personalised cargo management solutions that meet the specific requirements of growing airlines. Our solutions for airlines combines cost-effectiveness and operational efficiency.

EXECUTIVE COMMITTEE



Roland Quah
Executive Director



Allan Mayne
Commercial Director Oceania



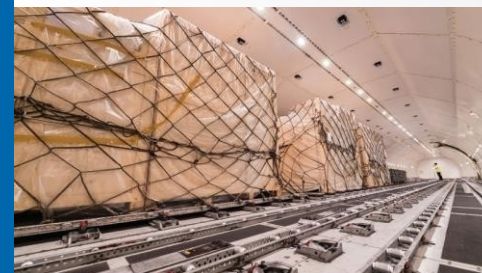


BUSINESS ADVISORY

CUTTING EDGE MANAGEMENT RESOURCES

CONSULTANCY

W A G provides tailor-made consultancy on the general aspects of aviation solutions and ensures that you will get the best possible advice. Customers consist of Airlines, Travel Agencies, Cargo Agencies, Exporters and Freight Companies, Ground Handling Operators, Non-Government Organizations and Government Agencies, Transportation and Logistics Trade Associations.



CHARTER

WAG combines smart thinking with broad expertise to add real value to your charter planning through customized freighter charter solutions. Our portfolio of services in air cargo charter can be tailored to meet your regional and global needs, targeting beyond your expectation.





SERVICES

COST EFFICIENT CARGO OUTSOURCING SUPPORT

MANAGEMENT RESOURCES

World Alliance GSA management resources has expanded to include core aviation management programs in the Asia Pacific region.

MAJOR PRODUCTS

- General Sales Agency for Passenger
- General Sales Agency for Cargo
- Total Cargo Management
- Aviation Consultancy
- Aircraft Charters and A.C.M.I Options





GSA

PASSENGER SALES



Passenger Services

WAG offers end-to-end solutions from planning to execution based on your company financial goal. We have the strongest and the most experienced personnel consisting of various experts from wide spectrum of sectors.

We specialized in airline revenue management, market share analysis, sales strategy planning, roadshows and exhibitions, P&L management, cost management, and airport operation.

Our elite team exhibits top notch aviation knowledge in orchestrating sales and marketing strategies, utilizing market intelligence to grow profit and market share, and leveraging your potential to the fullest for value creation.

WORLDWIDE COVERAGE

WAG group, with its regional headquarters located in Singapore, is managed by a team of highly experienced professionals in aviation marketing and logistics.

WAG group alliance network spans the entire IATA Area 3 covering major cities from Europe, Middle East, Indian sub-continent, Indo-China, Greater China, North East Asia,

South East Asia and Australia. The vast network allows alliance members to enhance value offered to airlines through costs efficient market entry programs and at the same time increases operational and competitive edge.





TOTALCARGO MANAGEMENT

OUTSOURCING THE ENTIRE CARGO PROCESSES

TOTALCARGO MANAGEMENT SOLUTION

Total cargo management has been the preferred model for Airlines that 'outsource' its centre cargo services. WAG group provides this option to carriers that wishes to operates under this model.

WAG group principals have extensive experience in providing outsourcing and total cargo management solutions to various Asian and European International carriers.

The WAG total cargo management solutions maximise revenue and minimise costs for airlines through effective operational, marketing and financial management.

WAG group has an extensive Asia-wide network.



AVIATION CONSULTANCY

The principals of WAG have an average of thirty years experience in aviation operations and consultancy. This includes the development of market entry processes including development in cargo terminal operations, business network reach, start-ups as well as advisory for foreign direct investments in China, Myanmar and Cambodia.





OUR PARTNERS IN NORTH ASIA



Kazuhiko Maeda
Director
Global Air Cargo Services, Inc.
Japan

Global Air Cargo Services, Inc., was established in 1995 as a joint venture by two of Japan's leading international logistics service providers, namely Nippon Express Co, Ltd. and Kintetsu World Express, Inc., and has been acting as an Air Cargo GSA in Japan for various international airlines who are taking a positive interest in Japan's air cargo market to shore up their overall revenue base.

We provide logistics services to help and support air cargo sales and physical movements of international shipments originated in any part of Japan by offering a full range of services to our partner airlines covering sales development, flight operations and revenue accounting management.

We also provide Road Feeder Service (RFS) branded as "Round Robin" directly connecting major international APOs, namely NRT/KIX/NGO/FUK for shipments originated in any part of Japan market.



Robert Liu
CEO
Beijing New Fly Logistics
China

Beijing New Fly Logistics NFL provides International freight capacity as GSA/CSA for legacy carriers to local cargo agencies. NFL also operates warehousing facilities that includes customs brokerage, Express freight and cross border e-commerce. NFL has operating offices in Hong Kong, Shenzhen, Guangzhou, Fuzhou, Hangzhou, Shanghai, Nanjing, Beijing, Qingdao, Xi'an, Chengdu, Chongqing, Kunming and Changsha in China.



Judith Azarcon
President
RAFGSA Phil Inc
Philippines

Established in 1992, RAF is a customer-first Logistics Company. Spanning more than 2 decades, RAF is a Logistics Solutions provider with global network partners, boasting of reasonable price structure combined with value-added services guaranteeing cost-efficient streamline services.

RAF GSA offers partner Airlines a wide network of cargo capacity sales channels through RAF domestic and International offices.

OUR PARTNERS IN SOUTH EAST ASIA



Oknha Sear Rithy
Chairman
Worldbridge
International
(Cambodia) Limited

Worldbridge International (Cambodia) Limited was started in 1992 as a logistics service provider has expanded to include a wide entity of businesses in Cambodia. Core logistics businesses centres on e-commerce, warehousing and distribution and airline GSA representation.

Chairman Oknha Sear Rithy says, "Our long term strategy is to expand our current portfolio and to explore new fields and partnerships that will attract more FDI to Cambodia, creating jobs for our people."



Jusuf Suherman
President Director
PT Novena Cargo
Indonesia

PT Novena Cargo (Indonesia) was established in 2004 as a professional Cargo GSSA company. Novena Cargo offer excellent cargo management resources for both Domestic and International Airline GSA services. Since its inception, Novena Cargo is proud to be the leading GSSA company known for delivering quality and consistency in services for the Indonesian market.



Nguyen Ngoc Nhien (James)
Managing Director
Vector Aviation Co., Ltd.
Vietnam

Vector Aviation is a leading aviation services company based in Vietnam, which offers expertise to fulfill your needs in terms of Airline Representation (GSSA), Cargo Handling, Charter Brokering, Executive Travel, Training, Office leasing and IT Distribution.

Our team is made up of highly skilled people with a proven experience in the aviation industry, which will help you find the most suitable solutions for your business. Our mission is to meet and exceed the requirements of our partners by developing long lasting relationships while always striving to achieve excellence in the way we provide our services.



OUR PARTNERS IN MIDDLE EAST



Kanishka Wijesinghe
CEO - Airline Cluster
Expolanka Holdings PLC
Sri Lanka

The journey of Expolanka began in 1978, and the Company grew steadily to its current standing as **Expolanka Holdings PLC**, a leading conglomerate in Sri Lanka.

A pioneer and trend setter in freight, logistics and supply chain management solutions, the group network spans 18 countries covering Asia, Africa, Middle East and the USA today.

With over 40 years of highly reputable experience offering in the Aviation industry, and with an extensive network, EAM caters to all business needs of their industry partners globally as a 'One stop shop'.



Agith Ekanayake
Managing Director
Care Aviation (Pvt) Ltd
Sri Lanka

Care Aviation (Pvt) Ltd was established in 2012 providing a range of aviation services covering business development, airport ground supervision and general sales agency representation. We have a proven track record having provided high services standards to our customers, and we are certified by the Civil Aviation Authority of Sri Lanka.



Sanjay Chand
Director-Operations and
Business Development
Aerosail Services Pvt. Ltd
India

Aerosail Services Pvt. Ltd (India) is a leading Airline GSSA company in India with core business being in Total Cargo Management projects, backed by Aircraft Charter business and Tri-Party Airline agreements. The group has 6 network offices covering all the four Indian regions territorially. With over 60 dedicated and experienced employees, the company is able to handle an active customer base of more than 400 customers covering the major International and domestic airports in India.

INDIA



OUR PARTNERS IN EUROPE



Mark Andrew
CEO and Founding Shareholder
Airbridge International Agencies
Europe

Airbridge International Agencies Limited (Europe) was established in 2008 as part of a Logistics group with 35 years of service excellence with group revenue exceeding Euro 90 million annually.

AIA operates specialty divisions with their headquarters at London Heathrow. They are :

- AIA Cargo, a leading GSSA service provider actively representing numerous legacy carriers.
- AIA Pets, offering world-wide solutions for relocation of Pets.
- AIA Mails, wholesaler of world-wide capacity for CN traffic.
- AIA Roads, offering Road Feeder Services in UK and European cities.



Jaime Salguero
Commercial Vice President
GSSA Services
Europe

AUSTRALIA OCEANIC



Donna Mayne
Managing Director
GSA Cargo Services Pty Ltd
Australia

GSA Cargo Services (Australia), with offices in Brisbane, Sydney, Melbourne and Auckland, and sales activities throughout the Oceania Region, GSA Cargo Services is ideally positioned to partner international carriers looking to develop a strong

cargo base in Australia and New Zealand. Our company has more than 17 years experience in delivering tailor-made cargo sales and marketing activities for our customer airlines. We have a thorough knowledge of local markets conditions and the expertise to deliver an increase in revenue growth and market share.

Visit our web page to find out more about GSA Cargo Services, we look forward to hearing from you.

GROUP MEMBERS

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