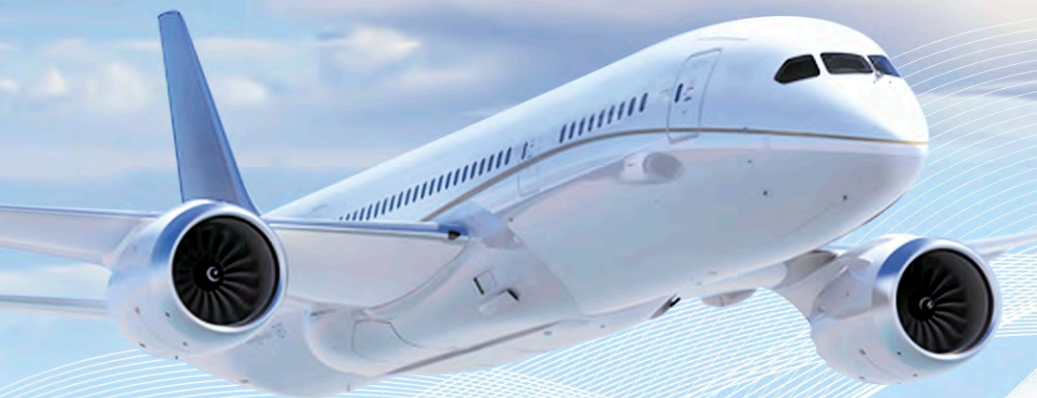




corporate profile



ABDAGROUP

www.abdagroup.info

our vision

To be a GLOBAL Champion in the GSA Business and total cargo management activities.

Constantly innovating in our service delivery to benefit our customers.

To be synonymous with top quality service, safety and profitability.

our mission

To ensure prompt and reliable service at a fair price for our customers worldwide; at the same time, providing a profitable solution for our partner airlines.



core values

TRUST,
first & foremost

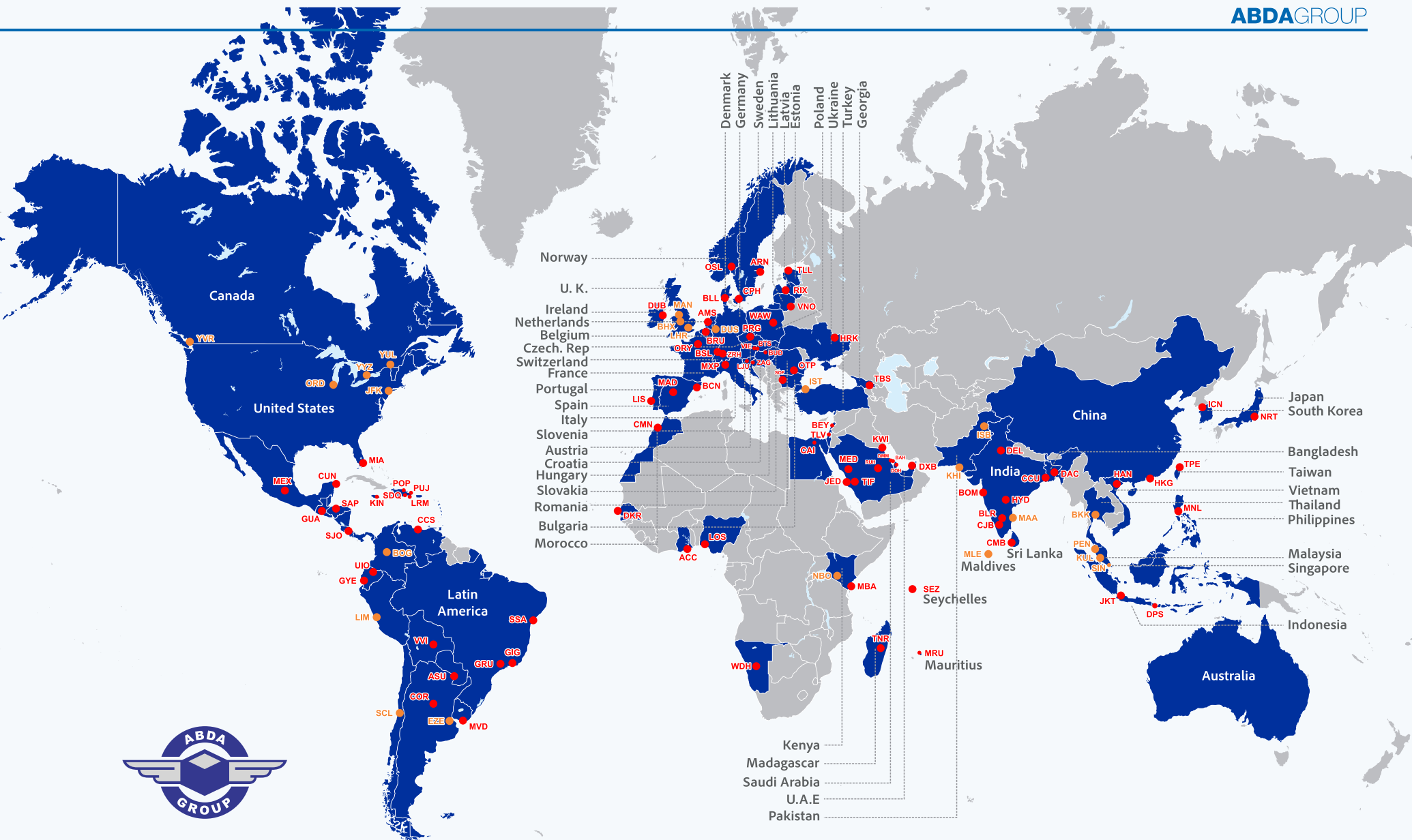
**SWIFT
&
PRECISE**
implementation

**HOLISTIC
&
comprehensive**
solution

ZERO
Delays

38 entities present
in all continents
Over **600 staff** worldwide
Robust relationships with
over **90 airline partners**
across all geographies





global presence

- **ABDA**
- **Corporate Partners**

board of directors |



Zainal Abidin
Group Executive Chairman

Zainal Abidin founded ABDA Aviation in 1989 after a successful career at Aeroflot Russian Airlines. He has a wealth of knowledge and experience and has over 30 years in the air cargo industry. He is known among air cargo professionals and peers for his success and achievements.



Muhammad Zulkarnain
Group Chief Executive Officer

Based at headquarters in Dubai, he oversees the Group's activities comprising of over 38 entities, 90 airline partners and 600 staff. He was responsible for over 6 departures a day between the USA and Germany from his office in New York City, USA. Before coming to headquarters, he had set up and headed the cargo department of Air Transat based in Montreal, Canada. He holds a BSc in International Business from State University of New York at Buffalo.



Dato' JJ Ong
Chief Executive Officer, Asia

A seasoned airlines professional, he has been in the air cargo industry for over three decades and was previously the Chief Executive of Malaysia Airlines Cargo and has participated actively in international bodies such as IATA, Air Cargo Europe and TIACA. He was also instrumental in making MASKargo a very profitable company and a household brand during his term as the CEO.

business partners |

Group Airline Partners

flydubai • IndiGo™ • MASkargo

**TURKISH
AIRLINES**

silkway
west airlines

AirArabia
العربية للطيران

AEROFLOT
Russian Airlines

SalāmAir
السلام

厦門航空 XIAMENAIR

المخطوط الملكية المغربية
royal air maroc

Ethiopian
የኢትዮጵያ

एअर इंडिया
AIR INDIA



virgin atlantic
cargo

**Nepal
Airlines**

ខេមបូឌា អ៊ែរវេ
Cambodia Airways

हिमालय एअरलाइन्स
**HIMALAYA
AIRLINES**

Lanmei Airlines

MAI
Myanmar Airways International

Tri-M.G. Airlines

AirEuropa

Philippine Airlines

TUS AIR

FITS Air
friend in the skies...

Thai Lion air

BRITISH AIRWAYS

EL AL
IT'S NOT JUST AN AIRLINE. IT'S ISRAEL

CATHAY PACIFIC

四川航空
SICHUAN AIRLINES

HONGKONG AIRLINES
香港航空

TCM Airline Partners

PEGASUS
AIRLINES

flynas
طيران ناس

corendon
AIRLINES

world fly

الجزيرة.
Jazeera.

JetSMART

JetSMART
Peru

JetSMART
Argentina

النيل للطيران
NILE AIR

neos

our services |

Total Cargo Management

Cargo GSA/GSSA



Interline Programs

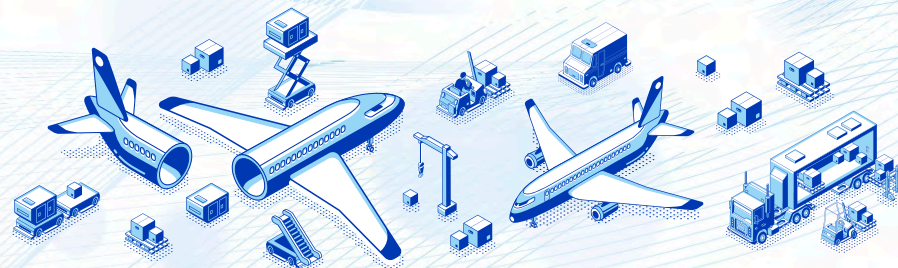
Value Added Services

At ABDA group, we strive to provide excellence across all our business units. Excellence, hard work and dedication were the few key pillars of which this company was built upon. From a humble cargo agent operation in 1988, the Group has since then evolved to be a global aviation company with interests in air cargo, passenger, total cargo management and worldwide excess baggage.

Total Cargo Management



While GSSA contracts are aimed mainly at selling activities, Total Cargo Management (TCM) means complete and comprehensive management of an airline's cargo division. This means ABDA would take on all areas of managing a cargo or passenger carrier from sales, ground handling, cargo revenue accounting, operational audits, claims and insurance, communication with passenger division for scheduling, routing, fuel management, etc.



Cargo GSA / GSSA

ABDA Cargo operates as General Sales & Services Provider (GSSA) and offers a full range of services on behalf of the world's most reputable airlines.

We provide an international network with vast experience, flexibility, reliability and the highest standard of expertise for 24/7 Real-Time Customized Logistic Solutions.

Abda Cargo is committed to offering its cargo clients real time follow-up of cargo movements and improved track and trace capabilities from acceptance of shipments to delivery at the final destination. With Total Cargo Management module, we aim at providing the best possible all-service airline representation in the air cargo market, while fully maintaining the airline's own identity and propositions.

Our adherence to the highest standards and performance evaluation in supplying advanced logistics solutions, reliable and measurable services and feasibly effective transportation programs enhances business opportunities for our carriers that we represent.



Interline Programs

Strategically located ABDA offices in key Gateways (Hubs) with the expertise in the business to negotiate special pro-rate agreements (SPAs) through ICH (IATA Clearing House) & MITA (IATA Multilateral Interline Traffic Agreements) with the business partners to facilitate and enhance the productivity of our customer Airlines.

Industry networking of ABDA also will help the partner carriers to obtain ad-hoc SPAs via main hubs to niche destinations for general Cargo & project shipments. This will enable carriers to expand the network to new territories and also get the feeders to their hubs from new origins.





- Designed for Agents to interact with GSA online and eCAMS will respond on behalf of GSA automatically. It eliminates / minimizes the GSA work or response to Agents.
- Need GSA staff to monitor the task and eCAMS can handle all regular tasks efficiently.
- Can able to manage any number of airlines and agents.
- Ensure uniformity in all practice.
- Accuracy in every revenue / cost calculations.
- **Online enquiry** - Easy & effective search for all airlines / any destinations and suggesting the best one.
- **AWB Distribution system** - 100% automated distribution system, where allotment rules shall be set for Agents, shall request Online AWB, shall Auto allot AWBs.
- **Reservation & Booking** - 100% automated booking system. Space confirmation rules shall be set. Agents shall make bookings Online. Auto space confirmation is possible.
- **Integration with Airline Reservation system** - 100% automatic integration. Auto update using IMP messages & XML data.
- **AWB print & others** - 100% automation. It ensures uniformity and clear visibility. Shall read information from Booking system. Based on IATA regulations.
- **Cargo Tracking System** - 100% automation. Option to get info from the Airline reservation system or website automatically. Real time update of cargo movement.
- **AWB accounting** - 100% automation. AWB audit to confirm the shipment information and rates. Proforma invoice for every shipment & online correction notification.
- **Receivables management** - 100% automation. Send payment alert. Reminder for payments.
- **Integration with Accounting application** - 100% automation. Invoice posting at each period. Banking receipts update.
- **MIS reports** - 100% automation. Real time view. Graphical representation of reports.
- **Email Marketing** - 100% automation. Keep the Agents live. Professional presentation of information through email.
- **eStorage** - 100% automation. Online storage of AWB copies and supporting documents. View anywhere / any time.

Value Added Services

Pivotal Services

ABDA Group has a global presence and an established network of airlines, freight forwarders and vendors for airline-related services. ABDA Group has provided assistance to many airlines in reducing their costs in areas such as ground handling agreements, trucking networks throughout the world, fuel costs for stop-over flights and more.



Import - Inbound Logistics



Ramp Supervision & Operations



Exclusive Truck Services within regional hubs



global network |

ABDA encompasses a culturally diverse workforce of 600 employees around the world. We have presence in over 45 cities in 26 countries.

1. Far East & Australasia
2. Indian Sub-continent
3. Middle East & Africa
4. Europe
5. US & Canada
6. Latin America





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