

Press Information

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Nippon Cargo Airlines to digitalize capacity distribution by becoming the first Asian airline to join booking platform cargo.one

- **Digital leadership:** Nippon Cargo Airlines to strengthen its market position in Europe, with enhanced digital distribution strategy powered by cargo.one.
- **Setting technology standards:** cargo.one to premier its standardized airline integration technology one.connect, enabling an expedited integration process for Nippon Cargo Airlines.

Tokyo | Berlin, October 31, 2019 - Japanese all-cargo airline Nippon Cargo Airlines (NCA) and air cargo e-booking platform cargo.one have entered into a partnership. The collaboration will enable freight forwarders to seamlessly book NCA's vast main deck capacities on the platform with instant confirmation around the clock. Offering its capacities for booking on cargo.one will allow NCA to further expand its reach into the European market by gaining access to cargo.one's fast-growing user base of more than 300 freight forwarding companies, as well as to drastically reduce manual distribution efforts.

Hiroyuki Homma, Director of NCA comments: "We are very happy to announce our partnership with state-of-the-art e-booking platform cargo.one and are looking forward to enabling our customers to book capacities with us in a new and seamless manner".

cargo.one will be utilizing the newly developed *one.connect* for the first time, further simplifying its integration processes with airlines. one.connect is the result of continuous learnings and technological requirements from past airline integrations aggregated into a single standardized technology layer, that will enable connections to a large number of airline legacy systems in a simplified manner.

"Joining cargo.one is a logical step for us in executing our digital strategy. It will enhance our customers' experience and help us reach new customer segments. cargo.one has proven to be a reliable, innovative and fast-moving partner to a growing number of airlines and we are happy to take the lead as the first Asian carrier to join the platform" says Satoshi Shimura, Vice President and Head of Business Digitalization of NCA.

Moritz Claussen, Managing Director of cargo.one summarizes: "As cargo.one's footprint continues to expand globally, we are very happy to welcome our first Asian partner on board. NCA's main deck capacities will further add to cargo.one's attractiveness for freight forwarders, allowing us to increase demand on the platform which will, in turn, lead to more capacity distribution overall for those airlines partnering with cargo.one".

Elad Eyal, Airfreight Center Specialist at TNT Express and frequent cargo.one user is happy about the new partnership, "It's great to see that cargo.one is now signing new airlines by the month. cargo.one is already the go-to platform for digital booking and as the offering grows, it will surely become the industry-standard".

Integration work to connect NCA's core cargo system iCargo to cargo.one will start later in the year, with the launch of NCA capacities on cargo.one anticipated until late Q1 2020.

About Nippon Cargo Airlines

Nippon Cargo Airlines (NCA) was founded in 1978 as the sole airline in Japan dedicated to freighter operation, and now a wholly-owned subsidiary of Nippon Yusen Kabushiki Kaisha (NYK). NCA operates the world's largest new generation freighter aircraft - the Boeing 747-8F. NCA's worldwide on-line network covers major cities in Asia, America and Europe from Tokyo Narita (NRT) hub. NCA's philosophy is to support international relations through the transportation of air cargo and contribute to the progress of societies, economies and cultures around the world.

About cargo.one

Cargo One GmbH (cargo.one) was founded in Berlin in August 2017 by the entrepreneurs Moritz Claussen, Oliver Neumann and Mike Rötgers. The company has developed a platform for booking and marketing air freight capacities. cargo.one focuses on offering and booking dynamic freight rates, making it the first booking platform of its kind. IATA air freight forwarders can search, compare and book these rates on the cargo.one platform in real-time and receive immediate booking confirmation. Partner airlines gain access to a cost-effective, data-driven and fully digital distribution channel. cargo.one's product changes long and asynchronous booking processes by telephone or e-mail, enabling substantial cost savings on both sides. The cargo.one team combines international experience in building digital business models with relevant expertise in the modernization of B2B processes.

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