

Volga-Dnepr Group in The Air Cargo Industry

VOLGA-DNEPR GROUP CARRIERS

- Volga-Dnepr Airlines
- AirBridgeCargo Airlines
- ATRAN Airlines

KEY VOLGA-DNEPR GROUP ADVANTAGES

- Diverse fleet of unique ramp freighters An-124-100/150, IL-76TD-90VD, and non-ramp B747-400ERF/-8F, B777F, B737F aircraft
- Vast expertise and experience in logistics solutions for various industries
- Dedicated products for special cargo to meet the emerging demands of particular customers

GOLD STANDARD



in a wide range of transportations

RANKED 1ST



among Russian airlines both in terms of cargo carried and cargo turnover

RANKED 14TH

OUR STRATEGIC PARTNERS

CargoLogicGermany

CargoLogicAir



among major airfreight carriers of the world in terms of its FTK performed



> 1,200 airports in 190 countries served by the Group's airlines

Volga 🗃 Dnepr





tones of cargo carried annually

>330 Scheduled all-cargo flights per week



Scheduled destinations in the US, Europe and Asia





Volga 🐵 Dnepr

Group management: Moscow

Scheduled Cargo Operations

Delivered by **AirBridgeCargo Airlines** and **ATRAN Airlines** onboard Boeing 747, 777 and 737 freighters between Russia, Asia, the Middle East, Europe and North America covering more than 40 destinations worldwide, with all flights operated into international cargo hubs

Charter Cargo Operations

Delivered by Volga-Dnepr Airlines, AirBridgeCargo Airlines, ATRAN Airlines onboard An-124-100/150, IL-76TD-90VD, Boeing 400ERF/8F, 777F and 737-400SF/800BCF

Strategic Partners

Access to network and fleet of strategic partners, **CargoLogicAir** (2x 747-400ERF) and **CargoLogic Germany** (3x 737-400BCF)

		ļ	Ancillary businesses	S		
Aircraft main VD Technics / Image vot AMTE	VD Gulf / Engin	ogistics services: eering Logistics Service	Trucking: Volga-Trucks Division © VOLGA-TRUCKS	Aviation insu NIC Insurance C		<u> </u>
Establishment of I	NIC Launch of	on turnover 4,000 AirBridgeCargo irlines AOC and become 20	Airlines gets ATRAN A s IATA member of Volga-	irlines - part AirBridg Dnepr Group gaiı		bany and Cargo et developmer 0 20
1990 Olga-Dnepr Airlines becomes the first private cargo carrier in Russia	1997 Establishment of Volga-Dnepr Trucks	2004 Volga-Dnepr Airlines becomes IATA member	2008 Establishment of Volga-Dnepr Technics	2012 Expansion of network & fleet with B747-8F	2019 ATRAN Airlines - renews its fleet operatin B737-400SF/B737-800B	0

Monocompany management – operational level

Volga 📾 Dnepr



Tatyana Arslanova Executive Operating Officer

OPERATIONAL MANAGEMENT



Commerce Konstantin Vekshin Chief Commercial Officer

Fleet and Network **Dmitry Obsharov** Chief Fleet & Network Officer



Transformation and Strategy Andreas Jahnke Chief Strategy & Transformation Officer



Finance Mikhail Belobrov Chief Finance Officer

Procurement **Mikhail Shumilishskiy** Director. Procurement Department



Fedor Novikov Director, Marketing Department

Marketing



Legal Director, Legal support



Digital office (IT) Andrey Iskritch Chief IT & Digitalization Officer



Human Resources **Dmitriy Prokhorenko** Director. HR & Org.development



AirBridgeCargo Airlines **Nikolay Glushnev** Chief Executive Officer



Volga-Dnepr Airlines Igor Aksyonov Chief Executive Officer **ATRAN Airlines** Vitaliy Andreev Chief Executive Officer



CLG

Volga-Dnepr Technics (MRO) Mikhail Khoroshaev Executive President



Risks Eleonora Surina Director, Accident prevention & Fleet safety management Department

STRATEGIC PARTNER



Dierk Naether - CEO



Nadeem Sultan - CEO

Marketing strategy COVID-20/21



Strategy

- ICAG management through Monocompany with single sales center based on Cargo Supermarket concept
- TOP-marketing and direct strategic partnerships with key shippers
- · Dedicated solutions for healthcare, high-tech and e-commerce industries with fast response to current demands
- Effective vaccine transportation based on fleet capabilities, strong expertise and experience of Healthcare team and collaboration approach
- Digital transformation: enhancement of in-house e-services, including booking, as well as facilitation of online bookings through partners' platforms (Cargo.one, WebCargo)
- Integrated logistics solutions through ELS (Engineering & Logistics Service)
- Developing of existing markets using advantages of Trans Siberian routing



Diversified fleet of freighters to meet logistics challenges



RAMP FREIGHTERS







Boeing 777F Payload: 102,010 kg



IL-76TD-90VD Payload: 50,000 kg



Boeing 737F Payload: 23,950 kg









Competence and Expertise

Qualified and certified team of logistics practitioners for transportation of general and special cargo

- Customized logistics solutions for transportation of general and special cargo (temperature- and timesensitive, dangerous goods, live animals, oversized and heavy, fresh and others)
- IATA certified, full compliance with all international/internal safety guidelines and quality standards (Cargo iQ)
- 30+ years of experience in air cargo industry expertise, knowledge and qualified personnel
- 'One-stop-shop' experience under 'Cargo Supermarket' concept with access to the Group fleet, united sales & marketing center and logistics expertise
- Over 30 online airfreight destinations with effective connectivity options through hub in Moscow and 48-hour delivery time
- Logistics solutions, complemented by extensive network of the Group interline partners and trucking companies worldwide
- Member of Cool Chain Association, IATA CEIV (pharma) and QEP certified
- Dedicated solutions for various industries: healthcare, high tech, e-commerce, aerospace, Oil and Gas, and others.













- Scheduled flights and charter programmes operated by ATRAN
- Offices of Volga-Dnepr with local teams to organize charter flights to any origin/destination possible
- Scheduled flights and charter programmes operated by CargoLogicAir, strategic partner

Volga-Dnepr Group has been expanding its network to meet the needs of its customers worldwide. Today, under **Cargo Supermarket concept** with one-stop-shop options the customers have access not only to the **whole freighter fleet** of Volga-Dnepr Group but also to network of other carriers within the Group and **strategic partners**.

A TOTAL LOGISTICS solution



Through our CARGO SUPERMARKET concept we aim to make life of our customers easier. Our 'ONE-STOP-SHOP' service improves customer experience, making it seamless, faster and reliable. Here is how it works within Volga-Dnepr Group:

CARGO REQUEST

with all the characteristics

- Dimensions
- Type of cargo
- Commodity
- Weight
- Origin
- Destination

CLASSIFICATION OF CARGO

general, temperature, non-temperature, oversized, heavy, dangerous, live animals, etc.

- Cargo quoting
- Route planning, incl. trucking (if needed)
- Minimum list of transportation conditions
- Loading conditions
- Choice of aircraft
- Calculation of costs
- Packaging requirements

SCHEDULED CARGO OPERATION

- Route is within scheduled carriers' network
- Payload starting from 0.5 1 kg
- Additional equipment of ULD for transportation of specialty cargo (temperature sensitive, dangerous goods, etc)

LOGISTICS CONSULTING

- Door-to-Door delivery
- Working out of cargo routing, its verification and assessment
 from production site to final destination
- Combined worldwide multimodal schemes using road, rail and sea transport modes
- Cargo insurance and storage



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ENGINEERING CONSULTING

- Technical cargo analysis and loading options
- Solution for cargo handling
- Solution for fast and safe on/offloading
- Design and manufacture of special loading equipment
- Load planning using 3D simulation

CHARTER CARGO OPERATION

AT.

- Payload equals freighter's capacity
- Route is outside scheduled carriers' network
- Airports of origin and destination lack some cargo handling equipment
- Cargo is outsized or super heavy to transport on board B747, B777 or B737 freighters
- Design and manufacture of special frames to enable loading and transportation of cargo

CARGO BOOKING

cargo movements

receipt of tracking number,

notifications to customers upon

Products



CCO – Charter Cargo Operations

We are charter professionals:

- Professional consultation
- 30+ years of experience in charter cargo sector
- Technical inspection of cargo and preparation for shipping
- 3D modelling of loading to guarantee cargo integrity
- Design and manufacture of special frames to enable loading and transportation of the cargo
- Packaging advice and support to ensure the integrity of the cargo throughout the transportation process
- Obtaining of all necessary permits
- Unique transportation solutions
- Special loading/unloading equipment
- Sourcing of third-party cargo aircraft if required to minimize costs for customers
- Assistance with customs clearance and insurance
 Provision of ground equipment at airports

ACMI

ACMI Programs:

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- Professional consultation
- Crew availability
- Modern fleet of freighters
- Effective airworthiness management
- Flexible ACMI timeframe lease



SCO – Scheduled Cargo Operations

We are scheduled operations professionals:

- Global network coverage
- Expertise in transportation of specialty cargo temperature- and time-sensitive goods, dangerous goods (including CAO), live animals, oversized and heavy, ecommerce and others with dedicated teams
- High quality standards IATA CEIV, IOSA, Cargo iQ, QEP, etc
- Over 1,100 logistics practitioners worldwide with regional understanding but global vision
- Enhanced customer journey experience through userfriendly e-services on the website, through MobApp, dedicated auto schedule notifications, and booking options through partners' platforms – cargo.one, WebCargo
- Logistics solutions, complemented by extensive network of ABC interline partners and trucking companies worldwide

LTCP – Long Term Charter Programs

Regular charter programs for 6 months + period:

- Dedicated Programs for forwarders and shippers
- Fully focused and customized for certain customer
- Long-lasting relations with airport authorities worldwide for speed route launching
- Strong expertise in traffic rights negotiations
- All benefits of charter programs on a regular basis 10
- Careful control of obligations fulfillment

Charter Cargo Operations – expertise



- Professional consultation
- Regional offices with logistics practitioners
- Technical inspection of cargo and preparation for shipping
- Design and manufacture of special frames to enable loading and transportation of the cargo
- Packaging advice and support to ensure the integrity of the cargo throughout the transportation process
- Obtaining of all necessary permits
- Unique transportation solutions for over 30+ years
- Special loading/unloading equipment
- Sourcing of third-party cargo aircraft if required to minimize costs for customers
- Assistance with customs clearance and insurance
- Provision of ground equipment at airports
- Cargo delivery by road / rail / sea / air





Charter Cargo Operations – Truly Global





- Unique technical features for nonstandard, outsize and heavy cargo transportation
- A truly global scope using the world's most diverse cargo fleet.
- A globally recognized partner for Aid & Relief Cargo

With 30 years of aircraft operations, Volga-Dnepr Group has a full charter history of reaching not only the world's most important economic hubs, but also some of the world's most remote destinations

- Global network coverage over 30 online destinations + strategic and interline agreements in place
- Fleet commonality of Boeing 747 and Boeing 777 freighters
- Expertise in transportation of special cargoes temperature- and time-sensitive goods, dangerous goods (including CAO), live animals, oversized and heavy, e-commerce and others with dedicated teams
- High quality standards IATA CEIV, IOSA, Cargo iQ, QEP, etc
- Over 1,100 logistics practitioners worldwide with regional understanding but global vision
- Enhanced customer journey experience through user-friendly e-services on the website, through MobApp, dedicated auto schedule notifications, and booking options through partners' platforms – cargo.one, WebCargo
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Industry focus



Volga-Dnepr's cargo practitioners have been developing **dedicated industry solutions** using their diverse background, expertise and experience for customers from humanitarian, Oil & Gas, aerospace, automotive, and other industries.



Industries



Healthcare

- QEP certified network
- Best practices in tackling fights against viruses' spread with all the safety procedures in place
- Leasing contracts with the leading ULD providers heat, cool, passive and refrigerated containers
- Special packaging solutions and thermal blankets for palletized shipments
- Temperature control facilities across the majority of stations throughout the network
- Data loggers to capture in-flight data
- Expertise and experience in outsize and heavy logistics for transportation of ambulance, disinfecting vehicles, mobile laboratories, etc.
- Strong healthcare team



Aid & Relief

- Fast-response air charter solutions
- Cost-efficient solutions within the delivery timescale
- Combination of charter and scheduled cargo services to reduce costs
- Competence in outsized and superheavy cargo transportations, design and

manufacture of special loading equipment

- Streamlined flight organization procedures
- Collaboration with the leading NGO
- Experience in handling various types of humanitarian equipment















E-commerce

Fleet & network:

- Transit time up to 10 days (3-4 days for central Russia)
- Multiple route options with coverage of the main catchment areas in Europe, Asia and North America.

Loading and handling:

 Special ULD (stabilizing racks), which can be used as an additional tool for transportation of light but volumetric e-commerce cargo - stabilizing racks (Q7, Q6), improved ULD (PMC with extenders) for bulk cargo to use the empty loadable space in lower deck compartment

Digital solutions:

- Enhancement of online booking tool to facilitate smooth 'work-fromhome' process for customers with constant booking confirmations
- Improved e-services (schedule, track&trace, etc)
- IT hub and integration with e-commerce stakeholders to guarantee 100% data transparency and accuracy
- Advanced schedule updates through e-mail in auto mode with frequency and other settings adjusted upon customers' needs
- Extended MobApp features

Expertise:

- Extraterritorial Office of Exchange (ETOE) conversion of the master airwaybills to CN-38 that speeds up delivery time and last-mile logistics – Special Operating Procedures in place
- Special Operating Procedures in place for Lithium Batteries transportation as some e-commerce shipments contain LB inside









High Tech



Consumer LI-ION electronics

Lithium batteries

Fleet:

• Acceptance of all types of lithium-ion and lithium metal batteries in accordance with IATA DGR and TI ICAO including batteries under SP A88 and A99

Loading and handling:

- Usage of shock and tilt data loggers, when required
- Additional control at each stage of ground and cargo handling, including required speed and angle of the handling equipment according to specification of the shipment, observation/supervision of "handle with care" procedures
- Tie-down arrangements

Safety:

- Acceptance, delivery, build-up/break-down and storage is within CCTV coverage or guarded by a specialized security service
- Multi-level security control and special monitoring from acceptance to delivery
- Dedicated storage area with 24/7 security surveillance and restricted access
- Visual check of cargo before the flight
- Developed procedures increasing the safety of the cargo

Expertise:

- User-friendly Operator Variations published in IATA DGR
- Special training course 'Transportation of lithium batteries' by certified trainers
- Advisory support with respect to ready-for-carriage procedures







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Aerospace

- Factory visits for cargo inspections
- Load planning with the usage of 3D simulation software
- Special Operating Procedures for the transportation of aircraft engines
- Extensive data base with aircraft engines, characteristics and OEM guidelines for transportation





AOG services

- A one-stop shop for all AOG inquiries, operating 365/24/7;
- International coverage with local offices
- Hangar facilities: 8,500sqm hangar in Leipzig (LEJ) and 22,000sqm hangar in Sharjah (SHJ);
- Certified, experienced, and highly-skilled specialists, including engineers and technicians with departure of maintenance team to AOG site
- Provision of the most cost-efficient, fast, and secure logistics solutions for AOG situations;
- Structural/ Mechanical/ Composite repair: Engines change, Wheels and brakes shop, Interior works, NDT (non-destructive testing) availability, Spare parts provision, Customs clearance services, Processing necessary records (Job Cards / Flight Logs / WRS)









OIL & GAS SHIPMENTS

UPSTREAM

Drilling equipment Pumps Power houses Blowout preventers "Christmas trees"

MIDSTREAM

Tube bundles Pipeline valves Vents Pipe layers

DOWNSTREAM

Compressors Heat exchangers Stabilizers Control units



Energy [

• Factory visits for cargo inspections

Industries

Oil & Gas

- Competence in outsized and superheavy cargo transportations, design and manufacture of special loading equipment
- Load planning with the usage of 3D simulation software
- Experience in transporting various types of Oil & Gas and Energy equipment



Hydroturbine runners Wind turbine components Equipment and supplies for

nuclear power plants



ENERGY SHIPMENTS

POWER GENERATION	POWER TRANSMISSION AND DISTRIBUTION (T&D)	OTHER POWER PLANT COMPONENTS	
Generator rotors	Transformers	Valves	
Heavy-duty gas turbine	Power cables	Heat exchangers	
(HDGT) rotors	Electric components	Pumps	
Industrial gas turbines (IGT)	Mobile substations	Spare parts	
Aero-derivative gas turbines (AGT)			
Diesel generator sets			
Mobile gas turbine packages			





Automotive

Loading and handling:

- Special ULD double-deck loading and transport system designed and patented by Volga-Dnepr which allows the An-124-100 to transport up to 35 cars on a single flight
- Rent of car racks to maximize aircraft capacity
- Various tie-down options basic lashing method, soft-block loop, basket method according to customers' needs
- Both palletized and RO/RO (roll on, roll off) solutions

Expertise:

- Standard Operating Procedures for all types of cars including prototype cars, motorcycles, racing cars, and hybrid vehicles
- Race events logistics scheduled/charter options with value-added services (customs clearance, operational support, special airport loading equipment, etc)



- One of the few well-known Carriers who accepts all types of lithium metal and lithium-ion batteries that are allowed by IATA, both single and in an equipment
- Great expertise in transportation of SP A88, A99, etc
- Customer-friendly Operator Variations for LB acceptance
- Tailor-made Special Operating Procedures for carrying/handling LB upon customers' requirement









ELS - Engineering and Logistics Service

Throughout 30 years of successful operations in the market of logistics Volga-Dnepr has managed to gain the required experience and expertise which formed the basis for creation of Engineering and Logistics Service (ELS). Our integrated and cost-effective solutions with the whole spectrum of required works, experienced specialist and global coverage will guide you through logistics challenges.



ogistics consulting services

- Site-to-Site delivery with optimal route and timeframes
- Working out of cargo routing, its • verification and assessment - from production site to final destination
- Combined worldwide multimodal • schemes using road, rail and sea transport modes
- Cargo insurance and storage with . agreements for respective services and e-documentation management with regulators





Engineering consulting

- Engineering assessment of cargo with on-site inspection in any part of the world. Technical cargo analysis, transportation and loading options;
- Technical solutions for cargo handling packaging, storage and transportation options, including specialty cargoes: VAL, DGR, AVI and others;
- Loading/offloading and transportation of cargo – development of technical solutions for fast, seamless and safe loading/offloading procedures during transportation.;
- Design and manufacture of special loading equipment - frames for outsized and superheavy cargoes, weight distribution frame and sling system;
- Load planning with the usage of 3D simulation software.



Flight organizational support services

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- Aircraft ground handling;
- Flight operations permits:
- Business-jets organizational support ٠ (permits, handling, VIP servicing);
- Urgent charters support service; ٠
- Rental of outdoor loading equipment;
- Ground handling equipment in the airports;
- Airport and terminal fees coverage;
- Secure storage: ٠
- Aircraft parking and fueling;
- Crew hotel accommodation in the airports of departure and arrival;
- Catering management; ٠
- Airport entry-pass for the personnel and loading equipment/vehicles.





Volga-Dnepr has been covering trucking delivery since 1994 through independent Volga-Trucks company. Its extensive network, fleet of vehicles and experienced personnel enable the company to offer its customers tailor-made multi-modal logistics solutions.

Volga-Trucks specializes in road feeder services across Russia, the CIS, the EU, including to major airports using specialized transport solutions.

Reliable Fleet	up to 3 t	up to 5 t in up to 7 t in	up to 20 t OUTSIZE
 We offer: GPS monitoring Video upon request IT solution to control the temperature of the cargo Access to major airports - SVO/VKO/DME 	 Types of goods Dangerous goods Temperature- sensitive goods (from- 20C to +20C) Outsize cargo Shipments requiring special loading procedures Transportation of customs cargo 	 Sales Offices CARGO DETAILS Dimensions Type of cargo (ADR, temperature- sensitive, outsize, etc.) Estimated time of cargo Arrival 	 Contacts E-mail: <u>vtrucks@volga-dnepr.com</u> Tel: +7 (8422) 59-01-74 Website: <u>http://www.vd-auto.ru/</u> Copy to inquiry by Volga-Trucks PROPOSALS Vehicle type required for planned cargo Cargo transportation costs (if not available in our price list) Confirmation of vehicle reservation for planned cargo on planned date

• List of required documents

Compliance Management System





Effective channels of whistle-blowing system: online, hot line, e-mail, direct communication

> Identifying and preventing wrongdoing







COVID-19 responsiveness and clean service

In 2020 the world faced unprecedented challenge – COVID-19 pandemic which 'tested' the air cargo industry. ABC, together with Volga-Dnepr Group has been able to respond to the challenge and guaranteed:



- PPE & Regular COVID-19 testing
 - Regular medical checks
- Special biosafety measures (airport corridors, separate hotel accommodations







- Disinfection of cargo compartments, cockpit
 - Clean Service safe transportation
- Station profile for each destination with reliable partners for disinfecting

services





Over 300 charter flights + countless number of delivery options through scheduled flights worldwide



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- Disinfection of cargo
- Regular dialogue with governmental, global healthcare organizations and other legal entities





Quick response and agility through constant communications with ULD suppliers. Pharma manufacturers and customers

*2020 figures

COVID-19 – personnel relations

Under the new normal the company has guaranteed safe working conditions for its employees worldwide to manage uninterrupted supply chains of essential products and much-needed cargo, which covered:

Work-from-home environment for up to 40% of personnel

- Provision of required office equipment (laptops, cameras, printer, monitors, etc)
- IT support to guarantee smooth working process
- Educational seminars to avoid information vacuum for remote workers
- Regular medicine support with the latest COVID-19 news and guidelines
- Flu and COVID-19 vaccination program

Frontline personnel (crew, operations, certain office staff)

- PPE for all the workers
- Regular COVID-19 tests
- Medical checks
- Flu and COVID-19 vaccination program
- Dedicated clean corridors in the airports, away from passengers
- Special hotel accommodation separate block/floor of rooms, room meals
- Dedicated airport transportation in disinfected vehicles
- Sanitizing guidelines for office premises and special checks upon staff return



By introducing these measures Volga-Dnepr guarantees that it does not spread COVID-19 through its personnel, freighters or cargo.



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Volga-Dnepr has been sharpening its expertise in vaccine transportation to guarantee integrity of life-saving products throughout the whole supply chain and implemented a 360-degree strategy to leverage vaccine flows.

Station profile across its **temperature-sensitive facilities** and capabilities in partnership with GHA, cargo terminals and airports.

Access to the pool of the leading manufacturers of **active and passive containers** (Envirotainer, DoKaSch, Va-q-Tec, Sonoco, and others)

Industry collaboration through workshops/trainings/follow-up meetings and joint online conference sessions with vaccine manufacturers, freight forwarders, ground handling agents, airports, container leasing providers and other stakeholders



Strengthening of **Global Healthcare Team** with the set-up of a dedicated **Vaccine Task Force** to support the customers worldwide with comprehensive logistics solutions for their pharmaceutical products.

DELIVERING HEALTH

IS OUR MISSION

Numerous options for vaccine delivery onboard **all types of the Group freighters** (Boeing 747F, Boeing 737F, Boeing 777F, An-124-100/150, II-76TD-90VD)

Proven **track record** of healthcare and vaccine shipments in line with the standard procedures of **IATA CEIV** and IATA Vaccine Transportation guidance

Part of UNICEF Humanitarian Airfreight Initiative

