



**AIR CARGO TRENDS,
INNOVATION &
DIGITALIZATION**





Know your Digitalizer



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**Director:
Digital Transformation**

Cargo Flash Infotech

24+ Years
in Cargo Aviation

- Bachelor of Commerce
- Post Graduate Diploma in Air Cargo
- MBA in Information Technology



Digital Transformation Journey



Strategic & Emerging

1

Cloud SaaS Solutions
E-Freight and E-AWB
Realtime Bookings
Realtime Capacity and Pricing
Integrated systems

Converged and Smarter

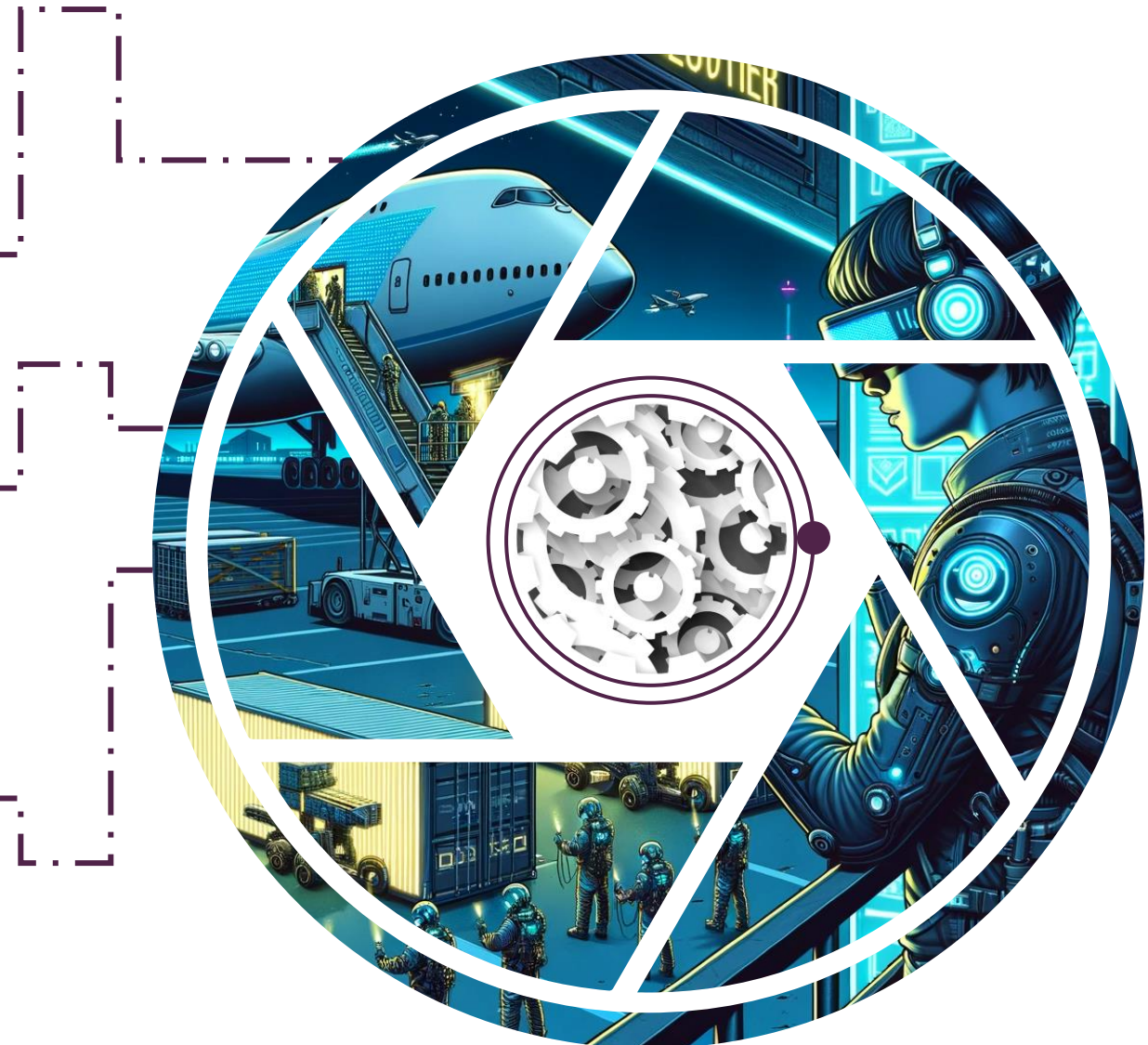
2

Mobile solutions
Realtime and workflow-based processes
Data Insights and dashboards
Dynamic Pricing & Revenue Mgt.
Credit Monitoring and real-time payment

Innovative & Data Driven

3

Adaption of One Record and Connected
Integrated AI & ML
Booking and Digital Distribution platforms
E-Commerce – First to Last Mile
Migration from process driven to data driven





The Scope of Digitalization - Mobility



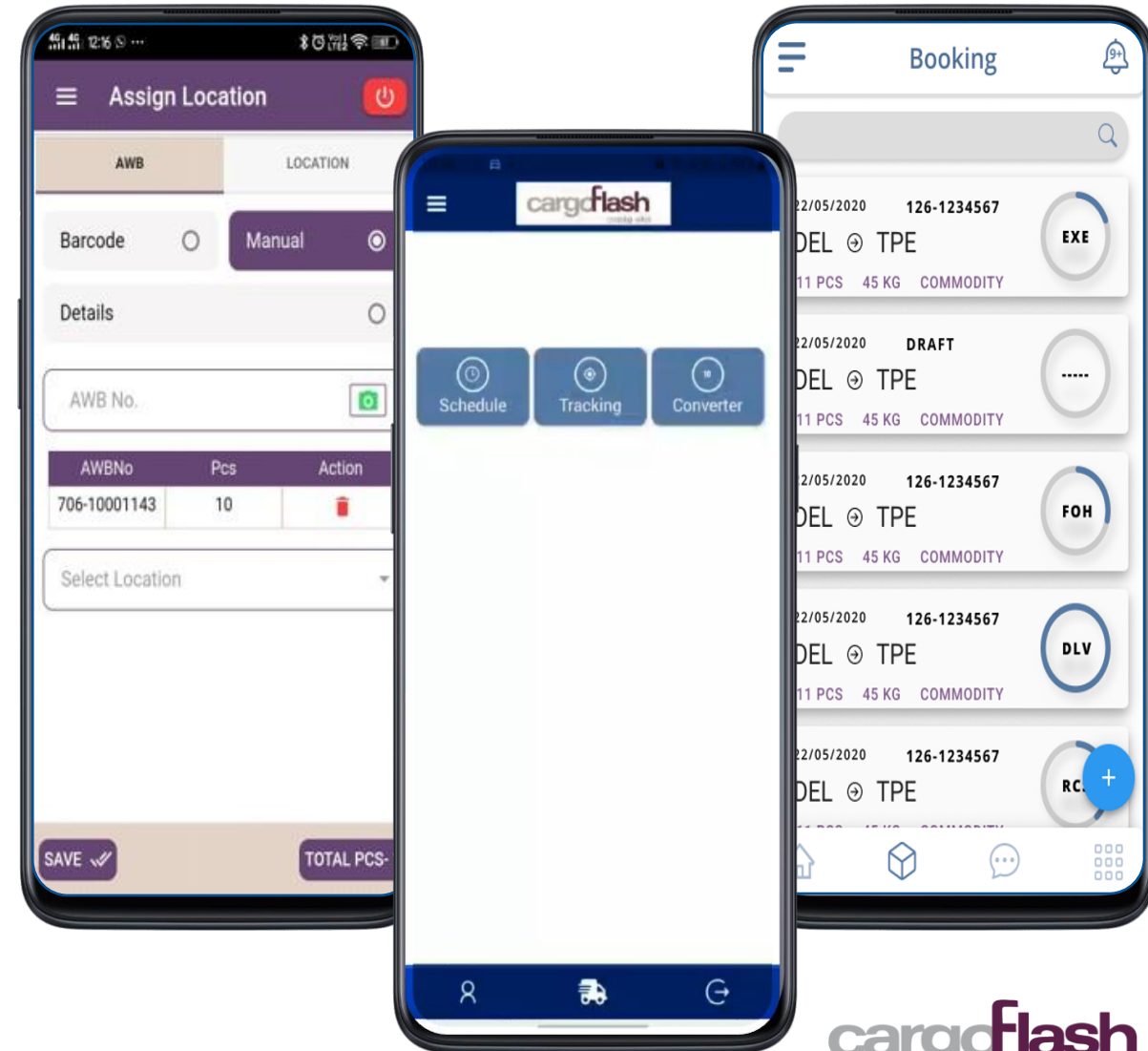
nGen Mobile Apps

Market Mobile

- Booking with auto route
- Search flight schedules
- Track shipments
- View tariff and contract rates
- Create and approve ad hoc rates
- Create complaint and claims

Warehouse HHT

- Complete Acceptance Process
- Screening Function
- Build-up/ Re-build Process
- Manifestation, Ramp Offloads
- Arrival Process
- Import Flight check Process
- Assignment of location





ONE Record: Digitalizing the Industry



- **Paper:** 30 docs/shipment, 7800 Tons/year
- **Systems:** Fragmented; stakeholders disconnected
- **Data:** EDI issues; missing/limited info
- **Sources:** Multiple parties, varied data for same message
- **Delays:** Manual processes & outdated sharing methods
- **Customer Needs:** Speed, transparency, streamlined service

1. The Imperative of Digitalization

2. The ONE Record Solution

- **Connectivity:** Uses APIs & ontologies for enhanced exchange
- **Entire Supply Chain:** Has to capability to go multi-modal
- **Data:** Real-time sharing; agile operations
- **Single Source of Truth**
- **Centralization:** Consistent, accurate data; reduces discrepancies
- **Security:** Prioritized in centralized setup, safeguarding sensitive information

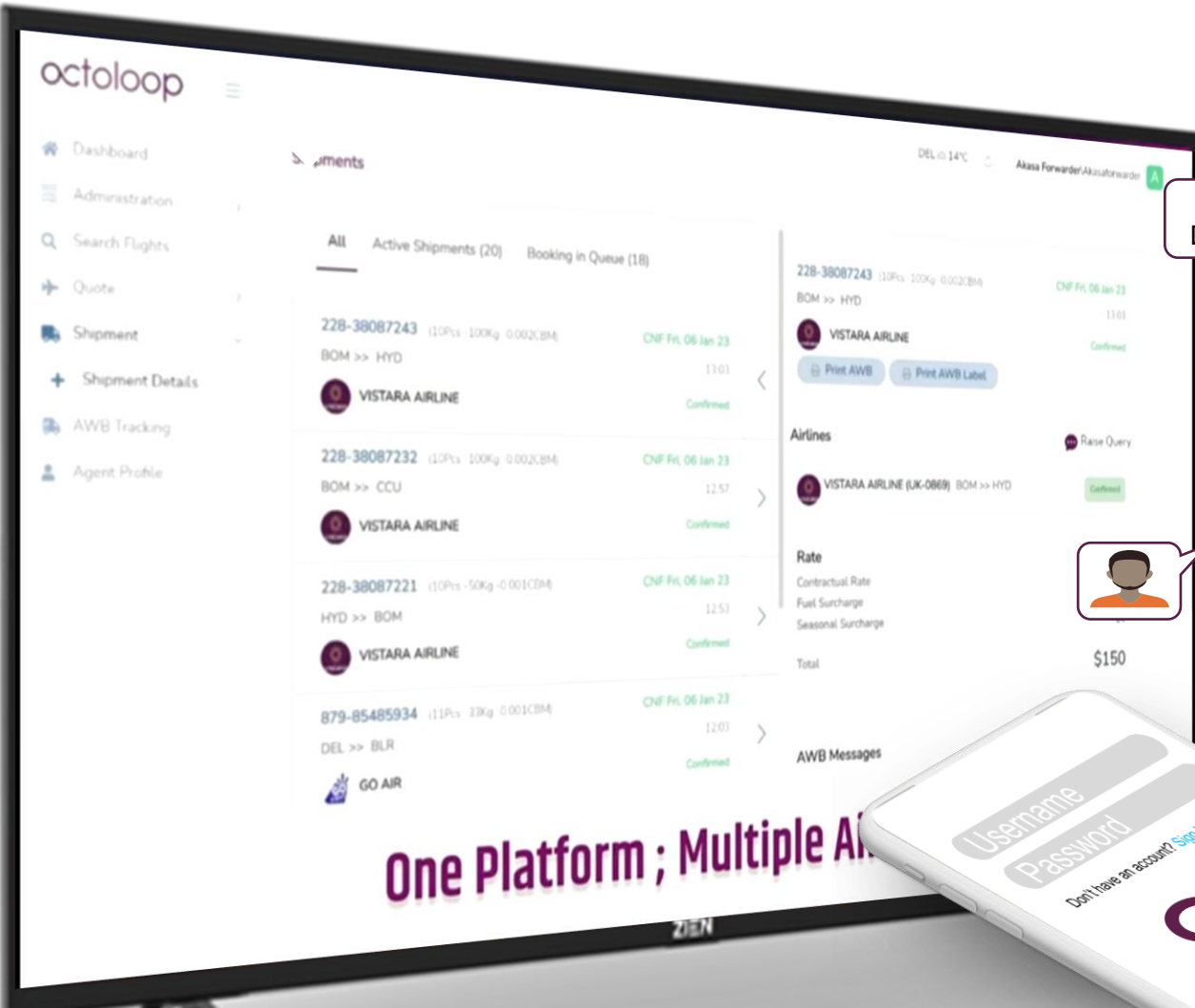
3. Path to Adaption

- **Learn:** Dive into IATA resources; workshops & training
- **Team Up:** Connect with IT vendors; find ONE Record airline and GHA partners
- **Invest:** Don't fear, long-term benefits outweighs investment
- **Pilot:** Pilot implementation with partners before full rollout
- **Feedback:** Keep channels open for insights

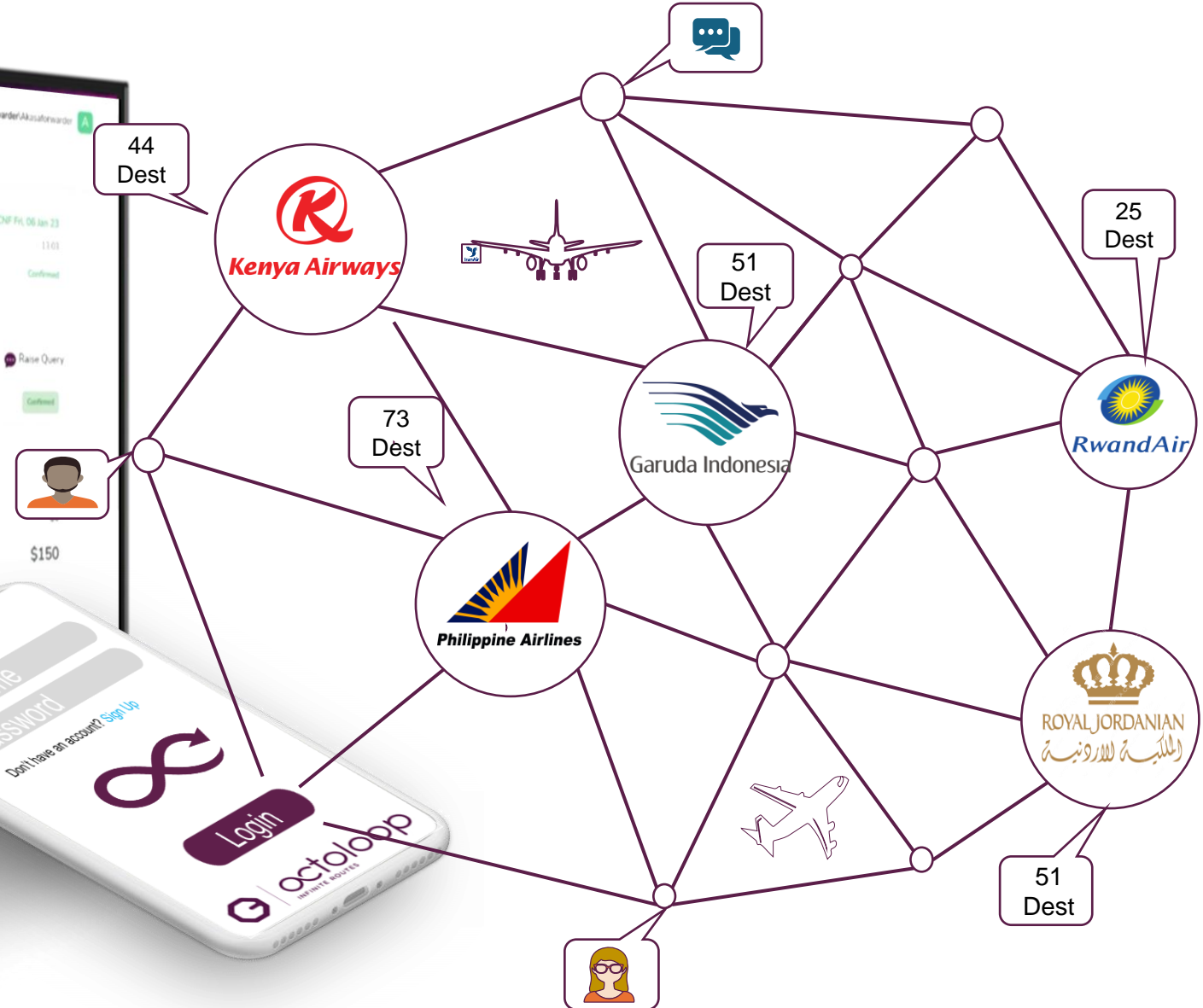


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INFINITE ROUTES



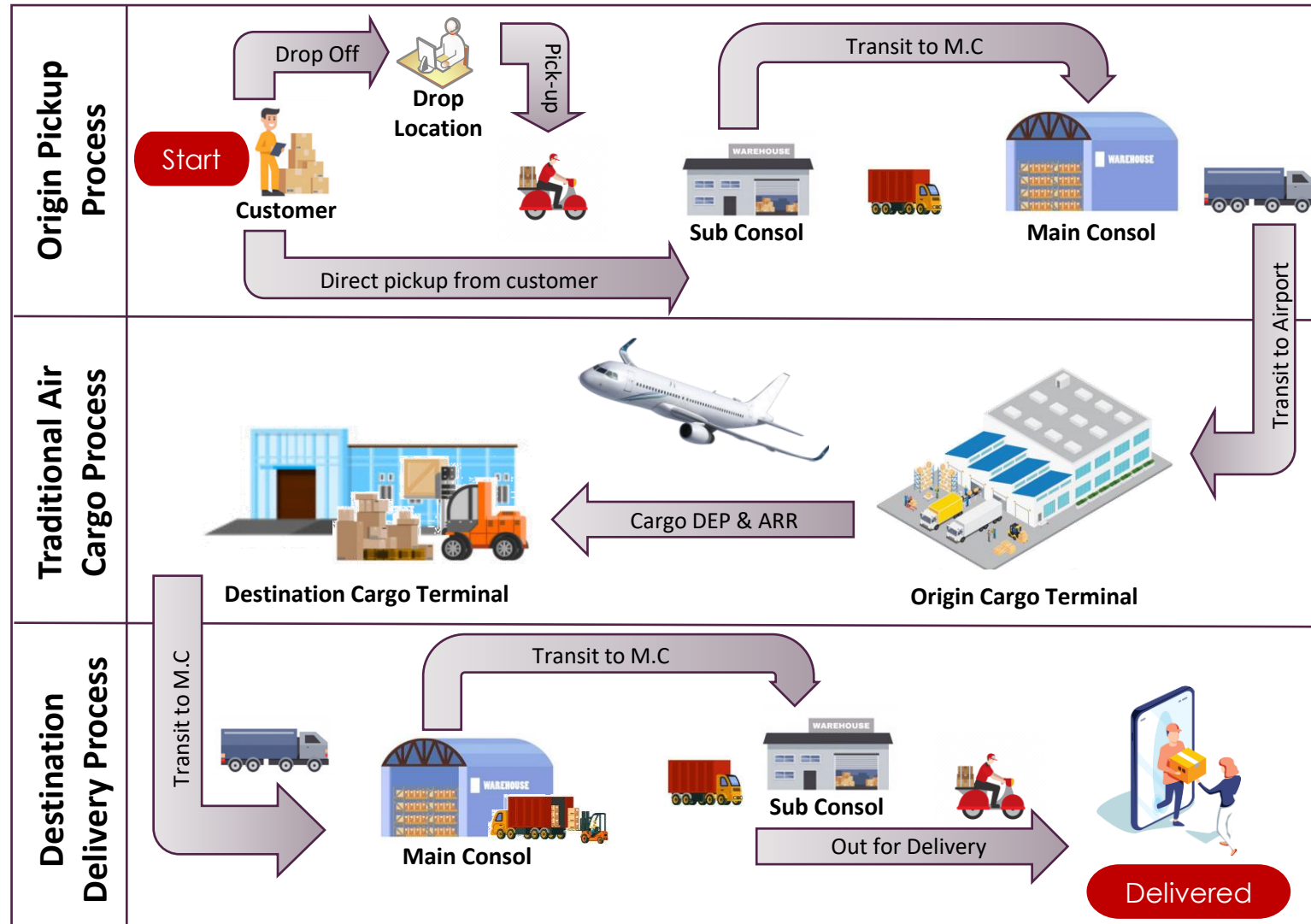
One Platform ; Multiple Airlines



The Scope of Digitalization – Beyond Cargo



E-Commerce Door to Door – Virtual Integrator



- Creates new revenue and secures e-commerce freight by offering new services:
- Manages entire lifecycle seamlessly using 3rd party vendors.
- Complete business handled through outsourced partners
- Supports E-com – FC/ MP models.
- Digital RTV/RTS processes for higher efficiency.
- No conflict with existing Air Cargo Process and forwarders
- Minimum risks and costs
- Manages & monitors each movement from booking till delivery



Beyond 2030: The Future of Air Cargo with Gen AI



AUTONOMOUS AI AGENTS

Autonomous AI agents will handle end-to-end communication between forwarders and airline systems. These agents can autonomously negotiate rates, book shipments, and resolve issues without or very limited human intervention.

01

REAL-TIME ADAPTIVE LEARNING

Gen AI systems will continuously learn from real-time data to improve and adapt communication protocols, ensuring that interactions between forwarders and airlines are always optimized, thus proving hyper-personalized Customer Experience

03

INTELLIGENT IMAGE RECOGNITION

AI-driven image recognition will scan and analyze images of cargo to identify items that do not match declared contents, spotting hidden dangerous goods effectively.

05

ADVANCED ANALYTICS AND FORECASTING

Gen AI will use vast amounts of data to predict shipping demands, optimal routes, and pricing strategies. Forwarders can communicate their capacity needs based on predictive insights.

02

DIGITAL TWINS AND AUGMENTED REALITY

Using digital twins of cargo operations, Gen AI will run virtual simulations to predict outcomes, real-time adjustments and optimize routes, loading, and handling processes.

04

PREDICTIVE RISK ASSESSMENT MODELS

Advanced pattern recognition algorithms to identify anomalies and inconsistencies in cargo declarations, potential hidden dangerous goods. Analyzing patterns and trends in the shipping data, identifying high-risk shipments before they are loaded.

06





THANK YOU!

STAY SAFE! STAY Digital! STAY AHEAD!

