

TIACA, June 2024

# 3 predictions for air cargo in 2025





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# Chief Product Officer, AirAsia cargo

Belli → air cargo SaaS for airlines





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# Consulting for airline clients

Belli → air cargo SaaS for airlines





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# Built the aviation logistics platform for SpaceX

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## 3 predictions for air cargo in 2050



**There will be 100  
different online air  
cargo marketplaces**



## 3 predictions for air cargo in 2050



There will be 100  
different online air  
cargo marketplaces



**Airlines will compete  
directly with logistics  
integrators**



## 3 predictions for air cargo in 2050



There will be 100 different online air cargo marketplaces



Airlines will compete directly with logistics integrators



**Venture capital will accelerate the digitization of air cargo**



## 3 predictions for air cargo in 2050



**There will be 100  
different online air  
cargo marketplaces**





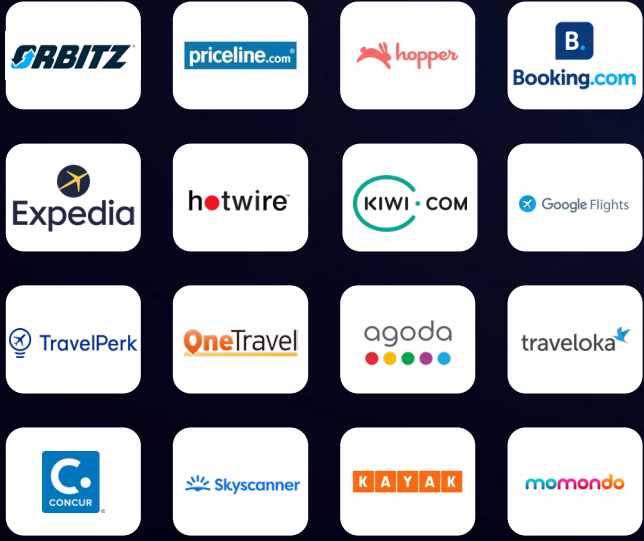
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# 30 years ago, only 1% of passenger flights were sold online



# Today, there are 1000+ marketplaces for flights

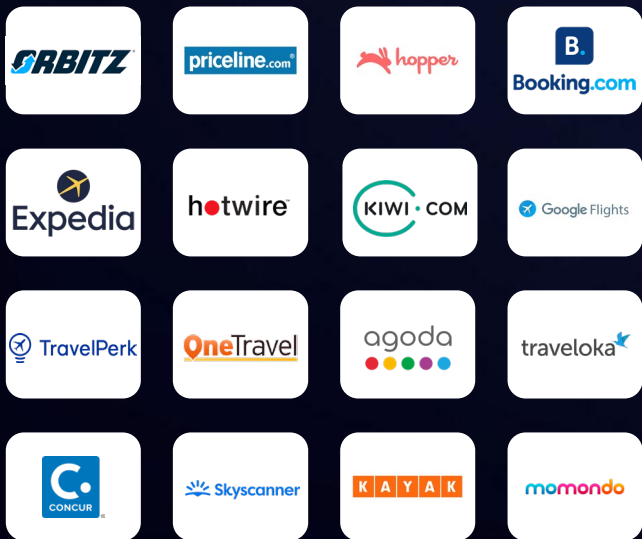
## Passenger flight marketplaces





# In 25 years, there will be 100+ air cargo marketplaces

## Passenger flight marketplaces



## Air cargo marketplaces





# Webcargo owns a ~70% market share



Founded: 2017  
HQ: Germany  
Raised: **\$65m**

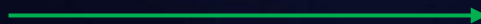


**WEBCARGO™**

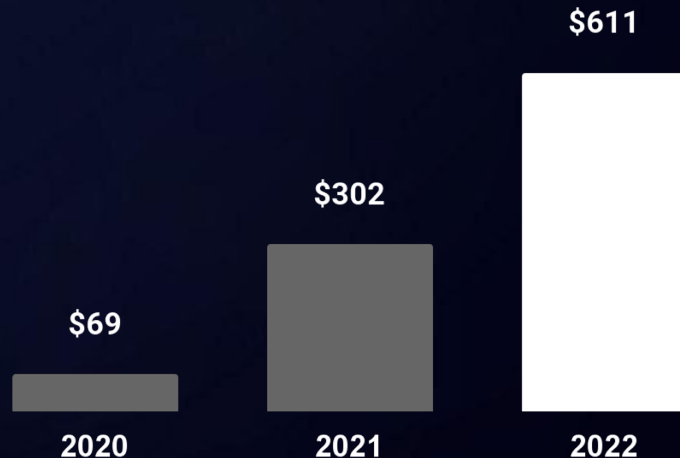
Founded: 2019  
HQ: Israel  
Funding: **\$120m**



Founded: 2019  
HQ: Singapore  
Raised: **undisclosed**



WebCargo bookings (GMV, millions, USD)





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**Airlines will compete  
directly with logistics  
integrators**



# Most people associate integrators with global air cargo

Examples

Share of Air Capacity

**Integrators**  
Global Logistics



17%



# Airlines are starting to compete directly with integrators

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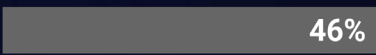
## Examples

## Share of Air Capacity

**Integrators**  
Global Logistics



**Freighter Only**  
Regional Players



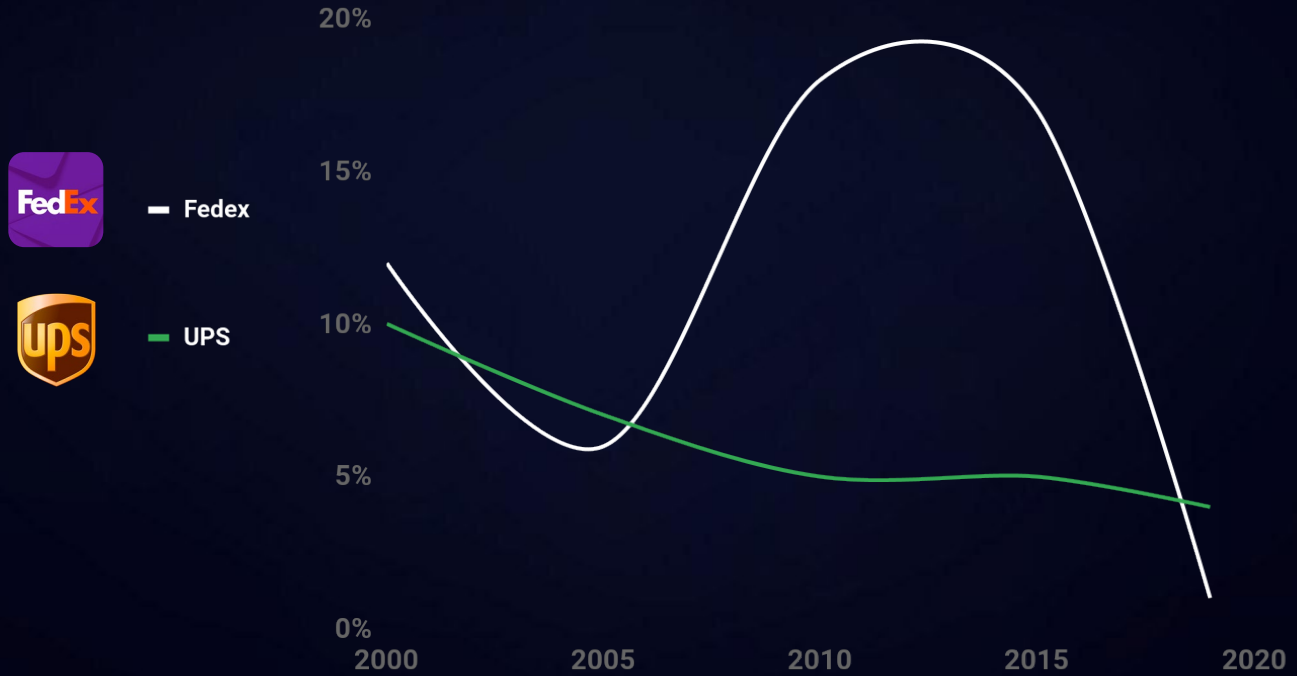
**Airlines**  
(Belly + Freighter)



This is poised to grow rapidly over the next 10 years



# Air cargo as a % of total revenue declines each year



FedEx



UPS

*air freight revenue as a percentage of total revenue at express international divisions*





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Airlines will compete directly with logistics integrators



**Venture capital will accelerate the digitization of air cargo**





# Silicon Valley venture capital is investing in air cargo

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- Startups
- Venture
- Apple
- Security
- AI
- Apps
- Events
- Startup Battlefield
- More

Startups

## Cargo.one gets \$18.6M to take its air freight booking platform over the pond

Natasha Lomas / 3:12 AM PDT • July 27, 2020

Comment





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**Airlines will compete  
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**Venture capital will  
accelerate the  
digitization of air  
cargo**



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# 3 things I learned about Kazakhstan during my first visit



# 3 things I learned about Kazakhstan during my first visit



Everything in the periodic table



# 3 things I learned about Kazakhstan during my first visit



Everything in the periodic table



It gets cold



# 3 things I learned about Kazakhstan during my first visit



**Everything in the  
periodic table**



**It gets cold**



**Guests can take  
something from your  
house**





Thanks! Jeff Pan: [linkedin.com/in/jeffmpan](https://www.linkedin.com/in/jeffmpan)