

# THE COMPLETE AIR CARGO SOLUTION

Streamline Cargo Sales, Operations & Revenue Accounting





## Decades of Cargo Experience

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- The cargo application was originally released in 1989 as the first cargo application to fully enable electronic cargo sales, operations and revenue accounting in one application. Continued research and development in combination with utilizing the latest technologies has resulted in the 5<sup>th</sup> generation of the software, now delivered as a cloud-based SaaS solution that requires minimal training and fast implementation resulting in a fast time to market.
- KOUKIS AVIATION specializes in providing a fully integrated air cargo services system tailored specifically to airlines.
- Our platform streamlines the entire air cargo process from initial sales and bookings to operations management, revenue accounting, and final General Ledger (G/L) posting ensuring seamless coordination across all departments involved in cargo operations.





A background image showing a cargo plane on a tarmac at sunset. In the foreground, a pallet loaded with large cardboard boxes secured with black strapping is visible. The sun is low on the horizon, creating a warm orange glow. The plane's wing and tail are visible in the background.

# Why Choose KOUKIS AVIATION?

## **End-to-End Solution**

We offer a complete air cargo management system that covers the entire air cargo life cycle, reducing manual processes and improving operational efficiency.

## **Customizable and Scalable**

Whether you're a small domestic, regional or a global cargo operator, our platform is designed to adapt to your business needs and grow with your operations.

## **Real-Time Data, Management Dashboards & KPIs**

Gain real-time insights into cargo performance, financial data, and operational efficiency, enabling smarter decision-making and proactive disruption management.

## **Seamless Integration**

Our system easily integrates with existing airline software systems such as Flight Operations and other 3<sup>rd</sup> Party Systems.

## **Advanced Intelligence**


With KOUKIS AVIATION, airlines can unlock new levels of efficiency, accuracy, and profitability using advanced intelligence in their cargo operations. KOUKIS CARGO not only improves operational workflows but also ensures financial accountability. We help airlines deliver on their cargo promises while optimizing revenue.



# Advanced Intelligence

- Optimize Business Processes
- Analyze Booking Trends versus Sales Forecasts
- Optimize Aircraft Capacity
- Optimize Cargo Revenue
- Proactive Disruption Management through KPIs
- Real-time Managements Dashboards
- Enforcing your Rules System-Wide
- Less Dependency on Individuals
- **No Hidden Costs!**



A large cargo aircraft is shown on a tarmac, with a white loading platform extended towards its cargo door. The platform is a complex mechanical structure with multiple levels and ladders. The aircraft's fuselage is white with some dark markings. The background shows a clear sky with some clouds and a distant airport building.

## Key Advantages

- **Sales, Quotes and Bookings**

- The KOUKIS CARGO platform empowers airlines to manage customer interactions, pricing, and capacity efficiently. With real-time visibility of cargo space and automated online quote & booking capabilities, we enhance the customer experience and maximize cargo revenue opportunities.

- **Flexible Rate Management**

Our rating engine allows airlines to respond instantly to market shifts, such as seasonal demand, competitor pricing changes, or economic events. This ensures competitiveness and helps secure business in a dynamic market.

- **Operations Management**

- Whether it's handling flights, cargo routing, scheduling, or load optimization, KOUKIS CARGO simplifies operations by providing a single, centralized tool for Sales, Booking Management, AWB entry, managing flights, manifesting, tracking shipments and ensuring timely deliveries.

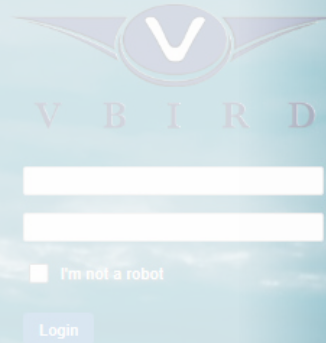
- **Integrated Revenue Accounting**

Our robust accounting module automates complex processes of invoicing, payment tracking, and reconciliation. The system ensures accurate revenue recognition, helping airlines to manage finances and monitor profitability in real-time and offers electronic invoicing, online payments as well as centralized credit control.



# Cargo Management Overview

- ✓ Agent Online Portal
- ✓ Cargo Sales
- ✓ Cargo Rate Management
- ✓ Cargo Operations
- ✓ Cargo Automated Capacity Planning
- ✓ Integrated Cargo Revenue Accounting
- ✓ Business Intelligence and Analytics
- ✓ G/L Interface (API)
- ✓ Flight Management
- ✓ 24/7 Support & Maintenance





# Management Dashboards





# Real-time Management Information & KPIs

## Management

4 weeks



5.9%

Load factor

1 wk 4 wk 13 wk 52 wk

USD 2.0M

Sales

1 wk 4 wk 13 wk 52 wk

10.9

Average days to pay

1 wk 4 wk 13 wk 52 wk

USD 433.3K

Unbilled

USD ¢ 62.3

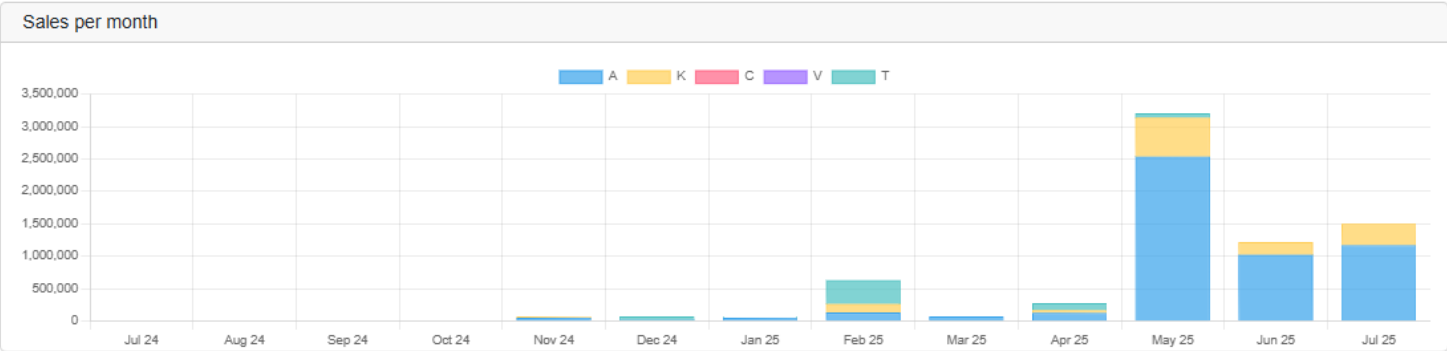
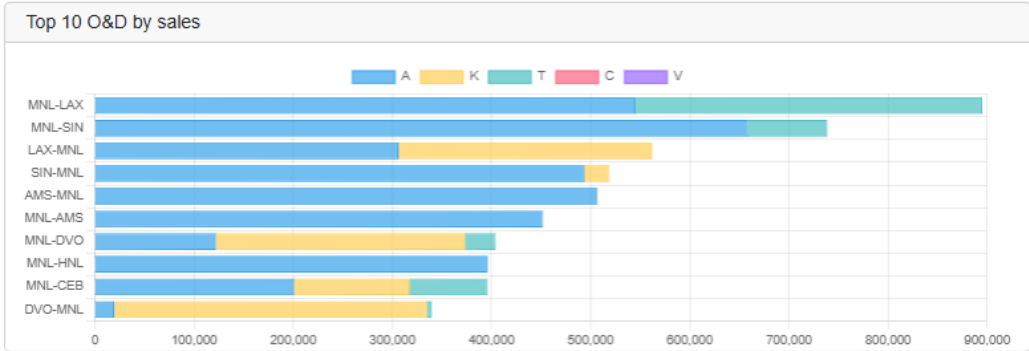
Yield per RTK (service code A)

1 wk 4 wk 13 wk 52 wk

0

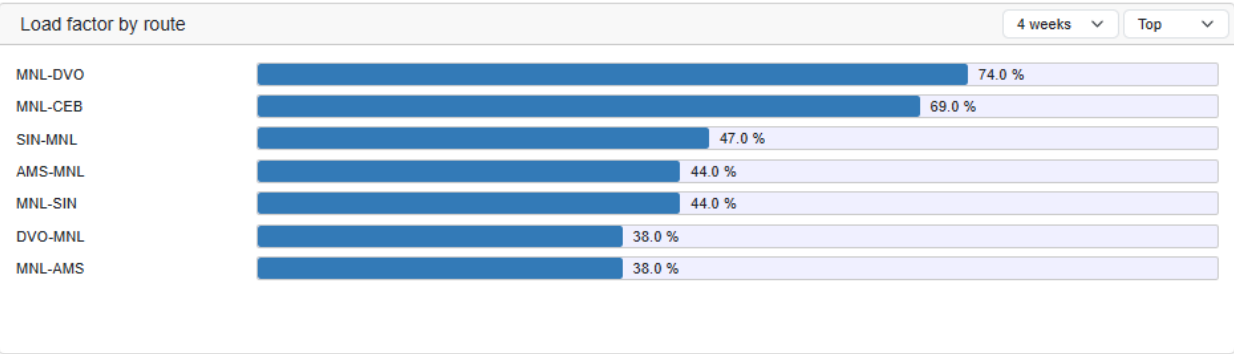
Expiring rates

1 wk 4 wk



Top shippers

| Code                    | Name            | Current Sales | Previous Sales | Trend     |
|-------------------------|-----------------|---------------|----------------|-----------|
| <a href="#">28C0008</a> | Ab Van der Laak | USD 651.1K    | USD 566.8K     | 14.86% ^  |
| <a href="#">28C0001</a> | Nokia           | USD 640.1K    | USD 469.3K     | 36.39% ^  |
| <a href="#">28C0011</a> | Bos Cargo       | USD 506.2K    | USD 790.1K     | -35.94% v |
| <a href="#">28C0002</a> | XYZ Logistics   | USD 874.00    | USD 0.00       | ∞% ^      |








# Real-time Operational Dashboard – Proactive Disruption Management


## Operations


4 weeks ↕  


 **5.9%**  
Load factor  
1 wk 4 wk 13 wk 52 wk 0% ^

 **97.2%**  
On time departures  
1 wk 4 wk 13 wk 52 wk 3% ^

 **34.9%**  
Manifested on time  
1 wk 4 wk 13 wk 52 wk 16% ^

 **13.2%**  
Received on time  
1 wk 4 wk 13 wk 52 wk 3% ^

 **82**  
Zero cargo flights  
1 wk 4 wk 13 wk 52 wk -151% v

 **3**  
AWBs undelivered

| Flight status           |             |           |         |         |          |            |          |
|-------------------------|-------------|-----------|---------|---------|----------|------------|----------|
| Any 21 Jul 2025 +1 day  |             |           |         |         |          |            |          |
| Flight                  | Date        | Departure | Arrival | O&D     | Status   | Manifest   | Receive  |
| <a href="#">VX 0561</a> | 21 Jul 2025 | 05:59     | 07:32   | MNL-CEB | Arrived  | Manifested | Received |
| <a href="#">VX 0562</a> | 21 Jul 2025 | 09:05     | 10:15   | CEB-MNL | Arrived  | Manifested | Received |
| <a href="#">VX 0803</a> | 21 Jul 2025 | 09:10     | 13:00   | MNL-SIN | Arrived  | Manifested | Received |
| <a href="#">VX 0563</a> | 21 Jul 2025 | 11:32     | 13:29   | MNL-CEB | Arrived  | Manifested | Received |
| <a href="#">VX 0564</a> | 21 Jul 2025 | 14:00     | 15:35   | CEB-MNL | Open     |            |          |
| <a href="#">VX 0804</a> | 21 Jul 2025 | 14:10     | 18:10   | SIN-MNL | Open     |            |          |
| <a href="#">VX 0977</a> | 21 Jul 2025 | 15:00     | 17:10   | MNL-DVO | Closed   | Manifested |          |
| <a href="#">VX 8882</a> | 21 Jul 2025 | 11:05     | 11:45   | AMS-BKK | Departed | Manifested |          |
| <a href="#">VX 0978</a> | 21 Jul 2025 | 18:20     | 20:20   | DVO-MNL | Open     |            |          |
| <a href="#">VX 8881</a> | 21 Jul 2025 | 18:30     | 22:15   | MNL-BKK | Open     |            |          |

Showing 1 to 10 of 24 items

Previous 1 2 3 Next

**Blocked Space** 21 Jul 2025 +1 day

| O&D     | Flight                  | Date        | Departure | Account                                   | Pivot   | Open    |
|---------|-------------------------|-------------|-----------|---|---------|---------|
| CEB-MNL | <a href="#">VX 0564</a> | 21 Jul 2025 | 14:00     | <a href="#">28C0001 - Nokia</a>           | 2,000.0 | 2,000.0 |
| DVO-MNL | <a href="#">VX 0978</a> | 21 Jul 2025 | 18:20     | <a href="#">28C0008 - Ab Van der Laak</a> | 3,000.0 | 0.0     |
| CEB-MNL | <a href="#">VX 0564</a> | 22 Jul 2025 | 14:00     | <a href="#">28C0001 - Nokia</a>           | 2,000.0 | 0.0     |
| DVO-MNL | <a href="#">VX 0978</a> | 22 Jul 2025 | 18:20     | <a href="#">28C0008 - Ab Van der Laak</a> | 3,000.0 | 0.0     |

**On time performance by route** 4 weeks Top

|         |        |
|---------|--------|
| CEB-MNL | 100 %  |
| DVO-MNL | 100 %  |
| BKK-MNL | 100 %  |
| MNL-BKK | 100 %  |
| BKK-AMS | 100 %  |
| MNL-CEB | 98.3 % |
| MNL-DVO | 96.4 % |



# Flight Matrix Dashboard – All live Load Information at your fingertips

Flight Matrix

4 weeks

Flight Matrix Control

Direction

☐ Inbound

☒ Outbound

Int. / domestic

☐ International

☐ Domestic

☒ Both

Flight date

<

19 Jul 2025

>

Station

MNL

Legend

BLUE

Flight Open

RED

Flight Closed

GREEN

Flight Received

WHITE

Less than 80% of Capacity

YELLOW

More than 80% of Capacity

Summary

Total flights

5

Open BSA

0.0

KG

Load factor

40.7%

Total weight

19,340.0

KG

AWBs on hold

0

On-time performance

100.0%

Total volume

23.9

MC

Total sales

7,206

USD

Destinations

CEB

14,645.0 KG (97.6%)

19.5 MC (54.3%)

Blocked 0.0 KG

DVO

4,695.0 KG (62.6%)

4.3 MC (24.0%)

Blocked 0.0 KG

SIN

0.0 KG (0.0%)

0.0 MC (0.0%)

Blocked 0.0 KG

BKK

0.0 KG (0.0%)

0.0 MC (0.0%)

Blocked 0.0 KG

Flights: MNL - outbound

Detailed

CEB 0561 05:55

7,325.0 KG (97.7%)

9.3 MC (51.7%)

USD 3.1K

Not received: 0

Aw. payment: 0

Blocked 0.0 KG

PER

SIN 0803 09:10

0.0 KG (0.0%)

0.0 MC (0.0%)

USD 0.00

Not received: 0

Aw. payment: 0

Blocked 0.0 KG

CEB 0563 11:30

7,320.0 KG (97.6%)

10.2 MC (56.8%)

USD 2.3K

Not received: 0

Aw. payment: 0

Blocked 0.0 KG

PER, PIL

ICE

DVO 0977 15:00

4,695.0 KG (62.6%)

4.3 MC (24.0%)

USD 1.8K

Not received: 0

Aw. payment: 0

Blocked 0.0 KG

BKK 8881 18:30

0.0 KG (0.0%)

0.0 MC (0.0%)

USD 0.00

Not received: 0

Aw. payment: 0

Blocked 0.0 KG



# Integrated Messaging Gateway

Our cloud-based Internet Messaging Gateway that provides optimal integration and interfacing between you and your business partners.



## **Minimize Messaging Costs**

Replacing TYPE B messaging by our State-of-the-Art messaging gateway results in spectacular decrease in communication cost!



## **Cross System Integration**

System-to-System communication between your internal IT solutions and your business partners. Our messaging gateway manages your system integration perfectly



## **Automated Message Handling**

The gateway sends, receives and manages your messages fully automated in any format or version.



## **Flight Operations Integration**

Use the messaging gateway to optimize central control and minimize double data entry by automating your schedule changes. Fully automated handling of SSM and ASM messages guarantees that your depending systems always have the latest and updated flight schedules



## **Aircraft Movement Messages Integration**

Our gateway helps you to automatically update your flight status by using the MVT messages to automatically update your systems.



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