



Company overview



ITL Aviation Logistics (*ITL AVS LOG*) is a dynamic and professional enterprise offering Airlines representation services in the Indochina region. *ITL AVS LOG* offers General Sales and Services Agency (*GSSA*) and Total Capacity Management (*TCM*) solution to Airlines companies for Cargo and related business focusing on Sales, Services and other Value Add. *ITL AVS LOG* operates with a wealth of experience using success driven methodology in this region allowing Airlines companies that engaged our services to concentrate on their core business and/or core regions.

Company profile

Company Name: ITL AVIATION LOGISTICS JOINT STOCK COMPANY

Year of establishment: 2023 (*In operation since 2000 under the name ITL Corporation*)

Corporate Headquarters:

12th floor, Saigon Centre Tower 2, 92-94 Nam Ky Khoi Nghia Street, Sai Gon Ward, Ho Chi Minh City, Vietnam

Operating Office:

52 Truong Son Street, Tan Son Hoa Ward, Ho Chi Minh City, Vietnam

Contact

Email: info@itlavs.com

Tel & Fax: +84 28 3948 6899

CEO: Mr. Tony Anh



Airlines Cargo GSSA

Airlines who are looking to outsource their cargo division to focus on their core passenger businesses will find ITL AVS LOG as their truly strategic local partner.

With our profound local expertise and wide connection within the local freight forwarding industry, ITL AVS LOG is able to tap on support from leading companies in the forwarding industry to capture a sizeable market share for the supply of freight to meet the demands of existing and potential Airlines partner.

ITL AVS LOG has a professionally setup structure and is able to provide a full range of GSSA services with minimum costs so that our Airlines partner can enjoy the most out of our partnership.

Sales and Marketing

ITL AVS LOG provides a dedicated sales-driven team to our Principal Airlines in the execution of sales and marketing activity. Our team consists of very knowledgeable individuals who have over the years built excellent contacts within the cargo industry and are trained to comply with strict Airlines identification and policies.

- Market research and assessment
- Business Intelligence
- Establish Distribution network
- Market penetration initiatives
- Promotion and Branding
- Yield and space optimization
- Local resource commitments / targets
- Professional booking & reservation services
- Comprehensive Sales report
- Quarter Business Review with key agents (QBR)
- Continuous improvement initiatives

Operation and Administration

ITL AVS LOG has a team of operators equipped with local know-how and is well versed in international regulations to support these back end process of our Airlines representation. Cargo operations and handling are being carried out in strict compliance with Principal Airlines' policies and to conform against local handling procedure and IATA regulation. Our well trained and IATA certified operation team takes it very personal to ensure that all cargo we received is property managed and executed till they are loaded on board an aircraft.

- AWB stock management and allocation
- Cargo supervision and documentation (inbound and outbound)
- Weight balancing/ Load control by certified staff
- Transfers and transshipments
- Irregular/Claim processing



Total Cargo Management (TCM)

ITL Aviation Logistics offers Total Cargo Management (TCM) to deliver end-to-end and fully managed, outsourced cargo programme. As your Total Cargo Management partner, we act as your airlines' cargo department. This comprehensive solution delivers quality control, project management, interline management, revenue management, security and complete commercial support.

Highlights of TCM solution at ITL Aviation Services:

- Cargo Handling Contracting
- Cargo Revenue Accounting
- Sales & Contracting
- Claim Management
- IT Infrastructure set up
- Operational Audit



With our deep industry knowledge and a proactive approach, ITL Aviation Services ensures your cargo operation runs smoothly, efficiently, and with the highest standard of professionalism.

Cargo Terminal & Express Center

ITL Aviation Logistics enlarges its eco system to better serve our airlines customers by providing handling service in our Air Cargo Terminal & Express Terminal for both outgoing and incoming air cargo. Our comprehensive facilities accommodate kinds of cargo including general cargo, express cargo, e-commerce, dangerous goods... This is the value added service we bring to our Airlines Principle on top of our GSSA roles as testament to our strong position in GSSA industry. We are not just the service providing company but also the assest owning company.

Highlights of our handling services in our Terminal:

- Cargo acceptance and ULD build up for outgoing flights
- Manifest and Electronic Data Interchange
- Documentation
- Cargo dismantling and delivery to consignee for incoming flights



Flight support

In addition to our core services, ITL AVS LOG has the proficiency to support Airlines with other value add that may be required from time to time or on regular basis.

- Vietnam landing permit. Over-flight permit. Slot
- VIP lounge
- Fueling services
- Crew transportation and accommodation. VISA
- Catering



Ground handling - Ramp handling



Local ground handling practices and process makes it complicated for Airlines to work in this market and is especially a huge challenge for non-schedule Carriers. The process involved tying up with several organizations and agencies to be able to perform these back-end work effectively.

ITL AVS LOG fully understands the complication of local process for Airlines ground handling. Through years of experience working with relevant Airport Authorities & various entities, our team can consolidate and provide seamless ground handling support for Airlines regardless of the type of aircrafts in operations be it wide body or props charter.

Aircraft handling and documentations are executed in accordance to Airlines' requirements and are compliance with IATA recommended practices.

- Aircraft loading/unloading
- Baggage sorting and transportation
- Cabin cleaning
- Air starter and GPU
- Push-back and towing
- Brake cleaning
- Lavatory and water services
- ULD control

Other Services

Charter & brokerage

Using our connections with overseas partners and working closely with dedicated charter fleet of our partner Airlines, we are able to offer a very comprehensive service to customers anywhere in the world.

Sourcing of Aircraft for cargo to meet with your specific need *[Oil & Gas Industry, Projects, Oversize/Overweight, Urgent cargo, Executive charter, etc.]*

Charter permit it

Interlines

In co-operation with several Airlines we represent in this region, we will be able to connect interlines agreement between them. This will help extend Airlines network coverage geographically and at the same time provide the market with expanded service which will benefit all relevant parties.

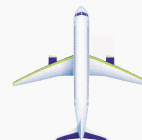


Finance

ITL AVS LOG is a financially healthy company with yearly audited set of accounts. We conform strictly to local accounting regulations in the countries we operate in and have a track record of sound finance capabilities.

Our financial and accounting practices for partner Airlines we work with is a well designed and documented process leaving them with peace of mind that their investments are put to good use and returns are meticulously reported and paid in a timely and transparent fashion. Highlights of our financial functions:

- Provision of Bank Guarantee
- Billing and collection services
- On time payment/remittance
- Preparation and provision of required sales and accounting reports
- Refund processing
- Tax consultation



Stations/ Branches:

SGN	RGN
HAN	MDL
DAD	PNH
CXR	REP
PQC	VTE
HPH	

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Visit www.itlavs.com or scan QR code
for further information about us:

