

Press Kit

Fact Sheet

| Company | Written as | Incorporation Date | Location |
|----------------|------------|--------------------|----------|
| Cargo One GmbH | cargo.one | July 2017 | Berlin |

| Founders | Shareholders | Industries |
|---|---|-------------------------------------|
| Moritz C. Claussen, Founder & Managing Director Oliver T. Neumann, Founder & Managing Director Mike Rötgers, Founder & Chief Technology Officer | Moritz C. Claussen Oliver T. Neumann Mike Rötgers Creandum Point Nine Capital Lufthansa Cargo AG | IT Services LogTech Logistics |

Product

For IATA air freight forwarders:

- cargo.one enables IATA air freight forwarders to search, compare and book air freight in the spot market across different cargo airlines.
- cargo.one displays offers based on available capacities and spot rates of the cargo airlines and enables online booking in real time.
- cargo.one offers IATA air freight forwarders a software as a service (SaaS) solution to track and manage bookings.

For cargo airlines:

- cargo.one offers cargo airlines a digital, cost-effective and wide-reaching distribution channel for the marketing of air freight capacities.
 - cargo.one enables cargo airlines to offer dynamic prices based on demand data provided by cargo.one.
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Customers

- Over 80 customers already rely on cargo.one's booking platform, including Dachser, Hellmann Worldwide Logistics, Lufthansa Cargo and Agility.

Team

- 15 employees from 8 countries
 - 6 of them are IT developers
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Online

- Website: www.cargo.one
- LinkedIn: www.linkedin.com/company/cargoone
- Twitter: https://twitter.com/cargo_one

Contact

- press@cargo.one
- Cargo One GmbH, Zinnowitzer Straße 1, 10115 Berlin

About Us

Cargo One GmbH (cargo.one) was founded in August 2017 in Berlin by the entrepreneurs Moritz Claussen, Oliver Neumann and Mike Rötgers. The company develops a SaaS platform for the booking and marketing of air freight. cargo.one concentrates on the offer and the bookability of dynamic spot rates and is thus the first platform of its kind. IATA air freight forwarders can search, compare and book these freight rates on the cargo.one platform in real time and receive immediate booking confirmation. Partner airlines have access to a cost-effective, data-driven and fully digital distribution channel. cargo.one improves on the traditionally long and asynchronous booking processes via phone and e-mail with its product to enable substantial savings on both sides. The cargo.one team combines international experience in building digital business models with relevant expertise in the modernization of B2B processes. Together, the team has successfully built up the Berlin-based FinTech company OptioPay GmbH and has partnered with many well-known companies of its digital expertise.

Our Product

cargo.one is the first platform of its kind. While traditional providers have designed their services around the management and administration of rate sheets and negotiated rates, cargo.one focuses exclusively on the offer and bookability of dynamic spot rates. cargo.one receives live spot rates from connected partner airlines via proprietary interfaces, which are always based on existing capacity and grant access to that capacity. IATA airfreight forwarders can search, compare and book these spot rates on the cargo.one platform in real time and receive instant booking confirmation.

cargo.one enables IATA airfreight forwarders to search, compare and book offers from different airlines for a shipment based on capacity and live spot rates in less than 2 minutes.