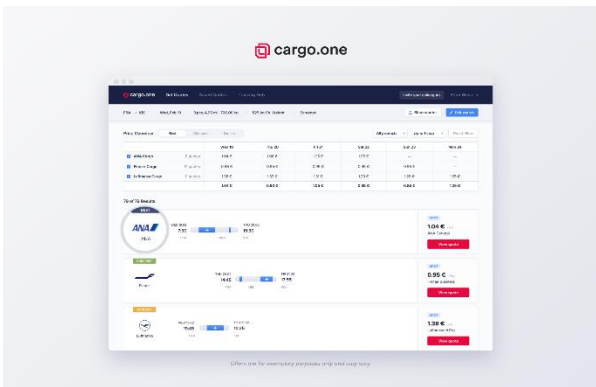


ANA Heralds in the Digital Decade by Announcing Major Cargo Distribution Partnership with cargo.one

- **Stepping into digital distribution:** ANA to offer seamless online cargo booking experience to freight forwarders on leading ebooking platform cargo.one
- **Leveraging network effects:** cargo.one to continue its rapid growth by further expanding its global offering



To download the images within this press release, please refer to the following link.

<http://www.ana-press.com/2020-2-19/>

(Available until Mar. 4, 2020, 5 p.m. Japan Time)

TOKYO/BERLIN, Feb. 19, 2020 - All Nippon Airways, Japan's largest airline, heralds in the new decade by joining leading online platform cargo.one to offer its cargo customers ebooking capabilities. Furthermore, the airline will profit from cargo.one's extensive customer base in Europe and thus, expand its presence in key cargo markets.

"Partnering with leading online booking platform cargo.one will help to accelerate our ambition to digitally transform our business within the coming years and to focus even more on our customer needs," said Toshiaki Toyama, Senior Vice President of ANA. "With cargo.one we enable freight forwarders to book our capacity offers in a fast and frictionless manner, 24 hours a day, 7 days a week."

Digital booking platform cargo.one has been accelerating its growth by leveraging network effects over the past year. In 2019, the platform distributed more than 2.2 million instantly bookable real-time offers to customers - averaging more than 6,000 a day. With each new airline joining the platform, the technology company sees a strong increase in bookings per user. ANA's strong network in Asia will boost overall capacities available to cargo.one customers on important tradelanes, and will thus help to add to the digital platform's monthly growth rate of on average 20%.

"As cargo.one continues to expand rapidly we are looking forward to adding even more capacity on major trade lanes to Asia," said Moritz Claussen, Managing Director of cargo.one. "We are very happy to welcome major Asian carrier ANA to the platform and to support the



airline to extend its reach into the European market while offering a first-class booking experience to customers.”

ANA and cargo.one successfully kicked-off the integration of their core systems in mid-January and are looking forward to making ANA Cargo capacity available on the platform in the early second quarter of 2020.

Contact:

ANA
ANA Corporate Communications, TEL +81-3-6735-1111, publicrelations@ana.co.jp



cargo.one
Laura Weritz, Senior Manager – Brand, Marketing & Communications, TEL +49 1756502729, laura@cargo.one

About ANA

Following the “Inspiration of Japan” high quality of service, ANA has been awarded the respected 5-Star rating every year since 2013 from SKYTRAX. ANA is the only Japanese airline to win this prestigious designation seven years in a row. Additionally, ANA has been recognized by *Air Transport World* as “Airline of the Year” three times in the past 10 years - 2007, 2013 and 2018, becoming one of the few airlines winning this prestigious award for multiple times.

ANA was founded in 1952 with two helicopters and has become the largest airline in Japan, as well as one of the most significant airlines in Asia, operating 78 international routes and 118 domestic routes. ANA offers a unique dual hub model which enables passengers to travel to Tokyo and connect through the two airports in the metropolitan Tokyo, NARITA and HANEDA, to various destinations throughout Japan, and also offers same day connections between various North American, Asian and Chinese cities.

ANA has been a member of Star Alliance since 1999 and has joint venture partnerships with United Airlines, Lufthansa German Airlines, Swiss International Airlines and Austrian Airlines.

In addition to the full service and award-winning record of ANA, the ANA Group’s subsidiary Peach Aviation Limited is the leading LCC in Japan, and has expanded following the integration of Vanilla Air Inc. in late 2019. The ANA Group carried 54.4 million passengers in FY2018, has approximately 43,000 employees and a fleet of 260 aircraft. ANA is a proud launch customer and the biggest operator of the Boeing 787 Dreamliner.

For more information, please refer to the following link.

<https://www.ana.co.jp/group/en/>

About cargo.one

Cargo One GmbH (cargo.one) was founded in Berlin by the entrepreneurs Moritz Claussen, Oliver Neumann and Mike Rötgers. The company has developed a platform for booking and marketing air freight capacities. cargo.one focuses on offering and booking dynamic freight rates, making it the first booking platform of its kind. IATA air freight forwarders can search, compare and book these rates on the cargo.one platform in real time and receive immediate booking confirmation. Partner airlines gain access to a cost-effective, data-driven and fully digital distribution channel. cargo.one’s product changes long and asynchronous booking processes by telephone or e-mail, enabling substantial savings on both sides. The cargo.one team combines international experience in building digital business models with relevant expertise in the modernisation of B2B processes.

Web: www.cargo.one