

## PRESS RELEASE

# Finnair Cargo Signs Strategic Agreement with Mercator for New Air Cargo Management System

**Helsinki, 4 February, 2016:** Finnair Cargo has signed an agreement with Mercator, a leading provider of software and technology-led solutions to the global aviation industry, for its air cargo management solution, SkyChain. The solution is scheduled to be implemented by October 2016, six months ahead of the opening of Finnair's new cargo terminal in spring 2017.

"We are very pleased to have Mercator as our partner in this important project. SkyChain will be an essential tool for us for years to come," said Janne Tarvainen, Finnair's VP Head of Cargo. "The new system, alongside our investment in a new cargo terminal, will ensure we revolutionize Finnair's cargo capability for our customers and partners."

The new terminal is an integral part of Finnair's future growth plans as the new Airbus A350 XWB aircraft fleet will bring 50% more cargo capacity by 2020. The Mercator platform and new cargo terminal will ensure the smooth scaling and handling of Finnair's cargo volumes.

"SkyChain is a next-generation air cargo management solution that supports warehouse automatization, while enabling greatly improved planning and process optimization. Some of the most significant benefits delivered by SkyChain are advanced cargo capacity planning, as well as process steering capabilities," commented Cormac Whelan, CEO of Mercator. "With partners like Finnair we are well positioned to build the most intelligent and predictable air cargo solution in the market today and more importantly, for tomorrow."

Contract negotiations were conducted with legal support from Heuking Kühn Lüer Wojtek, one of the leading commercial law firms in Germany.

### About Finnair Cargo

Finnair is the largest Nordic air cargo carrier, transporting 149,000 tonnes of freight and mail annually, with cargo logistics hubs in Helsinki and Brussels as well as an extensive sales team in over 40 countries. Specialized in air cargo traffic between Europe and Asia, Finnair Cargo serves 15 Asian and North American long-haul destinations out of Helsinki, and more than 60 destinations in Europe. With the new A350 aircraft Finnair's long-haul cargo capacity will double by 2020. For more information please visit [www.finnaircargo.com](http://www.finnaircargo.com).

### About Mercator

Mercator is a leading provider of software platforms and technology-led solutions to the global travel, transportation, and logistics industry. We enable clients to simplify the movement of people and cargo around the world. Our aviation heritage, built from years of experience in developing IT solutions specifically for airlines - gives us unrivalled insight. Our specialized team of experts developed a specific portfolio of solutions, rigorously testing them in the real world. Our key solutions and services include Cargo & Logistics Management, Financial Management, Customer Experience, and Distribution Services. These technologies manage critical processes for all segments of the TTL industry. For more information please visit [www.mercator.com](http://www.mercator.com).