

Press Release

Lufthansa Cargo Selects IBS' Next Generation Cargo Management Solution

- iCargo to be deployed globally across 100 stations with over 4,000 users -

Trivandrum: 21 November, 2012: Leading IT solutions provider to the global aviation industry, IBS Software, has entered into a contract with Lufthansa Cargo AG (LCAG), the airline cargo service provider in the Lufthansa Group, for the implementation of iCargo solution. The solution will manage the airlines' entire air cargo movement worldwide. IBS was selected from among 400 solution providers after an intense selection process that commenced 18 months ago. The contract is one of the largest IT system deals by Lufthansa Group. IBS' new generation iCargo system will replace the legacy Unisys based MOSAIK application which Lufthansa used for the past 30 years. Once implemented, iCargo will have a user base of over 4,000 staff members and will interface seamlessly with a host of other system applications within the IT landscape of the airline. Lufthansa Systems will provide comprehensive consulting services during and after the implementation phase. The provider will also host the solution at its own data center in Kelsterbach near Frankfurt and will ensure compatibility with the remaining IT landscape of Lufthansa Cargo. IBM is in charge of the system integration. iCargo will manage the key business functions of the airline - from sales processes up to the cargo terminal operations functions. The real time availability of operational information through iCargo will help generate actionable intelligence which will vastly improve the overall utilization of assets and improve revenue generation and operational efficiencies.

iCargo is an integrated solution that supports the requirements of airlines' freight business providing enhanced web-enabled features that optimize operations, enhance profitability and provide scalability. The solution helps manage the increasing volumes of cargo movement requirements of freighters, ground handling agents as well as airports. Over 20 global airlines depend on iCargo to manage their mission critical cargo logistics including leaders like All



Nippon Airways, British Airways, Qantas, South African Airways and Nippon Cargo Airlines. Since its launch in 2006, iCargo has emerged as the most definitive cargo management IT solutions in the global aviation industry. Today, over 70% of the cargo movement in and out of Australia is managed by iCargo. The solution is the industry leader in Japan as well and is the only non-Japanese system that has full NACCS (Japanese customs) capability and know-how. Fully compliant with IATA initiatives such as Cargo 2000 and e-Freight, the solution fetched IBS the 'IT Provider of the Year 2012' award instituted by Pay Load Asia, Singapore.

"The thorough selection process testifies IBS has a great product, the utmost comprehensive solution, a benchmark setting ROI and has been assessed as the best choice for our initiative. The clear differentiator is the state of the art architecture / technology as well as the skilled employees. Furthermore iCargo is unique in offering consistent process support with its single platform ranging from Sales processes to Handling as well as ULD Management and up to Revenue Accounting. This mix of strengths has clearly convinced us. The decision is perceived as a major milestone towards materializing and enabling our joint visions." said **Dr. Roland Schütz, CIO of Lufthansa Cargo AG.**

"To be chosen by an iconic airline like Lufthansa is a significant step in our endeavor to make iCargo the No.1 air cargo management solution in the world. We expect to add substantial business value to LCAG and be a transformational partner in their quest to achieve increased operational efficiencies and growth. This alliance is a testimony to our capability, professionalism and commitment to support the requirements of global organizations such as LCAG renowned for its disciplined business practices. It is indeed a defining moment for IBS and heralds the beginning of a long and productive business relationship" said **VK Mathews, Executive Chairman, The IBS Group.**



About Lufthansa Cargo AG

Lufthansa Cargo ranks among the world's leading cargo carriers. In the 2011 business year, the airline transported around 1.9 million tonnes of freight and mail and sold 9.5 billion revenue tonne-kilometres. The Company currently employs about 4,600 people, worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves more than 300 destinations in some 100 countries with its own fleet of freighters, the belly capacities of passenger aircraft operated by Lufthansa and Austrian Airlines, and an extensive road feeder service network.

The bulk of the cargo business is routed through Frankfurt Airport. The company's other hubs are in Munich, Leipzig-Halle and Vienna. Lufthansa Cargo is allied with other cargo carriers and companies affiliated to the freight business, which enhance one another's products, services and network in the Lufthansa Cargo Group.

Lufthansa Cargo is a wholly owned Lufthansa subsidiary of Deutsche Lufthansa AG.

About IBS

IBS is a leading global provider of new generation IT solutions to the global Travel, Transportation and Logistics industry. A specialist in the domain, IBS offers a range of products and services that manage mission critical operations of airlines, airports, oil & gas companies, hospitality industry, cruise liners and travel agents that help them increase safety, maximize efficiency, improve revenue, manage growth and reduce costs. SEI CMMI Level 5 and PCMM Level 5 assessed, ISO 9001:2008, TickIT and ISO 27001:2005 certified, IBS operates from 10 business centers in the Americas, Europe, Asia-Pacific and Middle East & Africa.

For media enquiries, please contact Mathew Joshua at +91-471-6614363 or email: mathew.joshua@ibsplc.com. More information on IBS is available at www.ibsplc.com.