

Media Release

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Leisure Cargo now bookable digitally at live spot rates via cargo.one

With cargo.one, Leisure Cargo now enables the digital booking of its global freight capacity at dynamic live spot rates with immediate confirmation.

The integration of Leisure Cargo into the cargo.one platform gives air freight forwarders the opportunity for the first time to book Leisure Cargo's freight capacities at dynamic live spot rates digitally, with immediate booking confirmation. With the help of cargo.one, Leisure Cargo has thus opened up a new digital and data-driven distribution channel. This innovative user interface provides important routing information, as well as dynamic and capacity-dependent live spot rates. With the possibility of visualizing hundreds of options per routing, customers can identify the most suitable offers. All offers are based on available capacities and live spot rates, which can be booked directly with real-time.

"With the connection to cargo.one as the world's first platform that allows booking at dynamic spot rates with immediate confirmation, we now offer our customers even better possibilities to place bookings efficiently with us. The cooperation with cargo.one will lead to an acceleration and streamlining of booking processes for customers in our time-critical industry. We are particularly pleased to see that renowned freight forwarders actively requested cargo.one's solution and were happy to use it in previous tests," says Dr. Wolfram Simon, Managing Director of Leisure Cargo GmbH.

cargo.one founder, Moritz Claussen, comments: "We are pleased to have integrated Leisure Cargo, another leading cargo airline, quickly and easily on the cargo.one platform. This means that not only will Leisure Cargo customers now benefit from unparalleled booking options, but Leisure Cargo itself will also have access to a data-driven and wide-reaching sales channel after only a few weeks of integration. This demonstrates again that digitalization is just a question of foresight and not a question of technical feasibility".

cargo.one is the first platform of its kind. While other providers have designed their services around the management and administration of rate sheets and negotiated rates, cargo.one focuses on the offer and bookability of dynamic live spot rates. cargo.one develops proprietary interfaces with partner airlines to provide those dynamic live spot rates to air freight forwarders.

About cargo.one

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, including Commerzbank, Ergo Versicherung and NN Group.

About Leisure Cargo

Leisure Cargo GmbH is a 100% subsidiary of Zeitfracht Luftfahrt Holding GmbH, based in Berlin, who offers complete air cargo management for passenger airlines. The company has a worldwide network of 14 airlines, cooperates with 200 interline partners and offers over 300 destinations. Leisure Cargo employs 60 people and also works with 70 sales agents, 140 handling agents and 15 truck companies worldwide. All air freight-related services are covered by Leisure Cargo through a comprehensive range of services.

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