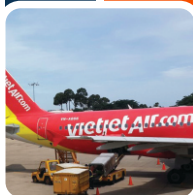


TOGETHER WE ACHIEVE



Trans World Aviation JSC (TWA) was created and incorporated in 2013 to provide independent sales support for International and Domestic Airlines (General Sales and Service Agent – GSSA)..

We Deliver Performance

The success of TWA is due to our highly motivated, pro-active, and results-oriented team. Our staff members have strong marketing skills, and we have created an aggressive entrepreneurial approach to develop markets for our carriers. Our performance history with cargo carriers shows that these carriers have achieved healthy revenue increases within their first year of our representation. When given the opportunity to apply our full wealth of skills and talents with our carriers; our performance is unmatched. We provide a professional and energetic approach to our business relationships. We strive to be pro-active and not only anticipate problems, but also to offer options that ensure that the problems do not arise. Our freight forwarding customers can depend on us for worldwide carriers that have been specifically selected for their reliability, safety and speed. The carriers that we are paired with are results-oriented, and we pride ourselves in the ability to get cargo moved “as booked.”

We Deliver Integrity

We know the importance of building strong relationships with our carriers and forwarders. You can be assured that we honor your interests at all times. We do not work with competing carriers and deal only with freight forwarders. We treat your business as ours, with straightforward, honest, and fair business practices.

Understanding the complexities of today's global airfreight market place is our specialty. We provide a valuable role in assisting you, our Airline Principals, to achieve a cost-effective presence in the airfreight market, and will increase your potential revenue streams.

TWA is member of: TIACA - FEDAGSA - PATA - NEUTRAL PARTNER

TWA hold the following certification: IATA GSSA - ISO 9001/15 - IATA CASS MEMBER

TWA is Independent IATA ACC3 Validator

External Auditing Company: KPMG VIETNAM



In other words...
Simply The Best

TWA has the expertise and infrastructure to provide full range of cargo services. Our Professional team with expert knowledge of local market and Competitor activities is well versed with Cargo Sales & Marketing functions. TWA offers complete and comprehensive cargo solution to Partner airlines.

Sales Marketing

Experienced and Motivated Sales Teams.

Regular field sales calls by sales team

Identifying and developing new markets and customers.

Existing customer retention and new customer development.

Provision of dedicated marketing & sales team for each product.

Yields Management.

Interline & SPA Negotiation.

Handling Contract negotiation.

Close Liaison with key trade publications via press releases and advertising.

Operations

Dedicated and experienced cargo operations staff.

Liaise with transit/ destination station.

Update the customer with delivery details.

Well experienced in handling freight in any airport in India.

Load Planning & Capacity Control.

Cargo handling supervision.

Our experts ensure optimum utilization of belly space.

Updating principal airlines on competition and suggestions to improve yields.

Determining target based incentive scheme for market.

Maintaining/issuing airway bill stock of the principal airlines with documentation and security as per their guidelines.

Complete cargo solution at the airport such as carting, delivery order and documentation palletization

Comprehensive sales reporting



Sales

Our highly experienced and proactive sales teams will help achieve your goals by carrying out a wide variety of sales activities that include:

- Field sales calls /existing customer retention
- New customer development/ Targeted sales campaigns
- Contract negotiation/ Trade relations building
- Local and international trade show representation /Sales seminars
- Road shows/ Familiarization trips
- Special promotion events /Comprehensive sales reporting

Marketing

With an in-depth knowledge of the business and social cultures of the countries in which it operates, TWA is ideally suited to carry out all your marketing requirements such as:

- Preparation of business plans/ Marketing evaluations and proposals
- Identifying and developing new market segments and customers /Branding
- Local and international market surveys / Customer management (CRM)
- Direct Mailings / E-Commerce

Advertising

Advertising campaigns can be tailor-made to include all, or some, of the following:

- Printed materials in a variety of languages/ Posters and billboard advertising /Releases
- Brochures/ Website design and internet advertising/ Translation services

PR/ To ensure the best public relations and optimal exposure for your company we provide the following services:

- Acting as your spokesperson and local liaison /Developing and fostering relations with local journalists
- Press releases and conferences/ Product launch events/ Press familiarization trips/ Special events handling
- Monitoring of the local press/ Membership in applicable organizations



TWA Support Services provides clients with end-to-end solutions that range from meeting daily servicing and maintenance requirements to extensive modifications, overhauls and system upgrades. We provide organizational, intermediate and depot level maintenance and related support services for any type of aircraft around the globe.

Aircraft Maintenance and Modifications

Aircraft Fleet Management

Contractor Logistics Support and Life Cycle Contractor Support (CLS/LCCS)

Complete Aftermarket Maintenance and Material Management

Program Management

Aircrew Services

Operations and Maintenance Training

Quality Control

Kit Manufacture and Installation

Non-Destructive Testing/Inspection (NDT/NDI)

Airfield Management

Airport handling supervisor

Traffic Right and Slot request

Facilitate Interline and SPA

Aircraft re-fueling in VIETNAM

Airport Handling Services in VIETNAM (land side and air-side)

Secure, 24 x 7 web-based status reporting via easy point and click interfaces



Same Day - On-Demand Delivery and many more

Do you need packages or parcels delivered today? Are your transport needs more immediate and you need packages or parcels delivered right away? If you answered yes to either question, you need [Same Day - On-Demand Delivery](#).

Scheduled Delivery

Do you find you or your business needing the same delivery over and over again? Why not plan ahead and use our [Scheduled Delivery](#) service? By scheduling pick-ups and drop-offs, you don't have to worry about coordinating repetitive deliveries.

Volume Delivery

Large quantities of parcels or packages are no worry for TWA. When you have a high [Volume Delivery](#), let TWA handle your transportation logistics by incorporating your delivery needs into our distribution network.

Our Delivery Services Include Warehousing

Often is the case businesses order items in large quantities but find they do not have adequate space to store those items. Our [Warehouse Delivery](#) service allows you to store your items at one of our facilities then when you need one or all items, we will deliver.

Since our establishment, TWA Courier Service has maintained a simple commitment: fast, dependable service. We believe our adherence to this commitment is why our clients have made us the largest courier service in Vietnam.

It takes more than talk to deliver on a commitment to service. From our 11 regional centers, our team of transportation experts stand ready to meet your needs across town, or across the country. They're supported by a fleet of drivers and vehicles, and aided by computer-coordinated trafficking and a proof of delivery system. Put it all together and you have TWA's assurance of timely and reliable service and information.

OUR COMMITMENT TO YOU IS THE FOUNDATION OF OUR BUSINESS



Passenger and Cargo Charter Specialists

With passenger and cargo charter partner offices based in Chicago, New York, London, Moscow, Dubai & Hong Kong, you can be assured we will find the perfect aircraft available for you worldwide.

Air Charter – delivering excellence for

Freight Forwarders / General Sales Agents / Charities and Relief Organizations

Oil and Automotive Industry / Government Departments

Airlines: Arranging Cargo charters around the world, specializing in:

Urgent Go Now / Remote Destinations / Heavy and Oversized / Urgent "GO NOW"

Moving freight fast

TWA support time-sensitive industries by acting immediately on time-critical air charter requests.

Automobile manufacturers / Oil and gas industry

Supplying aircraft at a moment's notice...

Regardless of the nature of your business, Progressive can rapidly source the right aircraft for the job.

Light jet and turbo-prop aircraft for small loads / Larger aircraft for bulky and outsize freight

Freight delivered within hours

Quick response times...

Because we organize over 3000 charter flights a year, we are perfectly geared up to provide fast and competitive quotes 24 hours a day. Our staff are always available to find you the right aircraft for the job.

Remote Destinations – We go where scheduled flights won't

We are experts at arranging charter flights to the parts of the world that are hard to reach – and generally require specialized arrangements and planning. We can organize ad hoc flights or more extensive charter programs to: War Zones / Regions of political instability / Oil fields / Natural disaster zones / Countries hit by strikes / Locations with inadequate infrastructure

Delivering vital supplies...

Many of the aircraft available for charter are ideally suited to remote locations. This includes the AN-12 which can use unpaved shorter runways to deliver:

Humanitarian aid / Post deliveries / Industry charters / Generator turbines / Consumer goods

Experts for charters to remote locations...

We can arrange charters for you into areas that others can't. Obtaining hard to get permits is another of the valued assets we offer our clientele.

Heavy and Oversized – Making light work of heavy loads

Many of our clients are unable to split their cargo over different scheduled services or send oversized freight on lengthy journeys by land or sea. For this reason, we are prepared to help with:

Oil industry assemblies, including large pipes and drilling equipment / Power station parts

Marine diesel engines engineering constructions / Aircraft parts including engines for grounded aircraft

Satellites for space missions / Vehicle transportation, such as jeeps and communications trailers

Film & music stage sets

Finding solutions for difficult cargo...

The IL-76 and AN-124 are often used as the solutions for outsize cargo that needs to be transported on medium or long haul flights. We utilize longstanding relationships and mutual respect with the operators of such aircraft. We carefully monitor the availability and negotiate the best charter prices in the industry

Experts for heavy and outsize cargo...

Our brokers have vast experience of dealing with large cargo consignments and are always available to help you find the right charter solution. Our philosophy does not include voicemail – our experts are on the end of the phone 24/7 – so our services can be called upon at any time of the day or night.





TOGETHER WE ACHIEVE

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Agents & Partners

Worldwide

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