About Maureva

For more than 25 years, we have been serving this industry with passion. Providing innovative software solutions to the industry, particularly to scheduled carriers. Our objective is to become a one-stop shop for Airlines to reach industry standard solutions with a deep and positive impact on their performance and decision-making capabilities.

- **25** years of Airline Software Development

- **20** years as a Service Center

- **75+** companies (airlines / airports / handlers) boosted with our solutions

- **Staff location** : Reunion Island, Mauritius, France, Spain, Canada

- **220+** Staff

- **IATA** Strategic Partner

- **PCI-DSS**, GDPR compliance

- Managed Services: **ISO 9001:2017 / ISAE3402 / SSAE 18** certified services

Our Solutions :

Our Solutions portfolio

ALEXIS | FLIGHT SCHEDULING CREW MANAGEMENT

EDGAR | REVENUE ACCOUNTING SOLUTIONS

KEOPS | COST MANAGEMENT & CONTROL

MARGO | AIRLINE CARGO SOLUTIONS

MATIS | AIRLINE BUSINESS DECISION SYSTEM

Distribution Partnership:

easier
AUTOMATIC SYSTEMS IER
world turns faster

ALISS | CHECK-IN SOLUTIONS   **CLOVIS** | SELF SERVICE BAG DROP

Value Added Outsourced Services

Managed Services

Process Optimization Solutions in :

- Airline Flight Operations (Flight Scheduling / Crew Management / OCC) : **ALEXIS**
- Revenue Accounting (Passenger and Cargo) : **EDGAR / MARGO CRA**
- Cost Management (Budget, Invoice Management, Claims) : **KEOPS**
- Air Cargo Management (Booking, Issuance, Handling & Tracking) : **MARGO**
- Analytics & Business Intelligence (KPI, Budget & Route profitability) : **MATIS**
- Check-In (Self + Self bag-drop) : **ALISS / CLOVIS**

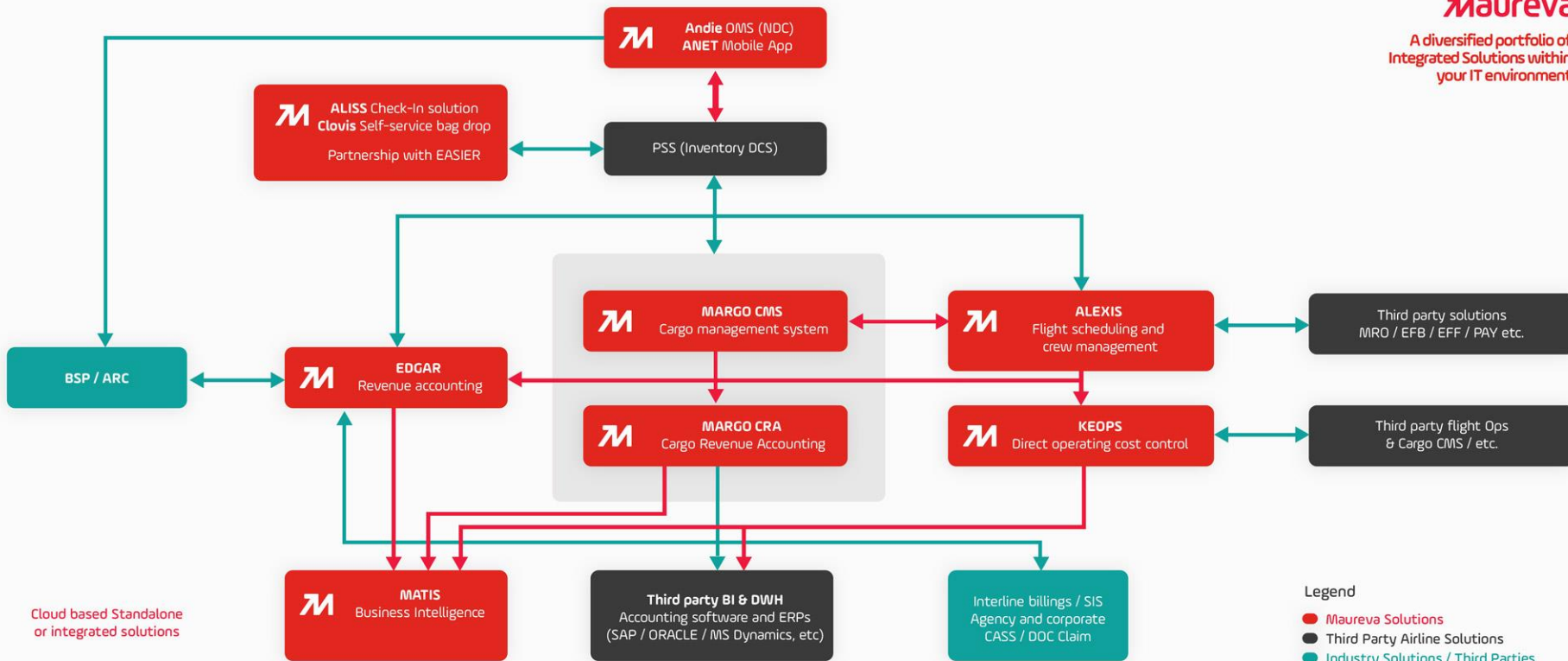# Value Added Services Capabilities:

- Outsourced Services in :
  - Passenger Revenue Accounting
  - Cargo Revenue Accounting:
  - Cost Control : Tariff Management, Invoice Control, Cost Management

Our Solutions

Andie OMS (NDC)
ANET Mobile App

ALISS Check-In solution
Clovis Self-service bag drop

Partnership with EASIER

PSS (Inventory DCS)

EDGAR
Revenue accounting

BSP / ARC

MARGO CMS
Cargo management system

MARGO CRA
Cargo Revenue Accounting

ALEXIS
Flight scheduling and
crew management

KEOPS
Direct operating cost control

Third party solutions
MRO / EFB / EFF / PAY etc.

Third party flight Ops
& Cargo CMS / etc.

MATIS
Business Intelligence

Third party BI & DWH
Accounting software and ERPs
(SAP / ORACLE / MS Dynamics, etc)

Interline billings / SIS
Agency and corporate
CASS / DOC Claim

Cloud based Standalone
or integrated solutions

maureva

A diversified portfolio of
Integrated Solutions within
your IT environment

Legend
- Maureva Solutions
- Third Party Airline Solutions
- Industry Solutions / Third Parties

MARGO AIR CARGO SOLUTION

CUSTOMER FOCUS APPROACH
Happier Customers

- We **listen to your needs** and have your goals in mind

- We **adapt and tailor** our solution to your requirements

- We **deliver** on our promises

- We get you up and running fast with our **quick** implementation times

- We **accompany** you and make sure you succeed in optimally using the solution

- We **collaborate & innovate** with key industry players. Our roadmap evolves along with industry and needs of our customers evolve

MARGO – Immediate Business Benefits Realisation

OPTIMISE REVENUES

- **Boost your sales** with our proven cargo booking platform

- **Sell profitably** based on performance reports

- **Prevent revenue leakage** with automated controls and reconciliation processes

- **Increase revenue opportunities** based on commercial decisions from outcomes of our BI solution (Increased Analytics and Reporting with integrated dynamic reporting capabilities regarding your cargo operations)

UNMATCHED FLEXIBILITY & VISIBILITY

- **Collaborate and communicate** quickly and easily across stakeholders/partners

- **Improved Cargo Visibility** with real-time and comprehensive visibility into air cargo capacity and allocation

MARGO – Immediate Business Benefits Realisation

GREATER EFFICIENCIES

- **Increased Productivity** with an end-to-end air cargo management and revenue accounting solution
- **Real-time information** for better and faster decisions
- **Automated controls and processes**
- **Easy to use** and modern screen design
- **Innovation** through continuous upgrades and enhancements

HAPPY CUSTOMERS

- **Strong Customer Support** – Dedicated department / process Improvement approach / Managed Services
- **Competitive price** offering with no hidden cost

DEPLOYMENT MODELS AVAILABLE

Software Solutions

- **MARGO CLOUD** (Dedicated environment managed within AWS)

- **MARGO In-House** (On-premise installation)

Service Solution

MARGO MANAGED SERVICES

- Complete Outsourced Cargo Revenue Accounting

- Increased productivity through centralised processes

- Real time visibility into your cargo financials

- Operated from Mauritius Island

- Bilingual (French / English)

- ISO 9001:2015 - ISAE3402 / SSAE18 type 1

MARGO
Cargo Management & Cargo Revenue Accounting

MARGO SOLUTION USERS

Cargo Innovation . Collaboration . Automation . Efficiencies

Airlines

Ground Handling Agents

MARGO
AIRLINE CARGO SOLUTIONS

MARGO USERS

Freight Forwarders

General Sales Agents

INTEGRATED CARGO SYSTEM
Cargo Innovation . Collaboration . Automation . Efficiencies

Airline Cargo Team
Rates Management
Booking Approval
Booking, Issuance,
Handling

Airline Cargo Revenue Accounting
Control, Invoicing, Reporting

Freight Forwarders
Booking, Issuance, Tracking

MARGO
AIRLINE CARGO SOLUTIONS

Customs
ABF, ASYCUDA, ICS2, ACAS, etc.

General Sales Agents
Booking, Capture FBL, Load Planning

Third Party Systems
FWB, FFM, FSU

Ground Handlers
Manifest, NOTOC, FSU

MARGO SOLUTION RANGE

Cargo Innovation . Collaboration . Automation . Efficiencies

MARGO

CARGO MANAGEMENT

MARGO BOOKING - Cargo Reservation System

MARGO AWB – Air Waybill Issuance & Handling Solution

* *Deployment Model:*

- Cloud Software Deployment (AWS)

MARGO

CARGO REVENUE ACCOUNTING

MARGO CRA – Cargo Revenue Accounting Solution

* *Deployment Model:*

- Cloud Software Deployment (AWS)

- Managed Services (Outsourced Revenue Accounting)

MARGO BOOKING

CUSTOMER EXPERIENCE & BENEFITS

- Electronic Data Capture

- Complete and controlled front-office sales process and multi-channel distribution

- Streamlined communication with freight forwarders

- Real-time capacity and improved inventory management

- Cargo space optimization

- Mobile platform – access MARGO anywhere on mobile devices

- Revenue management

MAIN FEATURES IN MARGO BOOKING

BOOKING PORTAL	BOOKING MANAGER	BOOKING ENGINE

BOOKING PORTAL

- Online booking engine for freight forwarders
- Browse and edit bookings
- Consignment and pieces details management
- Search available flights
- Automated AWB number allocation based on agent's stock
- Bookings status email notifications
- Show applicable rate & other charges

BOOKING MANAGER

- Aircraft type and storage configuration
- Flight schedule management
- Flights and cargo capacity adjustment
- Browse bookings
- Bookings approval or rejection
- Flights dashboard for bookings management (storage allocation, rejection, transfer)
- Freight forwarder access management
- Stock management

BOOKING ENGINE

- Automated processing of electronic Booking (FFR)
- Cargo capacity and flight availability calculation
- SSIM integration
- Amadeus PSS interface (BIF files)
- Itinerary search algorithm

MARGO AWB

CUSTOMER EXPERIENCE & BENEFITS

- User-friendly, Cloud-based, Multi-browser, Multilingual

- Improved cargo handling and ops management

- Full tracking and audit trail

- Fully IATA compliant

- Cost effective and reliable solution

- Improved Data Consistency

- Reduced fraud for issuance, handling and payment
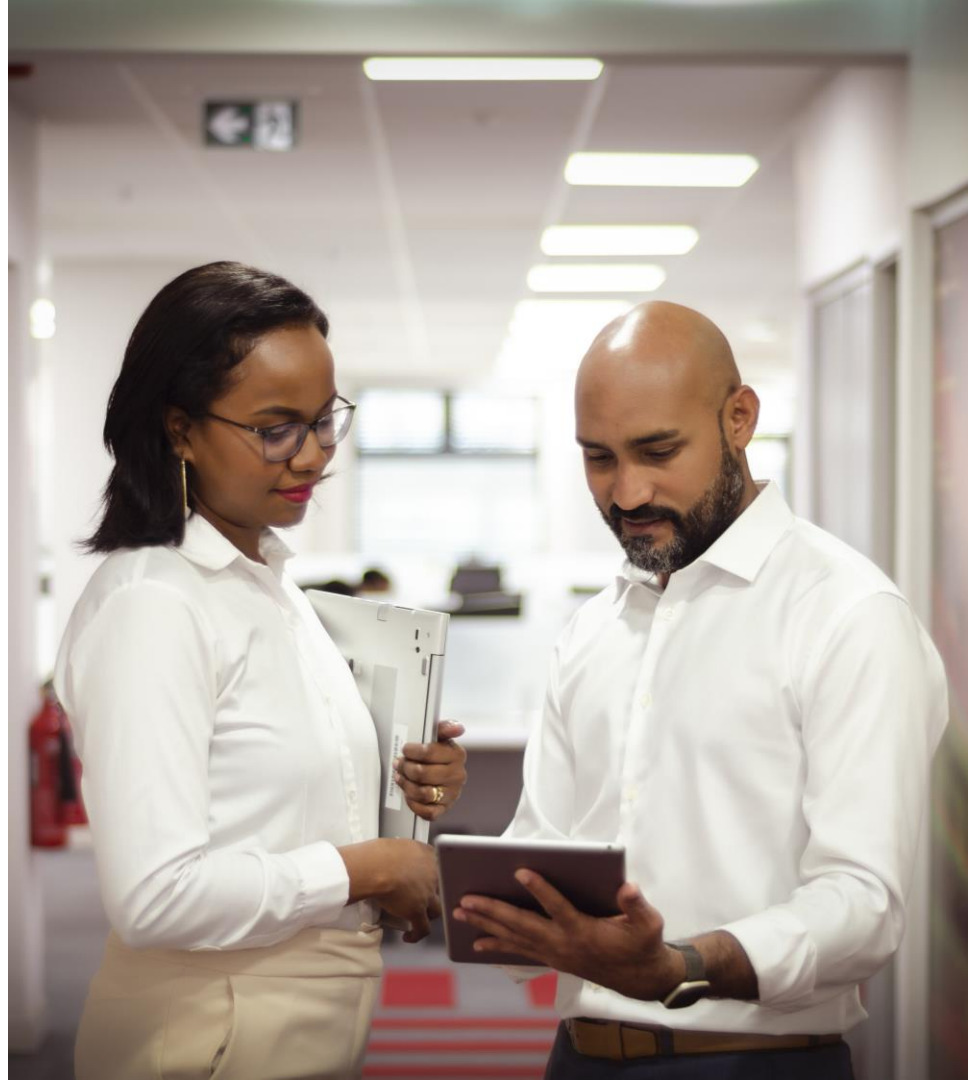
MAIN FEATURES IN MARGO AWB

ISSUANCE

- Quick Air Waybill Capture
- Comprehensive weight and volume calculation
- Rate and other charges calculation
- AWB printing (IATA form)
- Label printing
- On Account Customers
- Weighbridge connection
- Payments & Cash Register
- FWB message
- Standard reports (e.g. Shipper's declaration for LA)
- Claims management
- Reports

HANDLING

- Warehouse management
- Export and Import Process
- Automatic Manifest creation
- Customizable Manifest
- Part Shipment Barcode scanning
- Piece level management
- FFM & FSU messages
- Automated transmissions
- ULD Management (SCM/UCM)
- Customs Interface (ASYCUDA...)

INVOICING

- Create invoice from air waybill billed to shipper/consignee/agent
- Add additional charges
- Invoice printing
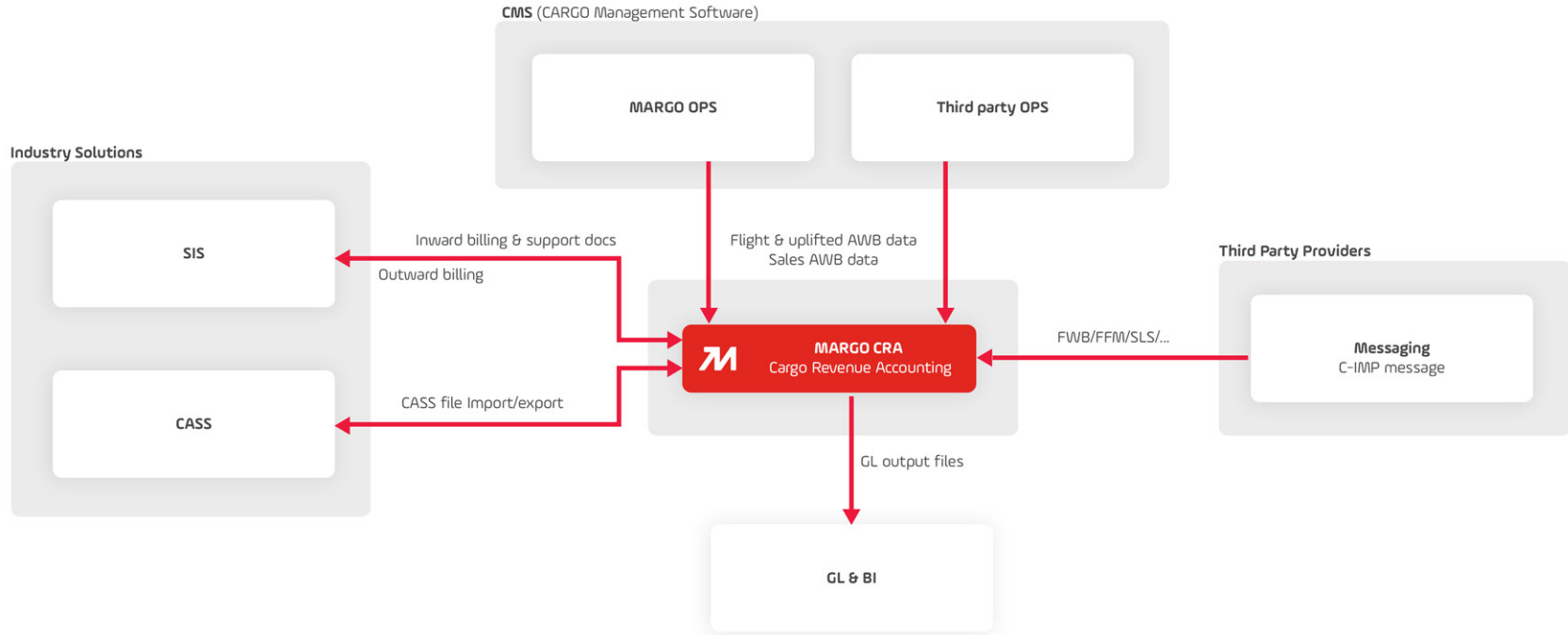- Add unbilled air waybills to invoice
- Invoice to payment management

REFERENCE DATA

- Airlines
- Stock
- Freight Forwarders
- Stations
- Shippers & Consignees
- Nature of Goods
- Rate charges & Spot rates
- Other Charges
- SHC and DGR
- ULD Types

MARGO CRA

MARGO CARGO REVENUE ACCOUNTING
Automated Data Import and Export

CMS (CARGO Management Software)

MARGO OPS

Third party OPS

Industry Solutions

SIS

Inward billing & support docs

Outward billing

CASS

CASS file Import/export

Flight & uplifted AWB data
Sales AWB data

MARGO CRA
Cargo Revenue Accounting

Third Party Providers

FWB/FFM/SLS/...

Messaging
C-IMP message

GL output files

GL & BI

MAIN FEATURES IN MARGO CRA

SALES

- Automated Data Import
- Quick Manual Data Capture
- Automated valuation
- Mixed charges code management
- Automated Tax assignment
- Automated proration
- Sales Reports Reconciliation
- Auditing
- ADM/ACM management including automated creation
- CCA
- Refunds
- Invoicing (CASS / non
- CASS / Consignee / etc ...)

FLOWN

- Cargo manifest capture and control
- Part-shipment management
- Billing to consignees / airlines
- Sales agents billing based on flown documents
- GSA overriding commissions
- Trucking sector provision

MAIL

- Automated Data capture/Import of dispatches
- Automatic calculation of billing amounts
- Billing to postal offices
- Mail rejections

INTERLINE

- Fully SIS compliance
- Automated Interline data capture
- Inward billing control
- Outward billing management
- Automated Rejections
- Correspondence management
- Billing memos
- Inward and outward time limit checks and extensions
- Invoice Adjustment
- Processing

MAIN FEATURES IN MARGO CRA

REFERENCES & CONTROLS

- Rates & Other charges management (TACT / ad-hoc/ class / contract / special rates/ Mail Rates)
- Import of industry references (provisos, prorate factors, etc.) SPAs Management
- Over 30 integrated automated quality controls
- User-defined access rights

REPORTING & INTERFACES

- Revenue Statistical reports Customizable General Ledger interface to Chart of Accounts
- Automatic data integration from MARGO BOOKING and MARGO AWB solutions
- Automated data from third-party systems with CIMP messages (FWB, FFM, etc.)
- Automated import of third-party sales & uplift data
- FlightOps and DCS messages integration
- Custom-built interfaces for data warehouse, business intelligence

SALES

FLOWN

BILLINGS

MARGO CRA
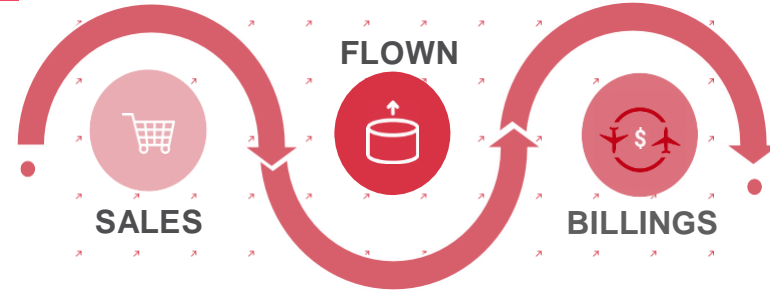
Controls

- Batch Audit of Rates / Other Charges / Commission Sales v/s Uses
- Missing sectors & Part-Shipments Missing flights (SLS Message)
- Un-billed Transactions
- Sales without Uplift Uplifts without sales
- Automated Quality Check run daily. Notification received via e-mail, e.g.:
  - Incorrect Processing of sales/uplift/Mail
  - Maximum Values Check – Abnormal values

Reports

- Set of pre-defined reports
  - Sales based Reports (Analysis by Commodity/Agent)
  - Uplift Revenue by Route/Origin & Destination/Market
  - Mail Revenue
  - Cargo Yield (Revenue/ton)
  - Airmail Yield
  - Team Productivity Report
- Forward Sales Account Analysis (remaining balance)
- BI Reporting (MATIS)

MARGO STOCK MANAGEMENT

Airline

Forwarder

Station

GSA
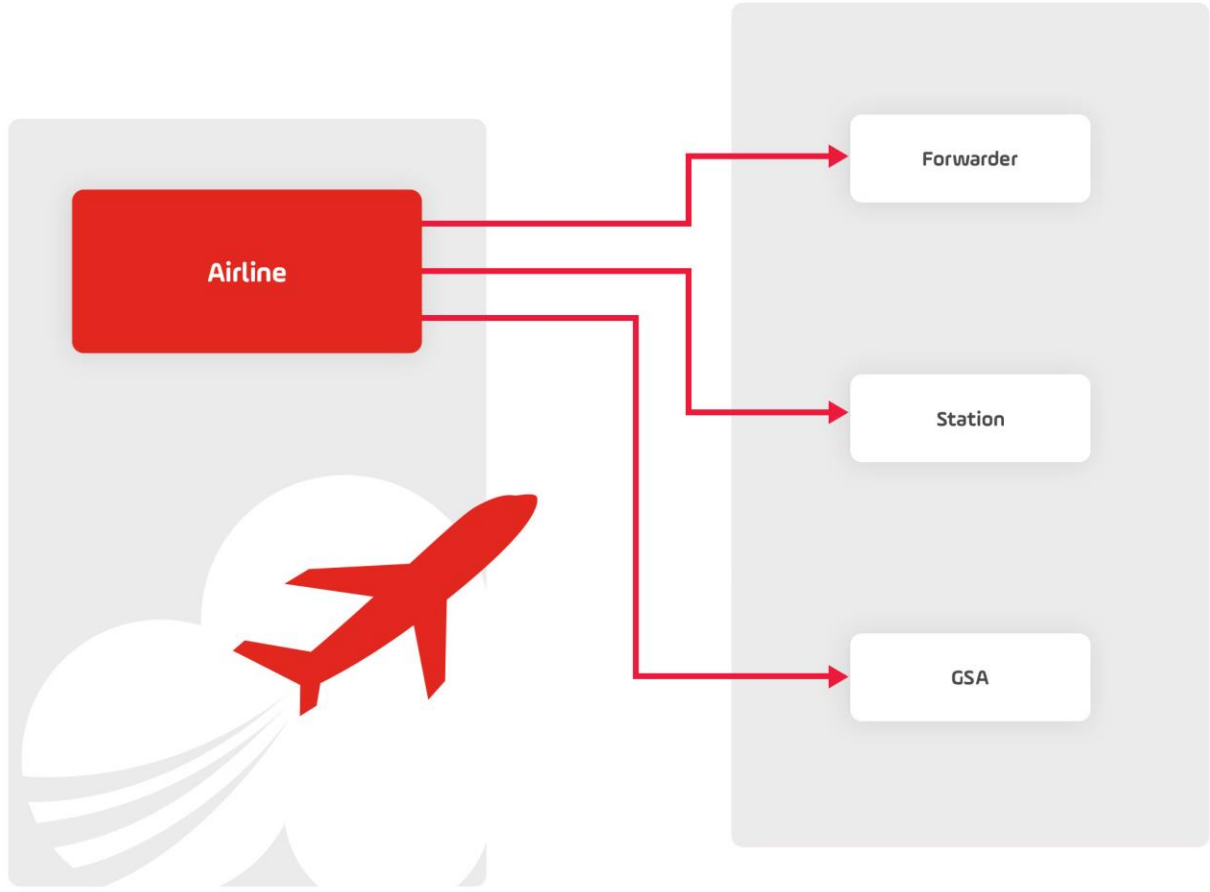
MAIN FEATURES AND PROCESSES IN MARGO STOCK MANAGEMENT

REFERENCES

- Airline (Multi-airline stock)
- Agent/Station
- Stock Agreement

ALLOCATION

- Direct Allocation
- Pre-Allocation
- Blacklist/Unblacklist
- Return Stock

CONTROLS/REPORTS

- Stock Dashboard (Usage/Remaining)
- Stock Threshold Alert
- Usage Control
- Stock Delivery Report
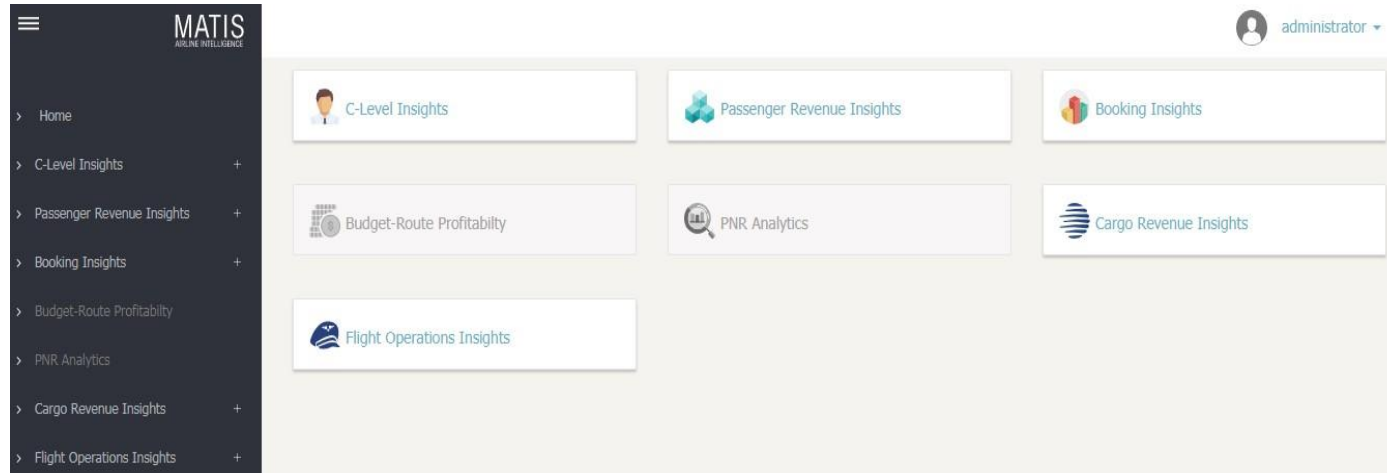- Stock Allocation Report

INTERFACES

- Usage from CRA
- Issuance System

CARGO REVENUE ANALYTICS

CARGO REVENUE INSIGHTS
MATIS AIRLINE INTELLIGENCE SOLUTION

- Available in MATIS Airline Intelligence Solution.

- Cargo operational and top management dashboards enabling airlines monitor cargo revenue performance and benchmark key performance indicators (FTK, Cargo Yield, etc)

- Cargo Revenue Accounting data from Margo-CRA & Airline's External Data (For Example Cargo Budget) are transformed into accurate data insights

CARGO REVENUE INSIGHTS

C-Level Reporting

Reporting DG
Cargo Performance by Sector

V2.1 12.09.17 (*Generated on: 27/04/2018*)
* Indicators in red and green are variances
compared to same period of the previous year

Cumulative Start Flight Date	Start Flight Date	End Flight Date
01 Apr 2016	01 Sep 2016	30 Sep 2016

		Month						Cumulative					
		Traffic		Revenue			Distribution	Traffic		Revenue			Distribution
		Freight (Tons)	Turnover	Cargo/Pax Turnover	Rate/Kg	Yield	Freight	Freight (Tons)	Turnover	Cargo/Pax Turnover	Rate/ Kg	Yield	Freight
Grand Total		930.3 -1.3%	4,259 K$ 9.4%	13%	4.6 $ 10.9%	60.5 c 5.4%	100% 0pt	5,918.9 1.3%	25,503 K$ 9.7%	10%	4.3 $ 8.3%	59.6 c 5.4%	100% 0pt
FRA-JNB	Total	706.2 -3.5%	3,173 K$ -2.8%	16%	4.5 $ 0.7%	51.9 c 0.7%	76% -2pt	4,395.7 0.9%	19,450 K$ 2.8%	13%	4.4 $ 1.8%	51.1 c 0.7%	74% 0pt
	Export	142.1 -11.9%	264 K$ -9.5%	1%	1.9 $ 2.8%	21.5 c 2.8%	20% -2pt	956.2 -5.4%	1,689 K$ -4.1%	1%	1.8 $ 1.4%	20.4 c 2.8%	22% -1pt
	Import	564.2 -1.0%	2,908 K$ -2.1%	14%	5.2 $ -1.1%	59.5 c -1.1%	80% 2pt	3,439.5 2.8%	17,760 K$ 3.5%	12%	5.2 $ 0.6%	59.6 c -1.1%	78% 1pt
BCN-JNB	Total	78.1 0.0%	626 K$ 0.0%	17%	8.0 $ 0.0%	100.9 c 0.0%	8% 8pt	280.0 2259.5%	2,376 K$ 2863.3%	13%	8.5 $ 25.6%	106.9 c 0.0%	5% 5pt
	Export	6.4 0.0%	24 K$ 0.0%	1%	3.8 $ 0.0%	47.9 c 0.0%	8% 8pt	8.5 235.4%	36 K$ 221.5%	0%	4.2 $ -4.1%	53.5 c 0.0%	3% -18pt

CARGO REVENUE INSIGHTS

MATIS
AIRLINE BUSINESS DECISION SYSTEM

Flown Cargo KPI Analytics

Flown Cargo KPI Trends

Cargo KPIs | KPI Trends | Traffic & Revenue Trends

Cargo KPI Analytics

Version 1.09 10/08/2017
Generated on: 4/27/2018 10:59:18 AM

Start Flight Date	End Flight Date	Measures	Chooser	Filter	Highlight Data
01/01/2017	30/04/2017	(Multiple values)	Route	(All)	Highlight Level 1

	Freight (Tonnes) Current	Freight (Tonnes) Diff %	Mail (Tonnes) Current	Mail (Tonnes) Diff %	Freight & Mail (Tonnes) Current	Freight & Mail (Tonnes) Diff %	Freight & Mail Revenue Current	Freight & Mail Revenue Diff %	Rate per Kg Current	Rate per Kg Diff %	FTK Current	FTK Diff %	Cargo Yield Current	Cargo Yield Diff %
Grand Total	1,959.0	-27.5%	896.5	-29.5%	2,855.5	-28.2%	11,415,372	-21.9%	4.35	8.8%	20,972.1K	-23.8%	59.20c	2.5%
FRA-JNB-FRA	1,353.4	-29.7%	706.2	-30.0%	2,059.6	-29.8%	8,730,666	-31.5%	4.24	-2.5%	17,832.1K	-29.8%	48.96c	-2.5%
BCN-JNB-BCN	161.1	0.0%	93.0	0.0%	254.0	0.0%	2,067,875	0.0%	8.14		2,016.5K		102.55c	0.0%
FRA-RAK-FRA	129.4	-69.9%	95.8	-63.7%	225.3	-67.5%	855,048	-64.5%	3.80	9.3%	555.9K	-67.5%	153.80c	9.3%
CPH-FRA-CPH	201.7	-14.7%	0.0	-100.0%	201.7	-14.7%	401,332	-7.1%	1.99	9.0%	137.2K	-14.7%	292.58c	9.0%
DXB-FRA-DXB	19.8	136.3%	0.0	0.0%	19.8	136.3%	108,602	103.9%	5.49	-13.7%	95.8K	136.3%	113.32c	-13.7%
CPT-FRA-CPT	26.6	181.3%	0.0	0.0%	26.6	181.3%	101,471	151.3%	3.81	-10.7%	249.2K	181.3%	40.72c	-10.7%
FRA-WAW-FRA	45.4	-19.7%	0.0	0.0%	45.4	-19.7%	91,506	-30.3%	2.02	-13.3%	40.8K	-19.7%	224.25c	-13.3%
CAI-FRA-CAI	9.5	-17.5%	0.0	8.9%	9.6	-17.4%	35,266	-10.1%	3.69	8.8%	28.0K	-17.4%	126.14c	8.8%
FRA-MAD-FRA	9.8	58.5%	0.0	0.0%	9.8	58.5%	15,607	298.6%	1.59	151.5%	14.0K	58.5%	111.84c	151.5%

Cargo KPI Trends

Version 1.10 08/01/2018
Generated on: 4/27/2018 11:10:26 AM

Start Flight Date	End Flight Date	Filter	
01/04/2016	31/03/2017	FRA-JNB-FRA	Current Year Previous Year

FTK by Route
Level Filters: Route=FRA-JNB-FRA

Cargo Yield by Route
Level Filters: Route=FRA-JNB-FRA

Average Rate per Kg by Route
Level Filters: Route=FRA-JNB-FRA

	Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Jan		Feb		Mar	
Value	4.41	4.23	4.28	4.04	4.48	4.46	4.41	4.49	4.49	4.39	4.49	4.46	4.15	4.29	3.73	3.99	3.23	3.45		4.08		4.63		4.30
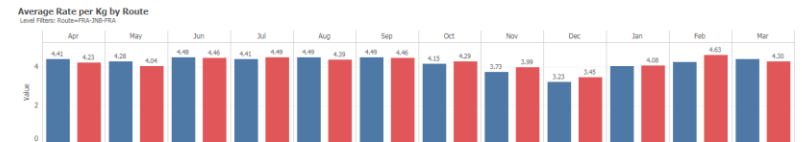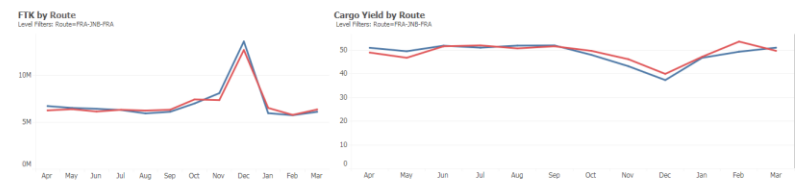
CARGO REVENUE INSIGHTS

Flown Cargo Monthly Performance

MATIS | AIRLINE BUSINESS DECISION SYSTEM

Cargo Flown Budget Analytics

| Month/Year From	Month/Year To	Level 1 Chooser	Level 1 Filter	Level 2 Chooser	Level 2	Level 3 Chooser	Level 3	Measure Names	Cargo_Type
04/2016	01/2017	Budget Month	(All)	None	NONE	None	NONE	(Multiple values)	(All)

Last Flight Date : Freight - 31 March 2017/ Mail - 31 March 2017

		Revenue Current	Revenue Diff %	Revenue Current Budget	% Variance Revenue Current	Weight (Kg) Current	Weight (Kg) Diff %	Weight(Kg) Current Budget	% Variance Weight(Kg) Current	Rate Per Kg Current	Rate Per Kg Diff %	Rate Per Kg Current Budget	% Variance Rate Per Kg Current	FTK Current	FTK Diff %	FTK Current Budget	% Variance FTK Current
Grand Total		45,271,783	9.4%	51,023,028	-11.3%	11,275,383	4.0%	12,364,834	-8.8%	4.02	5.2%	4.13	-2.7%	82,780.6K	7.8%	91,046.0K	-9.1%
Apr-2016	Total	4,255,132	8.9%	4,888,291	-13.0%	1,054,619	9.5%	1,186,548	-11.1%	4.03	-0.5%	4.12	-2.1%	7,296.9K	7.8%	8,269.4K	-11.8%
May-2016	Total	3,973,559	9.5%	4,554,646	-12.8%	1,035,289	2.2%	1,151,218	-10.1%	3.84	7.1%	3.96	-3.0%	7,062.3K	2.5%	7,893.1K	-10.5%
Jun-2016	Total	4,365,165	13.6%	4,967,888	-12.1%	979,590	4.4%	1,093,614	-10.4%	4.46	8.9%	4.54	-1.9%	7,241.6K	9.3%	8,129.1K	-10.9%
Jul-2016	Total	4,399,959	8.5%	4,990,426	-11.8%	991,370	-0.4%	1,110,836	-10.8%	4.44	8.9%	4.49	-1.2%	7,288.0K	5.5%	8,214.2K	-11.3%
Aug-2016	Total	4,249,690	8.6%	4,812,286	-11.7%	927,763	-6.4%	1,033,084	-10.2%	4.58	16.1%	4.66	-1.7%	6,854.7K	1.4%	7,674.3K	-10.7%
Sep-2016	Total	4,259,171	9.4%	4,832,643	-11.9%	930,252	-1.3%	1,041,237	-10.7%	4.58	10.9%	4.64	-1.4%	7,041.7K	3.9%	7,939.1K	-11.3%
Oct-2016	Total	4,524,308	3.1%	5,106,630	-11.4%	1,110,639	-2.8%	1,220,246	-9.0%	4.07	6.0%	4.18	-2.7%	8,053.1K	1.2%	8,877.5K	-9.3%
Nov-2016	Total	4,724,483	16.0%	5,268,933	-10.3%	1,254,696	14.3%	1,354,996	-7.4%	3.77	1.5%	3.89	-3.2%	9,331.6K	19.3%	10,081.4K	-7.4%
Dec-2016	Total	6,670,790	13.2%	7,290,268	-8.5%	2,070,052	18.3%	2,168,426	-4.5%	3.22	-4.4%	3.36	-4.1%	15,700.5K	18.4%	16,423.5K	-4.4%
Jan-2017	Total	3,849,528	1.6%	4,311,016	-10.7%	921,113	-8.4%	1,004,630	-8.3%	4.18	11.0%	4.29	-2.6%	6,910.1K	-1.6%	7,544.3K	-8.4%

75+ Clients all over the world
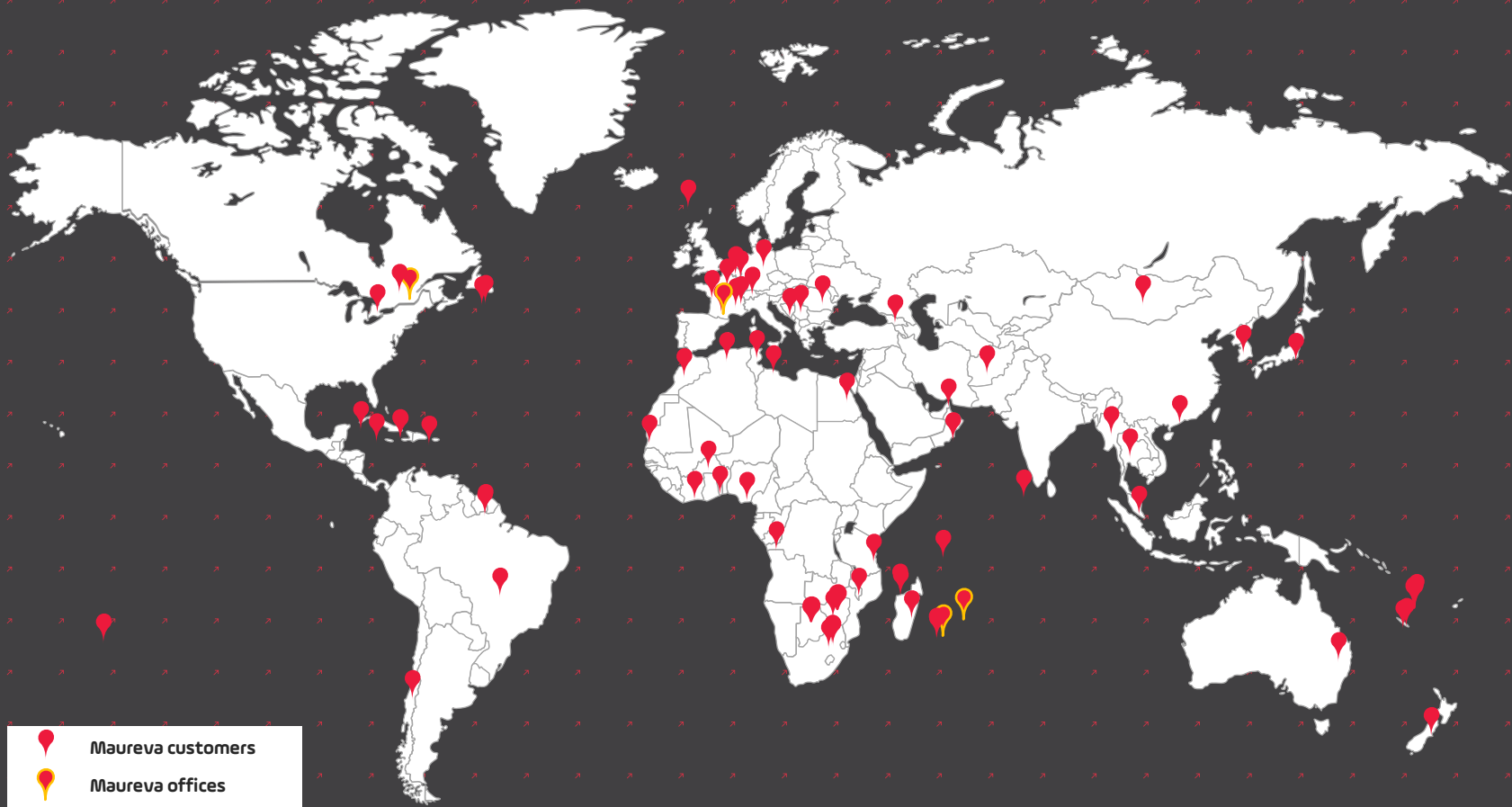
Maureva customers
Maureva offices

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