

IBS - Corporate Profile

The IBS Group (IBS) is a leading provider of new-generation IT solutions to the global Travel, Transportation and Logistics (TTL) industry. SEI CMMI Level 5 and PCMM Level 5 assessed, ISO 9001:2000, TickIT and ISO 27001:2005 certified IBS operates software development centers at Trivandrum and Cochin in India. IBS offers a range of software products that manage mission-critical operations of major airlines, airports, oil and gas companies, seaports, cruise lines and tour operators world-wide. Services offered by IBS include technology consulting, product development, application development, maintenance, and re-engineering.

Founded in 1997, IBS started business operations by providing turnkey solutions addressing specific areas of airline operations. Over time this included flight operations/scheduling, passenger reservations, departure control, airport resource management, airport ground handling, air cargo terminal handling, ULD management, airline revenue accounting, mail tracking, port management, voyage management, helicopter scheduling and personnel tracking for a range of airline clients as well as oil & gas companies.

In 2002 IBS acquired TopAir, a versatile and fully integrated flight management solution, from EDS, as part of a strategic initiative to develop a complete operational solution that would cater to the varying needs of small and medium-sized scheduled/charter airlines. This product is currently used by twelve airlines operating out of Europe, America and the Middle-East.

In September 2003, IBS acquired Avient Technologies, a business unit within Honeywell International. The products thus acquired further expanded IBS' portfolio of offerings to the air transportation industry. Avient Solutions is IBS' global center of excellence for flight operations and provides integrated solutions and services for airline/airport operations.

In March 2006, IBS acquired the assets of Discovery Travel Systems based in Virginia, USA, a provider of 'Business to Business' ("B2B") travel technology systems to the cruise, tour, and vacation travel industry. This move marked IBS' entry into the leisure travel and tour industry.

With the domain experience gained, IBS has taken the initiative to develop two new-generation products, for the air transportation industry. These products are meant to replace more expensive and less flexible legacy systems currently in use in both passenger and cargo operations of airlines. These initiatives are:

- **aiRES**, a comprehensive integrated Passenger Services System developed in business collaboration with Travelport Inc. (formerly Cendant TDS).
- **iCargo**, a Cargo Management System that supports the needs of the entire cargo/logistics chain from shipper to consignee. This product includes industry best practices and comprehensive functionality, validated by a Core Group of Influence (CGI), consisting of Air New Zealand Cargo, South African Airways Cargo, Gulf Air, Qantas Freight and Australian air Express.
- Yet another major initiative by IBS is the development of **iLogistics**, a first of its kind, state-of-the-art solution designed to manage and optimize the logistics operations of upstream oil and gas companies. This product also enables like-minded companies to share their logistics resources. Shell International Exploration and Production (SIEP) has entered

into a long-term agreement with IBS for the implementation of iLogistics in most of its operating companies world-wide.

The clientele of IBS includes major corporations like Nippon Cargo Airlines, SIEP, BP, Orbitz, Emirates, Cathay Pacific, Iberia, Virgin America, Air Canada, Qatar Airways, SITA, EDS, London's Heathrow & Gatwick Airports, Cunard, Royal Caribbean Cruise Lines, Sharjah Ports Authority and DNATA among others. IBS and its group companies operate out of the Americas (Alexandria and Atlanta), Europe (London), Middle East and Africa (Dubai), Asia-Pacific (Sydney, Melbourne & Tokyo) and India (Trivandrum and Cochin).

More information about IBS is available at <http://www.ibsplc.com>.