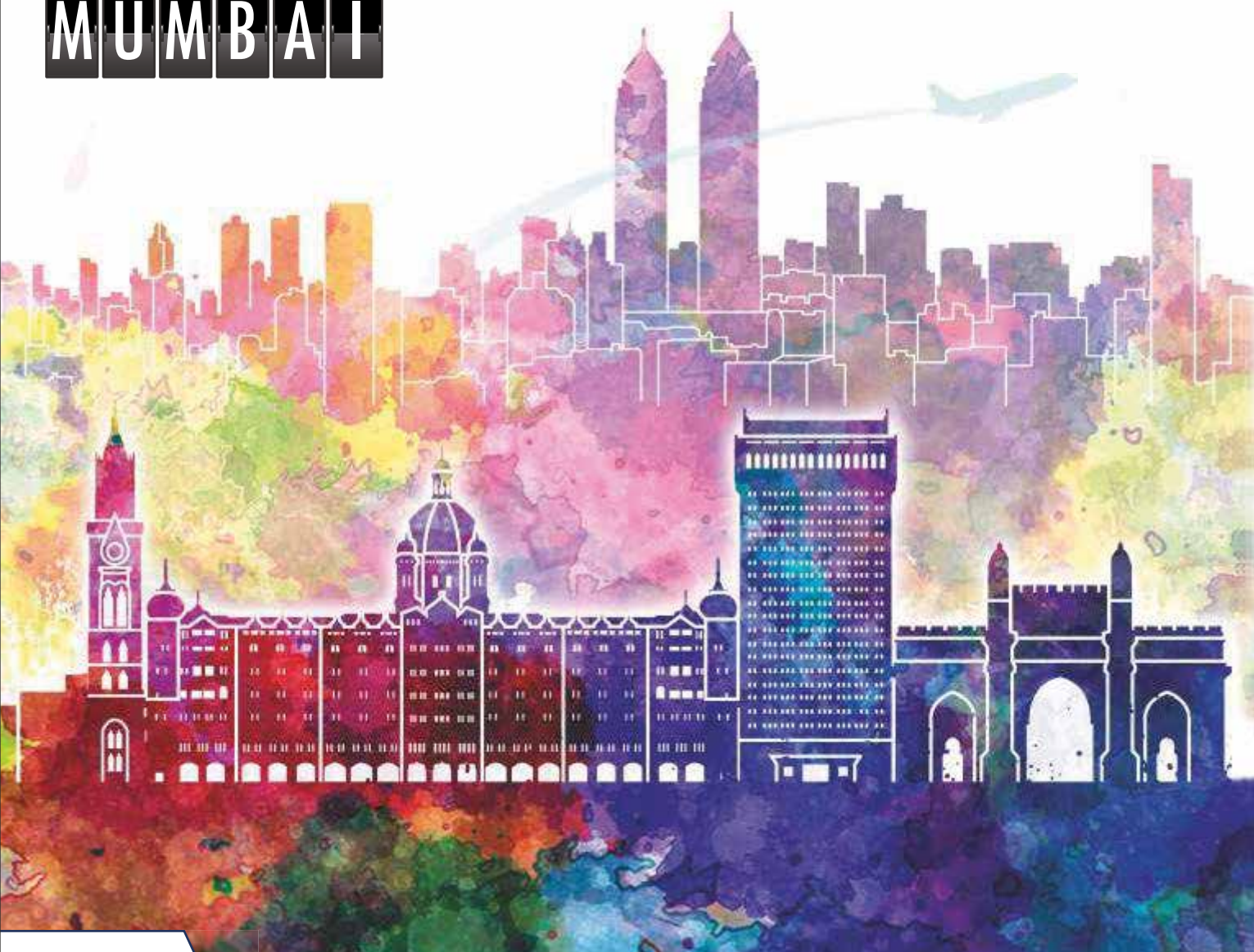


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Show Catalogue



February 25-27, 2020

Mumbai, India

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INDIA

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exhibition and conference

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6
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1 GOAL
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Message from the Organizer



Bhupinder Singh

Chief Executive Officer
Messe München India

Welcome to AIR CARGO INDIA!

The air freight industry is on the brink of a breakthrough. The 2020 Union Budget outlines more than 100 airports to be constructed across the country in a bid to support the Ude Desh ka Aam Naagrik (UDAN) scheme. The new government schemes and the focus on 'Make in India' is giving indirect impetus to aviation industry at large.

The premise of the 2020 edition of AIR CARGO INDIA will reflect the burgeoning weather of the air freight sector and bring various synergies together that will foster the industry at large. This edition will showcase top-of-the-line range of solutions and services that will reinforce the industry and empower businesses. Our comprehensive panel discussions will concentrate on pressing crucial topics like – Digitalization in air cargo industry, Building resilience against trade tensions, Air Cargo industry in the Indian sub-continent and Transportation support for the digital world. AIR CARGO INDIA will bring in key industry players and stakeholders and will render a platform for constructive discussions that will open doors to lucrative business avenues.

I would also take this opportunity to thank Stat Media Group for entrusting AIR CARGO INDIA to Messe Muenchen India, enabling a smooth transfer and assisting us throughout the journey to bring to you a power-packed edition.

Once again, I extend a warm welcome and wish all the stakeholders good luck for the 2020 edition of AIR CARGO INDIA.

See you at exhibition!

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Road Feeder service connecting HYD to its extended catchment areas

Airport Free Trade Zone with Multipurpose SEZ for Warehousing, Processing and Re-Exporting for Pharma, Aerospace, Electronics & Retail

India's largest and busiest cargo handling airport with approx. 29% market share

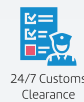
2 Cargo Terminals with 70+ Airlines including 20+ freighters connecting 150+ destinations across the globe

12 freighter bays capable of handling largest freighter aircraft

Availability of transshipment and temperature controlled facilities spread over 11,500 sq. mt.

Airport warehousing and logistics facility spread over 350,000 sq. ft.

KEY FEATURES



KEY COMMODITIES



Pharma

Vaccines

Engineering Goods

Electronics

Ready Made Garments

Fruits & Vegetables

Seafood & Meat

Messe München India Team



Bhupinder Singh
Chief Executive Officer



Tarun Marwah
Group Project Director



Sharukh Kotwal
Deputy Project Director



Rovina Gomes
Senior Business Manager



Sheron David
Sr. Manager Marcom



Anjali Gandhi
Assistant Manager
Marketing



Mohsin Darvesh
Marketing Manager



Leena Tawde
Graphic Designer



Mahesh Javanjal
Sr. Manager
Data & Analytics



Bharati Pednekar
Database Executive



Suresh Gupta
Director Operations



Paresh Wadhvani
Operations
Executive



Samir Chavan
Deputy Head
Finance & Accountant



Deepa Dabhade
Accountant



Ratnesh Nalawade
Account Executive













Maruti Patil
Service Support

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Mumbai, due to its strategic geographical location, well established International connectivity and a strong regional road feeder network is an ideal choice for Indian Pharma companies and Perishable exporters.

	FEATURES	AGRO TERMINAL	PHARMA TERMINAL
	Annual Capacity	1,75,000 tons	3,50,000 tons
	Truck Docks with Dock Levelers	6	6
	Automated Insulation Doors	Yes	Yes
	Work Stations (ULD Build up)	6	4
	ULD Storage Positions	32	140
	Cold Room	2 (2°C to 8°C)	4 (2°C to 8°C) 1 (0°C to -5°C)
	X-Ray machines	3	2
	CCTV Surveillance	24 X 7	24 X 7
	Automated Temperature Monitoring	24 X 7	24 X 7
	Uninterrupted Power Supply with Backup	24 X 7	24 X 7

GVK Mumbai International Airport has built “MIAL Cooltainer”, a temperature-controlled transport solution, for managing movement of pharmaceuticals between terminal and tarmac with no downtime or loss in temperature.



अरविंद सिंह, आई.ए.एस.

ARVIND SINGH, IAS

अध्यक्ष

Chairman

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24622796

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Safdarjung Airport, New Delhi-110003.



CHAIRMAN'S MESSAGE

I am happy to know that **AIR CARGO INDIA 2020**, the 8th edition of the Biennial International Air Cargo Event, is taking place from 25th-27th February, 2020 at the Grand Hyatt, Mumbai.

At a time when India is emerging as the world's fastest growing economies and the policy vision of Government of India envisages a growth of 10 million tonnes (MT) of cargo volume by 2027, Airports Authority of India, as the biggest airport operator, is gearing up to play its part in achieving this objective. It has set up a subsidiary company, AAI Cargo Logistics and Allied Services Company Ltd. (AAICLAS), with a primary focus to handle air cargo and allied services.

AAI is also engaged in developing Tier 2 & Tier 3 airports in the country with a view to enhance the connectivity for reaching goods and services like farm products, pharma products and perishables to the nook and corner of the country.

I am sure that Air Cargo India 2020 would go a long way to create the required synergy amongst all stakeholders to jointly work for development of the Cargo infrastructure and adoption of the best practices in the air cargo logistics supply chain, for the overall growth of the nation.

I commend the efforts of the organizers and wish the event all success.


(Arvind Singh)

VANDANA AGGARWAL, IES



आर्थिक सलाहकार
नागर विमानन मंत्रालय
भारत सरकार

ECONOMIC ADVISER
MINISTRY OF CIVIL AVIATION
GOVERNMENT OF INDIA

MESSAGE

The India economy is at a point of inflexion as it transforms itself from a USD 2.8 trillion economy, the fastest growing among the larger ones and the fifth largest in the world, to double its economic size to USD 5 trillion over the next five years. Air cargo is at a similar crossover, poised to double itself to over 6.5 million metric tonnes when we celebrate 75 years as an independent nation.

Indeed, India's preparedness as an exporter and importer to meet the challenges and opportunities facing the global supply chains and enable e-commerce emanates from the policy and regulatory initiatives taken by the Government to create and upgrade requisite air cargo infrastructure at airports and off-airports, IT-enablement in digitization and processing of transactions and obtaining regulatory clearances, and unique market development through air freight corridors, besides multi-modal land-air transit and transshipment from Indian airports for the neighbouring countries. Technological developments to create air cargo communities throughout the country augur well for the trade and economic sector in the years to come.

The growth of the economy provides an enormous opportunity for exports where aviation plays a crucial role. India's top export commodities using air freight include pharmaceuticals, gems and jewellery, textiles, automotive components and leather goods. Many large and small scale industries have been showing consistent performance in their overseas sales. The focus on '*Krishi Udaan*' in the Union Budget 2020-21 compels us to look to ways to work out air freight strategies to integrate heavy-lift agri products into international and domestic value chains to the benefit of the Indian farmers and fishermen.

I am very happy to know that AIR CARGO INDIA 2020, the 8th Edition in the biennial international air cargo event is taking place from 25-27 February 2020 at Grand Hyatt, Mumbai. I have no doubt that such events will pave way for the development of our export trade. I wish the event all success.


(Vandana Aggarwal)
20-02-2020



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E-mail : chairmanwr@fieo.org / fieowr@fieo.org

Khalid Khan

Regional Chairman (FIEO, WR)

Any successful business leader will acknowledge the crucial importance of effectively organized logistics. They understand that implementing seamless logistics is a key element in keeping pace with customer demands and outperforming competitors. Due to continuous initiative and support of the government and the dedicated commitment of our exporters India's exports in recent times have been continuously showing robust growth despite challenging conditions prevailing all across the globe.

With India emerging as one of the fastest growing economies in the world, Air Freight Industry holds lot of opportunities in the country. Air Freight contributes 35 percent of the world trade by value. High-value products and perishable commodities depend upon air freight for transportation. Of late, India has also emerged as a booming market for e-commerce which also depends on air freight.

I compliment the efforts of Messe Muenchen India Pvt. Ltd. in organizing the "AIR CARGO INDIA 2020", from February 25-27, 2020 at Mumbai, which would provide platform for all the players in the National economic growth such as the Airlines, Airport, Freight Forwarders and Shippers to come face to face with each other and pave way for the growth of international trade.

I wish that Messe Muenchen India Pvt. Ltd. Team and the event all success.

Mr. Khalid M Khan
Regional Chairman, FIEO (WR)

Regional Chairman (WR) Office :
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Tel.: 91-22-4210 0900 • Fax: 91-22-4210 0901 Mob.: 9821033199
E-mail : khalid@geco-trade.com





THE AIR CARGO AGENTS ASSOCIATION OF INDIA

28-B, Nariman Bhavan, Nariman Point, Mumbai 400 021 • Tel.: 2202 1923, 2202 5584 • Fax : 2282 4029 • E-mail : headoffice@acaai.in

I am very happy to note that “AIR CARGO INDIA 2020” is scheduled to be held from 25th to 27th February 2020 at Mumbai. This event has become a very important feature in the annual calendar of the air cargo fraternity globally.

Air cargo plays a vital role in the field of trade and commerce and is a key component in the logistics industry, which will be a sunrise industry globally in this decade. Since it's inception 50 years ago, The Air Cargo Agents Association of India (ACAII) has been playing a major role in facilitating the growth and expansion of the air freight industry in India. In this context, ACAII engages extensively with Ministries, Government bodies and Departments, trade bodies, Chambers of Commerce and industry, airlines, IATA, FIATA etc., to resolve issues of concern to the industry.

I am confident that “AIR CARGO INDIA 2020” will provide ample opportunity about relevant industry issues during the conference. The exhibitors will also showcase their products and services for the benefit of those who will be attending this event.

On behalf of The Air Cargo Agents Association of India (ACAII), I congratulate the organizers for making the annual “Air Cargo” editions a global event which is eagerly awaited by all the players in the air cargo industry every year. I wish all success to the “AIR CARGO INDIA 2020” edition.

With Best Wishes,

A handwritten signature in black ink, appearing to read 'Sunil Arora', is positioned above the printed name.

Sunil Arora
President, ACAII

Floor Plan

Guest
Entry



Service
Entry



Exhibitor's Name

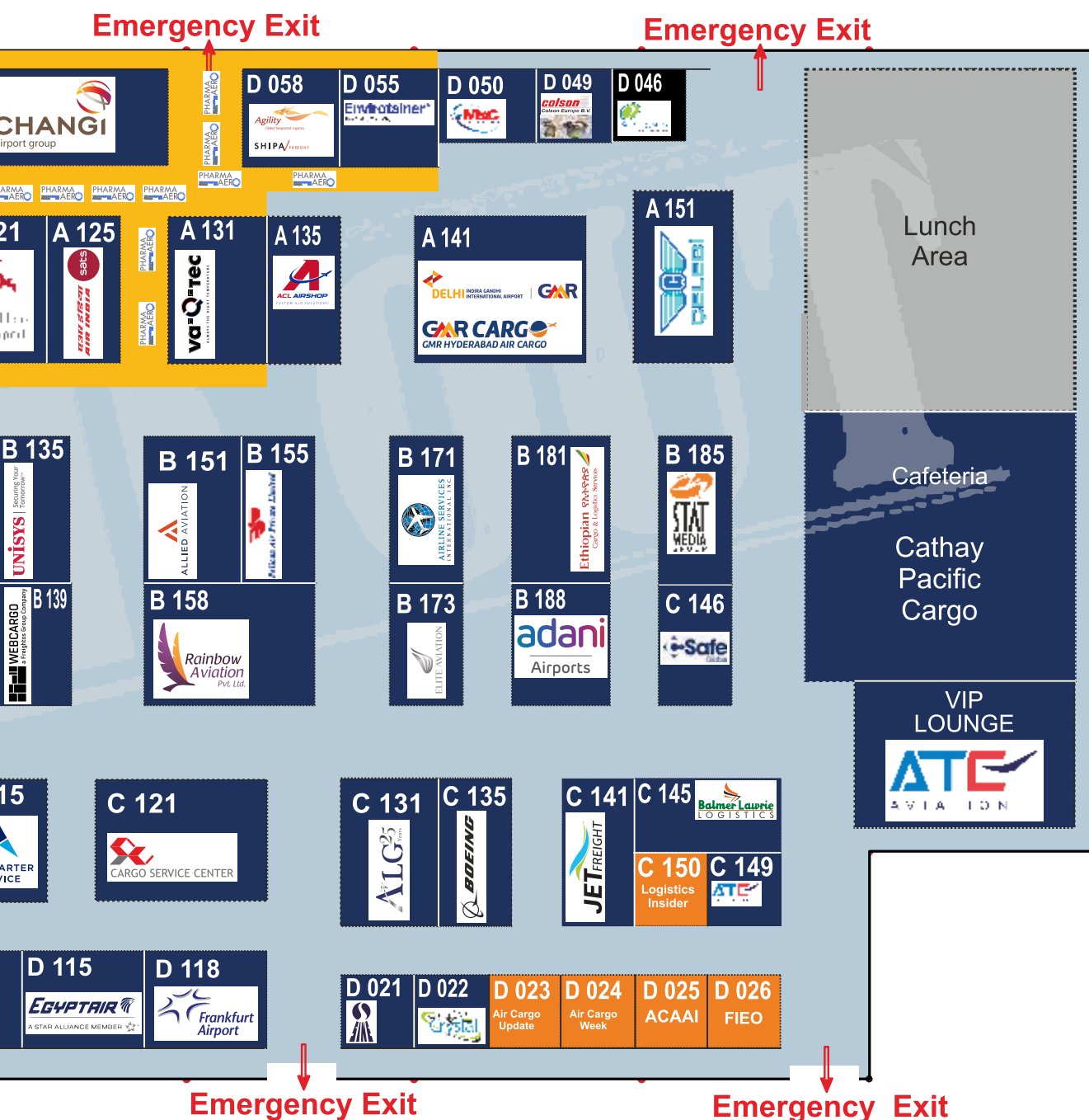
Booth

AAICLAS	D 111
ACAAI	D 025
ACL Airshop	A 135
Adani Airports	B 188
Agility	D 058
AI Sats	A 125
Air Charter Service	C 115
Air India Cargo	A 101
Air Logistics Group	C 131
Air Safa	A 105
Allied Aviation	B 151
Astrophysics	A 103
Atlas Aviation (Airline Services International)	B 171
ATC Aviation	C 149

Exhibitor's Name

Booth

Azura International	D 024
Balmer Lawrie Logistics	C 145
Boeing	C 135
Brussels Airport	A 111
Cargo Service Center	C 121
Celebi	A 151
Changi Airport	D 072
Colson	D 049
Crystal Cool Chain	D 022
Delmos Aviation (Sentro Group)	B 138
Delta Airlines	B 131
ECS Group (Aviation Solutions India)	B 121
Egypt Air (Allied Aviation)	D 115
Elite Aviation	B 173



Exhibitor's Name	Booth
Envirotainer	D 055
Ethiopian Cargo	B 181
FIEO	D 026
Flywell Aviation	A 104
Frankfurt Airport	D 118
Freightos (Web Cargo)	B 139
Global Aviation	C 111
GMR Cargo (Del Hyd)	A 141
Group Concorde	B 128
Jet Freight	C 141
Kale Logistics	D 046
Logistics Insider	C 150
M&C Aviation Holdings (PTE) Ltd.	D 050
MAS Kargo	B 125

Exhibitor's Name	Booth
Miami Airport	A 115
Mumbai International Airport	D 080
Pelican Air	B 155
Rainbow Aviation	B 158
Sharjah Airport	A 121
Sine Trading	D 021
Spice Jet	B 105
Stat Times	B 185
Teleport	B 123
Turkish Cargo	D 001
Unisys	B 135
Va - Q - Tec	A 131
7 Dimensions Media	D 023

25 February 2020



Welcome	09:00 hrs to 16:00 hrs 09:30 hrs to 10:00 hrs	Delegate Registration Official Opening of air cargo India 2020
Inauguration	09:30 hrs to 18:00 hrs	Exhibition open for visitors
Networking Break	10:00 hrs	Hosted by ibssoftware
Welcome address	10:30 hrs to 10:40 hrs	Mr. Gerhard Gerritzen, Member of the Management Board, Messe München GmbH
Address	10:40 hrs to 10:50 hrs	R K Patra, Editor-in-Chief, STAT Media Group
Keynote address	10:50 hrs to 11:00 hrs	Vandana Aggarwal, Economic Advisor, Ministry of Civil Aviation
Panel Discussion – 1	11:00 hrs to 12:30 hrs	State of Digitalization in the Air Cargo Industry <ul style="list-style-type: none"> Moderator: Glyn Hughes, Global Head of Cargo, International Air Transport Association (IATA) Turhan Ozen, Chief Cargo Officer, Turkish Airlines Dorothea von Boxberg, Executive Board Member Product and Sales & Chief Commercial Officer, Lufthansa Cargo AG Dennis Lister, Vice President, Product & Business Development, Emirates SkyCargo Edoardo Podestà, Chief Operations Officer, Air & Sea Logistics, Dachser Group Manoj Singh, Senior Vice President & Head Cargo, Mumbai International Airport Keku Gazder, CEO, AAI Cargo Logistics and Allied Services Company (AAICLAS) Ashok Rajan, Senior Vice President & Head, Cargo & Logistics Solutions Line of Business, IBS Software
	Hosted by ibssoftware	
Lunch	13:00 hrs to 14:00 hrs	Hosted by  Chhatrapati Shivaji Maharaj International Airport Mumbai 
Round Table 1	14:00 hrs to 15:30 hrs	Air Shipper Forum – Perishables Quality and compliance: setting standards and building capacity for transport and logistics of perishable goods Hosted by  Kempegowda International Airport Bengaluru

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25 February 2020

Round Table 1 **14:00 hrs to 15:30 hrs**

- Moderator: Reji John, Editor, STAT Media Group
- Kaushal Khakhar, Chief Executive Officer, Kay Bee Exports
- Jalpa H Vithalani, Founder & Director, Global Agritech & Director, Jupiter Express Services
- R Ravindra, Deputy General Manager and Regional Head, Mumbai, Agricultural & Processed Food Products Export Development Authority (APEDA)
- Arun Chandra, General Manager, Aviation Business, Bangalore International Airport
- Sanjiv Edward, Chief Commercial Officer, GMR Delhi International Airport
- Navdeep Lamba, Vice President, Cargo & Logistics, SpiceJet
- Venugopal Bangera, Chief Executive Officer, Cargo Service Center (CSC)
- Richard Theknath, Promoter & Managing Director, Jet Freight

Networking Break **15:30 hrs to 16:00 hrs**

Hosted by



Round Table 2 **16:00 hrs to 18:00 hrs**

Hosted by



Air Shipper Forum – Pharma

Co-creating Pharma Supply Chain Standards & Visibility

- Moderator: Frank Van Gelder, Secretary General, Pharma.Aero
- Makarand Sane, General Manager, Head – Export Logistics, Sun Pharma
- Ravi Kumar Tummalapalli, Head of Logistics, APPAC, Japan, China, Teva Pharmaceuticals
- Rajasekhara Reddy, Vice President – Global Demand Planning & Logistics, Glenmark
- Ashok Bhattacharaya, Managing Director, Takeda Pharma
- Mark Sutch, Regional General Manager – South Asia, Middle East and Africa, Cathay Pacific Airways
- Manoj Singh, Senior Vice President & Head Cargo, Mumbai International Airport
- Jaisey Yip, Associate General Manager, Cargo & Logistics and Air Hub Innovation, Changi Airport
- Nathan De Valck, Head of Cargo Product & Network Development, Brussels Airport Company
- Jimmy Nares, Section Chief, Aviation Marketing, Miami-Dade Aviation Department
- Jeremy Mitchell, Service Assurance Manager, Sharjah International Airport
- Tushar Jani, Group Chairman, Cargo Service Center
- Imran Ahmed, Senior Manager – Airline Marketing (ground handling), AISATS
- Roland Rappl, Managing Director, va-Q-tec
- Stephen Maietta, Head of Market Development, Envirotainer
- Aditya Parulkar, President, Penta Freight

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- Top U.S. International Freight Hub
- Multi-Billion Dollar Pharma Hub
- 167 Belly Cargo /112 Freighter Destinations
- Top Latin American/Caribbean Hub
- High Ranking Global Freight Hub

Ethiopian



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26 February 2020

Networking 10:00 hrs

Hosted by **UNISYS** | Securing Your Tomorrow®

Panel Discussion – 2 10:00 hrs to 11:30 hrs

Trade Tension drag on air cargo and building resilience

Hosted by

UNISYS | Securing Your Tomorrow®

- Moderator: Steve Townes, CEO & Founder, Ranger Aerospace and Chairman & CEO, ACL Airshop
- Russi Battliwala, Chief Executive Officer, Chapman Freeborn Group
- Peter Penseel, Senior Vice President, Cargo Sales and Network Planning, Qatar Airways Cargo
- Eric Wilson, Managing Director, Cargo Global Sales, Delta Cargo
- Graham Perkins, Vice President, Sales & Marketing, Europe, Middle East / India / Africa (EMEIA), Atlas Air
- Niranjan Navratnarajah, Cargo Industry Director, Unisys Asia Pacific
- Pukhraj Singh Chug, Chairman & Managing Director, Group Concorde
- Markus Muecke, Board Member, CargoIQ, FIATA, Air Freight Institute, IATA

Networking Break 11:30 hrs to 12:00 hrs

Hosted by **NATIONAL**
DESTINATION EXCELLENCE®

Panel Discussion – 3 12:00 hrs to 13:30 hrs

The Indian subcontinent, the most promising air cargo export region of the world

Hosted by

NATIONAL
DESTINATION EXCELLENCE®

- Moderator: Keku Gazder, CEO, AAI Cargo Logistics and Allied Services Company (AAICLAS)
- William Boulter, Chief Commercial Officer, IndiGo
- Nirbhik Narang, Executive Director, Cargo, Air India
- Adrien Thominet, Chief Executive Officer, ECS Group
- Tom Crabtree, Regional Director, Airline Market Analysis, Marketing & Business Development, Boeing
- Saurabh Kumar, Chief Executive Officer, GMR Hyderabad Air Cargo
- Sanjiv Gupta, Chief Executive Officer, SpiceXpress
- Amar More, Chief Executive Officer, Kale Logistics Solutions
- Keshav Tanna, Chairman, Airfreight Institute, FIATA

Lunch 13:30 hrs to 14:30 hrs

Hosted by **DELHI** | INDIRA GANDHI INTERNATIONAL AIRPORT | **GAR**
GAR CARGO
GMR HYDERABAD AIR CARGO

Round Table 3 14:30 hrs to 16:30 hrs

Air Shipper Forum
Building airports of the future for special cargo commodities

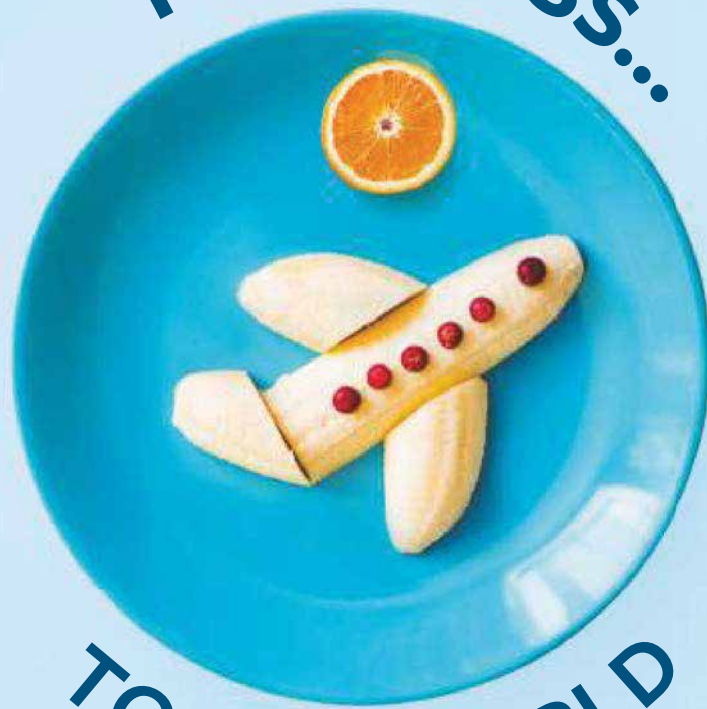
Frankfurt Airport

- Moderator: Roland Weil, Vice President, Sales, Cargo, Frankfurt Airport
- Max Conrady, Senior Vice President, Cargo, Frankfurt Airport
- Pramod Sant, Vice President, Head of Import Export and Customs, Siemens
- Vijayanand Choudhry, Global Head, Procurement, Tata Technologies
- Sujan Roy, Head International Business, Passenger Vehicles, Tata Motors
- David Beecham, Product Development Director, AirBridgeCargo
- Phani Krishna, Head, West-2 Region, DSV Air & Sea

Networking Break 16:30 hrs to 17:00 hrs

Hosted by **Frankfurt Airport**

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till Nov 2019
in FY 2019-20



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European countries



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centre for
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facility



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processing
capabilities



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and statutory
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- Exporters • Airlines • Freight Forwarders
- Everyone connected with the perishable business ecosystem

27 February 2020

Networking

10:00 hrs

Hosted by



Round Table 4

10:00 hrs to 11:30 hrs

Hosted by



Air Shipper Forum – e-Commerce:

Air cargo for eCommerce logistics – enabling and delivering global trade

- Moderator: Emir Pineda, Manager, Aviation Trade & Logistics, Marketing Division, Miami-Dade Aviation Department
- Dharmender Khanna, Head of Brand – Lotto Sport Italy, SSIPL Retail
- Abhishek Middha, Founder, The Boho Street
- Shayak Mazumder, Chief Executive Officer, Eunimart
- Dibyendu Ganguly, Chief Executive Officer & Founder, EximScouts
- Sujit Subramanian, Vice President, Cargo, Go Air
- Vijay Sharma, Head – Cargo, Delhi International Airport Limited
- Pratik Mehta, Deputy General Manager, Airline Marketing, Cargo, Bangalore International Airport
- Aniket Nathvani, Head, Cargo and B2B, Shadowfax

Networking Break

11:30 hrs to 12:00 hrs

Panel Discussion – 4 12:00 hrs to 13:30 hrs

Hosted by



Transportation support for the digital world – building future capacity with new modes complementing the traditional

- Moderator: Steven Verhasselt, Vice President, Commercial, Liege Airport
- Yashpal Sharma, Managing Director, Skyways Group
- Lesley Cripps, Sales director, Cargo Flash Infotech
- Varun Kulshreshtha, Chief Operating Officer, Shipa Freight
- Asaad Joubran, Business Development Lead India, Zipline
- Ramesh Mamidala, Chief Cargo Development officer, Adani Airports Limited
- Sidharth Kundu, Director of Sales – South Asia and Oceania, Astrophysics



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SPEAKERS PROFILE

Moderator Panel Discussion -1

“ Glyn Hughes has been involved in Air Cargo for over 30 years having started his career with British Caledonian in the UK. He joined IATA in 1991 and became IATA's Global Head of Cargo in June 2014. He has the overall responsibility to ensure IATA delivers on the agenda agreed by the Cargo Committee to support the Air Cargo industry. Priority areas include safety, security, quality, special cargo, operations, transformation and industry sustainability. He is dedicated to working closely with industry stakeholder partners through GACAG and other relationships to foster collaborative solutions such as the IATA / FIATA Air Cargo Program. A firm believer in supporting the next generation of industry leaders, Glyn spends a large amount of time on outreach programs with training and other educational establishments.

He previously headed the IATA Cargo Agency and Cargo Accounts Settlement System (CASS) programs growing the CASS network to cover more than 80 operations in over 75 countries processing more than 18 million AWBs with a combined settlement value in excess of USD 29 billion. Glyn is based in Geneva. ”



Glyn Hughes
Global Head of Cargo,
International Air Transport
Association (IATA)



Turhan Ozen
Chief Cargo Officer -
Turkish Cargo

Panel Discussion -1 / 25 Feb 2020

“ Turhan Ozen's 30-year work experience involves sales, marketing, business development, logistics and supply chain related areas.

After graduating from Galatasaray High School, he began studying at the Department of Management at Bogaziçi University. Later, he got his Executive MBA at Koç University. He started his early career as the manager of the sales and logistics departments for the Koç Group's affiliates in the automotive sector. He worked as the Distribution Operations Group Manager and Operations Director at TNT Logistics, where he had been involved since its establishment. Between 2012 and 2014, he was occupied as CEVA Balkans-Middle East and Africa Region VP of Business Development & Sales. Later in 2015, he was appointed to the position of CEVA Global Health Sector President. He served as the Managing Director of CEVA Logistics Middle East and North Africa region until he joined the Turkish Cargo family in December 2016. ”

Panel Discussion -1 / 25 Feb 2020

“ Dorothea von Boxberg studied industrial engineering at Technical University of Berlin as well as business administration at ESCP Paris as part of a Masters-equivalent dual-degree programme. Dorothea began her professional career in 1999 at the strategic management consultancy Boston Consulting Group in Stuttgart, Germany, serving most recently as project manager. She has worked in various industries and several countries.

In 2005, she took a position as 'Director Alliance Development' at the operating company of StarAlliance.

In 2007, Dorothea took her first position at Lufthansa Passage in the 'Strategy and Investments' division, which she headed from 2009 onwards. From 2012, she was responsible for 'Customer Experience Design' at Lufthansa Passage. During this time, she and her team rolled out a new generation of Business Class seats, developed the Premium Economy Class, which was launched at the end of 2014, and laid the foundations for the development of Lufthansa into the 5 Star Airline.

In 2015, Dorothea was transferred to Lufthansa Cargo and has headed 'Global Sales Management' since then. In this position, she was responsible for 'Performance Management', 'Sales Processes', 'Pricing', 'Product management' and 'Innovation', 'Platform Management' of Austrian Airlines and Eurowings.

The Supervisory Board of Lufthansa Cargo AG has appointed Dorothea to the Executive Board of Lufthansa Cargo AG with effect from 1 August 2018. ”



Dorothea von Boxberg
Executive Board Member
Product and Sales &
Chief Commercial Officer-
Lufthansa Cargo AG



Ashok Rajan
Senior Vice President & Head,
Cargo & Logistics Solutions
Line of Business, IBS Software

Panel Discussion -1 / 25 Feb 2020

“ Ashok is a Senior Vice President & Head of the Cargo & Logistics Business in IBS Software Solutions. Having spent close to 20 years with IBS, he has grown through the ranks of the organization to be currently heading one of IBS' most successful businesses and is a member of the senior leadership team of the company. ”

Panel Discussion -1 / 25 Feb 2020

“ Edoardo Podestá, originally from Chiavari, Italy, is the COO Air & Sea Logistics of DACHSER Group since October 2019. He is responsible for the company's global air and sea freight business which consists of 170 offices worldwide with more than 4,700 staff and a total revenue of close to 1.2 billion Euro. To achieve the DACHSER mission of becoming the world's most integrated logistics provider, he takes the responsibility to expand Air & Sea Logistics network and further integrate it with DACHSER Road Logistics business.

Podestá is at the same time directly managing the Asia Pacific region. He has been Managing Director Air & Sea Logistics Asia Pacific since 2014. The region has more than 1,800 employees in 49 locations including Bangladesh, China, Hong Kong, India, Indonesia, Korea, Malaysia, Singapore, Taiwan, Thailand and Vietnam.”



Edoardo Podestá
Chief Operations Officer,
Air & Sea Logistics,
DACHSER Group

Panel Discussion -1 / 25 Feb 2020



Keku Bomi Gazder
CEO- AAI Cargo Logistics and
Allied Services Company Limited
(AAICLAS)

“ Keku Bomi Gazder, CEO, AAI Cargo Logistics & Allied Services has had a distinguished career of nearly three decades in the aviation sector in the Middle East and India, handling senior positions in leading companies like Air France-KLM Cargo, Martinair Cargo, Saudi Arabian Airlines, etc. Since June 2017, he is associated with AAI Cargo Logistics and Allied Services, a 100% subsidiary of Airports Authority of India under the Ministry of Civil Aviation. He looks after cargo and logistics activities at over 90 AAI airports, identifying business opportunities across various verticals of the company for future growth and formulating business strategies to be ahead of the competition in the cargo industry.

Recently, AAI Cargo Logistics and Allied Services commenced the handling of In-line Hold Baggage Screening System at AAI managed airports. He works in close association with the Ministry of Civil Aviation in his capacity for various projects.”

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Panel Discussion -1 / 25 Feb 2020

“ Manoj Singh is Senior Vice President & Head – Cargo (Mumbai International Airport Ltd- MIAL). He is associated with MIAL more than 08 years.

He is responsible for Overall Cargo Operation, P & L of Cargo department, Business Development and Cargo Master Plan.

Manoj has rich experience of more than 28 years in Aviation on pan India basis. He has expertise in cargo & ground Handling management, commercial & business Development, profit center & revenue management, project management, new technologies, marketing strategies, networking, customer relations, safety standards, ramp handling functions, perspective planning, airline functions, airline contracts, and logistic related issues.

Prior to joining MIAL, he was working with the Menzies Aviation Bobba Bangalore as Chief Executive Officer responsible for P&L of the Company. Within Menzies Aviation he had played a vital role of Commercial Manager (India, Pakistan, Bangladesh & Sri Lanka) and as General Manager-Cargo for its start up greenfield project in India namely Bangalore and Hyderabad, taking responsibility of project development, operations, commercial, safety & security, IT & business development. He also worked with Lufthansa Cargo and Airports Authority of India.

Manoj has Diploma in “Airport Executive Leadership Program” from ACI through “Concordia University, Montreal” and completed his MBA in marketing from “Chetna Institute of Management – University of Mumbai”, MCOM Business Management from University of Mumbai, Post Graduate Diploma in Marketing & Sales Management (Gold Medalist) from “Bharatiya Vidya Bhavan, Mumbai”.



Manoj Singh
Senior Vice President &
Head - Cargo, Mumbai
International Airport (MIAL)

He has been recently appointed as Co-chairman- Shipping & Air Logistics committee by Indian Merchant Chamber in the year 2017-2018. He was awarded for his outstanding achievement in Air Cargo Industry by many international trade bodies and various air cargo stakeholders. He has been instrumental in implementing the India's first “Air Cargo Community Digital Platform – GMAX” at Mumbai airport. He has led Mumbai airport cargo to become one of the leading e-freight compliant station and the first cargo airport in India to achieve IATA CEIV Pharma accreditation along with becoming strategic member of Pharma.Aero.

”

Panel Discussion -1 / 25 Feb 2020



Dennis Lister
Vice President Cargo
Commercial Development,
Emirates SkyCargo

“ Dennis Lister is Vice President – Cargo Commercial Development at Emirates SkyCargo, responsible for the Emirates Product Portfolio and maximizing the commercial performance globally. In addition, he is responsible for the ME market to lead the Cargo Commercial Operational activities. His career in the air freight and logistics industry began in 1995 and he has a successful track record working in a variety of senior management positions based in South Africa, Switzerland, the UK and the UAE. His vast experience, combined with his in-depth knowledge of the global air cargo industry, has added significant value to Emirates SkyCargo in a very exciting and dynamic time for the industry. He has been the driving force behind the launch of Emirates Delivers, the first E-Commerce specific product launched by Emirates SkyCargo, and is continually exploring ways to develop new opportunities and partnerships to enable sustainable growth and profit for the Emirates Group.”



Frankfurt Airport: Europe's Leading Cargo Hub

Round Table 1 / 25 Feb 2020

“ Kaushal Khakhar is the CEO of Kay Bee Exports, India's largest air-freight exporter of fresh fruits and vegetables. He is a CA and MBA and has worked with PwC and Unilever before entering the family business. In a short span of 15 years, he has taken Kay Bee to market and product leadership position. Kaushal has transformed Kay Bee's business model into a vertically integrated one. Kay Bee today has its own farming operations, tightly controlled contract farming, self-manufacture of organic pesticides, fleet of more than 50 vehicles, in-house freight forwarding (IATA accredited), self-customs clearance and a distribution company in UK. With revenues touching Rs.150 crores, it is a 2-star government recognized export house. Kay Bee holds stock of all major airlines from Mumbai and forwards roughly 7,000 tonnes of its captive freight through them. It is also amongst the very few CRISIL rated companies in the industry and has achieved the highest credit rating for several consecutive years. Kay Bee has been the first and the largest to ship both mangoes and pomegranates to USA from India. Kaushal's focus on innovation and infrastructure has catapulted Kay Bee to a known brand in the international markets.

”



Kaushal Khakhar
CEO, Kay Bee Exports

Round Table 1 / 25 Feb 2020



Jalpa H Vithalani
Director,
JTB Jupiter Express Services

“ JTB Jupiter Express Services Pvt. Ltd. is a market leader in international courier consolidation and air freight forwarding. It is a joint venture with Jupiter Global Ltd. which is a Hong Kong-based Japan Airlines subsidiary. JTB Jupiter has a cohesive PAN-India presence with a well-experienced knowledgeable team with excellent local expertise & total logistics solutions.

Jalpa H Vithalani is also the Founder & Director, Global Agritech (I) Pvt. Ltd., which is one of the pioneers in rose cultivation in India. She is the Vice President of Western India Floriculture Association. Global Agritech represents one of the world renowned Dutch breeders Schreurs in India. Global Agritech provides quality employment, especially for women with 75 women from the neighbouring villages working at the farm. Jalpa H Vithalani was appointed on APEX body of APEDA – Agricultural & Processed Food Products Export Development Authority Shri. Kamal Nath – Minister of Commerce & Industry, Government of India. Global Agritech represented one of the largest Auction Houses in Europe, Flora Holland in India and was training other floriculture units to package and export their produce.

”

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Round Table 1 / 25 Feb 2020

“ RAVINDRA has a Masters Degree in Agriculture from University of Agricultural Sciences, Bangalore and an MBA from Central College Bangalore University.

He has been working with Agricultural & Processed food products Export Development Authority (APEDA) for the past 28 years in various capacities. At present, he is holding the post of Deputy General Manager and Regional Head and is heading the Regional Office of Mumbai covering the states of Maharashtra, Gujarat, Goa, Chhattisgarh & Madhya Pradesh.

He has represented APEDA at various national and international exhibitions. He is on the Board of several organizations related to exports.

He is the Team Leader of the Evaluation Committee of NAB and has conducted several audits of the organic certification bodies.

”



R Ravindra
Deputy General Manager and
Regional Head, Mumbai,
Agricultural and Processed
Food Products Export
Development Authority (APEDA)

Round Table 1 / 25 Feb 2020



Arun Chandra
General Manager,
Aviation Business,
Bangalore International Airport

“ Arun Chandra comes with over two decades of aviation experience in India and abroad in various capacities. He was the Station Manager for Lufthansa German Airlines in India and later in Malaysia and Indonesia. Later, he took over the responsibility of heading Market Development for Lufthansa Group in South Asia. Mr. Chandra has also represented the interests of the airline community in his capacity as Chairman of the Airline Operators Committee, Bangalore from 2008 – 2014. Currently Mr Chandra is leading the Aviation Business vertical at Bangalore International Airport.”

Round Table 1 / 25 Feb 2020

“ Sanjiv Edward has taken over as Chief Commercial Officer – Aero of Delhi International Airport Limited (DIAL) from January 2018, wherein he will be leading the aeronautical and aero-related business verticals of IGI Airport. In his new role, he will be responsible for developing and driving the strategy for these verticals by achieving sustained growth of aeronautical revenues through various streams, such as cargo, land & space, concessions and aeronautical services. His profile also includes leading the airlines marketing and route development activities to enhance IGI Airports' air connectivity network. Further, he will also be guiding the revenue management function for aeronautical activities.

Earlier to this role, Sanjiv was heading the cargo business of DIAL, where he was responsible for driving the cargo strategy and development of the cargo master plan. He has been actively engaged with government, regulators and industry for policy formulation at various levels.

Sanjiv was also the Chairman of The International Air Cargo Association (TIACA), Miami from May, 2015 to October, 2017. TIACA is a global body working towards efficiency in the air freight supply chain, working closely with WCO, ICAO, WTO, TSA, UNCTAD.

Prior to joining DIAL, Sanjiv has worked with British Airways World Cargo (BAWC) for over a decade and has rich aviation experience with an in-depth understanding of cross cultural working and aviation related requirements of the different segments of the air cargo industry.

He is an accomplished individual with domestic and international experience of over 20 years in aviation industry & has won several personal and corporate awards. ”



Sanjiv Edward
Chief Commercial Officer,
GMR Delhi International Airport

Round Table 1 / 25 Feb 2020



Venugopal Bangera
Chief Executive Officer,
Mumbai Cargo Service Center
(MCSC)

“ Venugopal Bangera is the Chief Executive Officer, Mumbai Cargo Service Center Airport, a joint venture of Cargo CSC and SATS.

He is responsible for designing and building :-

A prodigious 70,000 m2 greenfield air cargo terminal at Delhi Airport, which is India's tallest two-tier integrated mega cargo facility, having annual capacity to handle 1.25 million MT of cargo.

A state-of-the-art perishable cargo terminal at Mumbai Airport.

He has been associated with Cargo Service Center (CSC) Group since its inception and have acquired rich experience in the field of airport handling, warehouse and operations management, logistics, cool-chain management and special cargo, dangerous goods, perishables and pharmaceuticals.

He was associated for six years with Blue Dart Express and UPS-Elbee Express, two of the largest express companies in the country.

Venu's core competencies are strategic thinking, business development, operations management, project planning and execution, cargo terminal design and planning, and air cargo IT systems. ”

Round Table 1 / 25 Feb 2020

“ Richard Francis Theknath is the Promoter and Managing Director of the Company. He equipped himself with an FMBA from NMIMS, before he began his career under the guidance of his father and the founder of Jet Freight, Francis Theknath in the year 1986. Starting off as a documentation trainee, he has thereon successfully risen through the ranks by getting involved in various of the company.

Jet Freight is among the top 2 companies of Air Freight International Exports, having Air Freight export volume close to 150 tonnes daily and 80% of their business is having direct customers. The company is listed in National Stock Exchange and also in top 3 for most of the carriers in India.

”



Richard Francis Theknath
Promoter & Managing Director
Jet Freight



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Round Table 2 / 25 Feb 2020

“ RAVINDRA has a Masters Degree in Agriculture from University of Agricultural Sciences, Bangalore and an MBA from Central College Bangalore University.

He has been working with Agricultural & Processed food products Export Development Authority (APEDA) for the past 28 years in various capacities. At present, he is holding the post of Deputy General Manager and Regional Head and is heading the Regional Office of Mumbai covering the states of Maharashtra, Gujarat, Goa, Chhattisgarh & Madhya Pradesh.

He has represented APEDA at various national and international exhibitions. He is on the Board of several organizations related to exports.

He is the Team Leader of the Evaluation Committee of NAB and has conducted several audits of the organic certification bodies.

”



Makarand Sane
General Manager,
Head – Export Logistics,
Sun Pharma

Ravi Kumar Tummalapalli
Head of Logistics, APPAC ,
Japan, China, Teva Pharmaceuticals

Round Table 2 / 25 Feb 2020

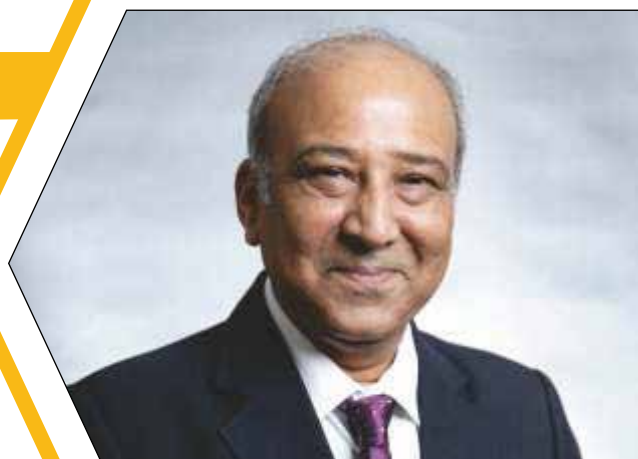
“ Ravi is a seasoned SC professional with more than 2 decades of industry contributions in almost all sub-functions, Demand forecasting, Supply planning, Warehousing and Logistics, Export management, External manufacturing operations and Project Management predominantly in the Pharmaceutical industry. Cold chain management is one of his interest areas.

Ravi has been associated with big pharmaceuticals companies like Dr. Reddy's Laboratories, Intas Pharmaceuticals. For the last 7 years he is with Teva pharmaceuticals on different roles and currently he is Head of Logistics for APAC / China/Japan markets based out of their Mumbai office.

”

Round Table 2 / 25 Feb 2020

“ Ashok has over 39 years of experience in Global Pharmaceutical MNCs as a successful manager in various roles - General Management (overall management of the company) , Marketing & Sales roles & excelling in diverse multicultural environments . A strong proponent for building big brands & enhancing corporate equity through patient & customer focus, ensuring total compliance & corporate Governance . Launched & built brands in multiple therapeutic segments , & managed overall P&L of business . Actively involved in mergers, acquisitions & Integrations , Change Management process without losing sight on Performance & Compliance developed human capital through continuous training & development programs which led to attracting & retaining top talents . Encourage innovation & promote / create healthy competitive working environment . Have always created a working environment of trust , fairness , openness , integrity , compliance & corporate governance . ”



Ashok Kumar Bhattacharya
Managing Director,
Takeda Pharma

Round Table 2 / 25 Feb 2020



Mark Sutch
Regional General Manager -
South Asia, Middle East and
Africa Cathay Pacific Airways

“ Mark Sutch was appointed Regional General Manager – South Asia, Middle East and Africa in August 2017. In his current role, he is responsible for overseeing all business and operations of Cathay Pacific Airways and Cathay Dragon in the three regions.

Prior to this, as General Manager Cargo Sales & Marketing for Cathay Pacific, Mark was responsible for commercial aspects of their global cargo business. Cargo revenue management, customer solutions, partnerships and all marketing and sales activities fell under his area of responsibility.

Previous roles held with Cathay Pacific include the positions of Manager Revenue Management for Europe, South West Pacific, South Asia, Middle East, Japan and Korea. Mark was also the Country Manager in France, The Philippines and Sri Lanka and held an operational role within the Flight Operations Department.

Mark joined John Swire and Sons in July 1997 and has spent most of his career seconded to Cathay Pacific Airways. ”

Round Table 2 / 25 Feb 2020

“ Nathan De Valck has been working in the aviation industry since 2002. His cargo experience ranges from operational management, legal compliance, business development to commercial account management at several airports in Europe for cargo handling agents and airport operators. Nathan has joined Brussels Airport Company in 2012 as Cargo & Product Development Manager. His responsibilities include account management and business development with the forwarders, shippers and other stakeholders at BRUcargo.

Nathan takes the lead in further strengthening BRUcargo's position as the preferred European pharmaceutical gateway, through the role of Brussels' cargo resident pharma and life science logistics expert.

Nathan managed the IATA CEIV pharma certification program at BRUcargo making Brussels Airport the first cargo community in the world to be CEIV pharma certified. He presides the BRUcargo Pharma Forum, which has developed an airside pharma transport solution, making Brussels Airport the first airport community with a fully integrated and guaranteed cool chain.

Nathan is a board member of the Cool Chain Association and member of the IATA Time and Temperature Taskforce.

”



Nathan De Valck
Head of Cargo Product &
Network Development,
Brussels Airport Company,
Brussels Airport Company

Round Table 2 / 25 Feb 2020

“ Manoj Singh is Senior Vice President & Head – Cargo (Mumbai International Airport Ltd- MIAL). He is associated with MIAL more than 08 years.

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”

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Unisys booth B135 at Air Cargo India 2020, Mumbai.

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Moderator Panel Discussion - 2

“ Steve Townes is CEO and founder of Ranger Aerospace and its affiliates. Ranger’s largest and latest enterprise is ACL Airshop, the worldwide Air Cargo products, services, and leasing company, for which Townes is Chairman & CEO. Townes is an engineering graduate of West Point, where he earned the Eisenhower Award. He holds an MBA from Long Island University and the advanced “PMD” from Harvard Business School. He is a featured expert speaker at aerospace conventions and has testified on aviation issues with the U.S. Congress, FAA, and NTSB.

He founded Ranger Aerospace in 1997. It co-invests with equity institutions to acquire and grow companies in the aviation and aerospace sectors. Ranger has employed as many as 4,250 people at 56 airports, and has transacted over \$490 million in growth maneuvers so far. Previous Ranger successes include “ASIG,” Skytanking GmbH, Keystone Helicopter, Composite Technology Inc., Ranger International Services Group, and Intech Aerospace.

Steve has incisive and informative commentaries on the fast-moving Air Cargo segment in his trademark “high energy” style.

”



Steve Townes
CEO & Founder-Ranger
Aerospace & Chairman &
CEO- ACL Airshop



Russi Batliwala
Chief Executive Officer,
Chapman Freeborn Group

Panel Discussion - 2 / 26 Feb 2020

“ Russi comes from an aviation family and worked for a number of commercial airlines before joining aircraft charter specialist Chapman Freeborn in 1987.

He took over the management of Chapman Freeborn Germany in 1990, followed by the group’s worldwide cargo product in 2000. During his 30 years with the company he has been involved in setting up a number of key global charter operations including subsidiary businesses in Africa, Asia, Australia, Europe, and North America.

Since his appointment as CEO of the Chapman Freeborn Group in 2009, Russi has been instrumental in developing a vision and strategy for the company’s global expansion.

In addition to the group’s core aircraft chartering activities, Russi has overseen the strengthening of the company’s portfolio of subsidiary businesses which include hand-carry specialist Chapman Freeborn OBC, animal transport company Intradco Global, and flight operations provider Wings 24.

The group was further enhanced in 2017 with the acquisition of a majority shareholding in Magma Aviation – a specialist air cargo company operationally managing B747-400F aircraft.

He currently serves on the TIACA board of directors and remains passionate about the air cargo sector after more than three decades in the industry.

”

Panel Discussion - 2 / 26 Feb 2020

“Niranjan Navaratnarajah has 36 years of experience in Logistics including hands on roles in sales and marketing, operations, strategy, planning and management and as a thought leader in providing consulting for clients on innovation and guiding clients to a design and implement facilities and processes of the future. His experience spans working with airlines such as Sri Lankan airlines, Japan Airlines and Emirates Airlines and he possesses extensive global knowledge of air transport and its contribution to the economy. Niranjan was the business owner who managed the development and implementation of a new generation cargo system at Emirates. He chaired the Efreight and e-customs action group in Dubai and provided leadership and direction to adapting eFreight in Dubai as well as driving Emirates to be global leader in Efreight.”

In collaboration with customers, Niranjan contributes to the development of new solutions for the clients in warehousing, logistics, simplification of processes, expanding order taking channels, mobility, analytics as well addressing business issues and future needs. He also provides the Unisys clients industry knowledge and guidance on innovation to drive new trends and efficiencies.”



Niranjan Navaratnarajah
Cargo Industry Director
for Unisys Asia Pacific

Panel Discussion - 2 / 26 Feb 2020



Graham Perkins
Vice President Sales and Marketing,
Europe / Middle East / India /
Africa (EMEIA), Atlas Air

“Graham Perkins has been the Vice President of Sales and Marketing, Europe/Middle East/India/Africa (EMEIA) for Atlas Air, Inc. for over 5 years. He is responsible for leading the Commercial team as well as all Atlas activities in the EMEIA region, including Sales and Marketing, Customer Relationships, Operational Performance and Business Administration/Compliance. Previously, he held the position of Vice President of Sales and Marketing, Asia-Pacific with Atlas Air for over 13 years.”

Before joining Atlas in 2002, Mr. Perkins spent 15 years with Air Canada and Canadian Airlines (the two airlines merged in 2000), where he was the Asia-Pacific Regional Director and also served as General Manager in China and the Philippines, in addition to holding various head-office roles prior to moving to Asia.”

Panel Discussion - 2 / 26 Feb 2020

“ Pukhraj Singh Chug is a true leader and visionary. With a vast experience of over 35 years, he is a veteran in the field of Aviation, Logistics & Freight focused organization. He has been nurturing Group Concorde since its inception. As a first generation entrepreneur, it was his concrete visions which led to the inception of this enormous organization. The credit of successfully introducing and establishing an expert airlines representation business with GSA as its core goes to him. He has led Group Concorde from a forwarding industry expert to a GSA specialist.

As a head of the Group, which is home to more than 430 people, he has been handling multi country operations spanning from India through practically all over Asia-Pacific helping the group today who represents more than 25 airline groups with almost 40 GSA contracts. He has regularly participated in key international forums charting the course of the future of aviation with the industry leaders.

He is also a trustee member of TIACA. Chug has been honoured with the 'Most Promising Entrepreneur of the Year Award' in 2009 by the coveted Asia Pacific Entrepreneurship Awards.

In his able leadership the organization has seen continued growth and has been recognized all across the globe. With the devoted support of the people of this organization, he has been able to take Group Concorde to new heights. It is the dedicated approach of a hardworking team under his leadership that has materialized the journey of success for the organization.



Pukhraj Singh Chug
Chairman & Managing Director,
Group Concorde

”

Panel Discussion - 2 / 26 Feb 2020



Eric Wilson
Managing Director,
Cargo Global Sales,
Delta Cargo

“ Eric Wilson is Managing Director, Cargo Global Sales, of Delta Cargo.

Eric leads Delta Cargo's global sales team and sales partners around the world. Eric brings a strong international background to the position, as well as being renowned throughout the air cargo industry for his customer focus and deep knowledge of the business.

A veteran with 25 years of industry experience, Wilson joined Delta Cargo in 2008 as General Manager—Strategic Partner Programs and National Accounts, bringing over 18 years of cargo experience to his role. In 2014 he relocated to Tokyo to assume the position of Director—APAC Cargo Sales.

With Kristin Colville leading Cargo's Commercial teams and Julian Soell leading Cargo Operations, Eric Wilson completes the strong leadership team, under Gareth Joyce, that will take Delta Cargo to the next level with a continued focused on best-in-class customer experience.

”

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WAREHOUSE MANAGEMENT



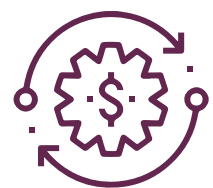
**SLOT AND DOORS
MANAGEMENT**



REVENUE ACCOUNTING



**E-COM DOOR TO DOOR
EXPRESS MANAGEMENT**



**REVENUE MANAGEMENT
& OPTIMIZATION**

Panel Discussion - 2 / 26 Feb 2020

“ Markus garnered + 40 years of international experience, after graduating from Swissair's Business School in 1978, in mature & emerging markets as an airline and logistics professional including assignments in Europe, USA and heading Panalpina organizations in South Asia (1997-2004), South China, Hong Kong and Taiwan (2005-2009), completing his ten year tenure in Spring 2020 as the Global Head Air Freight Procurement & Product Management for the international forwarding and logistics provider.

Markus's focus is on sustainability, compliance and digitalization. His contributions made to the industry have been recognized several times such as a Chartered Fellow of Chartered Institute of Logistics, Panalpina's awards as the Best Global Air Freight Forwarder as well as currently serving on the board of the FIATA's Air Cargo Institute, CargoIQ and IATA FIATA Governance Board. ”



Markus Muecke
Board Member –CargoIQ,
FIATA Air Freight Institute,
IATA , FIATA Governance Board

Panel Discussion - 2 / 26 Feb 2020



Peter Penseel
Senior Vice President Cargo
Sales and Network Planning,
Qatar Airways Cargo

“ Peter Penseel, born in Leiden, Netherlands, has been working in the air cargo industry for over 20 years. Having spent much of his time working overseas, he has gained invaluable knowledge in both freight forwarding and airlines. Peter spearheads the commercial strategy and network planning in Qatar Airways Cargo; since 2016 he has played a pivotal role in building the world's number one cargo airline.

”



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Skyways Air Services Pvt Ltd



Forin Container Line



Phantom Express Pvt Ltd



SLS Logistik Academy Pvt Ltd



Skart - Global Services

Moderator Panel Discussion - 3

“ Keku Bomi Gazder, CEO, AAI Cargo Logistics & Allied Services has had a distinguished career of nearly three decades in the aviation sector in the Middle East and India, handling senior positions in leading companies like Air France-KLM Cargo, Martinair Cargo, Saudi Arabian Airlines, etc. Since June 2017, he is associated with AAI Cargo Logistics and Allied Services, a 100% subsidiary of Airports Authority of India under the Ministry of Civil Aviation. He looks after cargo and logistics activities at over 90 AAI airports, identifying business opportunities across various verticals of the company for future growth and formulating business strategies to be ahead of the competition in the cargo industry.

Recently, AAI Cargo Logistics and Allied Services commenced the handling of In-line Hold Baggage Screening System at AAI managed airports. He works in close association with the Ministry of Civil Aviation in his capacity for various projects.

”



Keku Bomi Gazder
CEO- AAI Cargo Logistics
and Allied Services
Company Limited (AAICLAS)



Amar More
CEO, Kale Logistics
Solutions

Panel Discussion - 3 / 26 Feb 2020

“ Amar is an accomplished professional with over 20 years of experience in supply chain, consulting and technology industries. He holds a Bachelor degree in Electrical Engineering and an MBA in Supply Chain Management

Amar is on the panel of trade facilitation experts at UNECE (United Nations Economic Commission of Europe). He is the youngest member elected to represent the technology domain in the air cargo industry on the Board of Directors of “The International Air Cargo Association (TIACA)”. He is on Confederation of Indian Industries’ (CII) ‘Task Force for Ease of Doing Business 2018-19’. He is also on the panel of National Committee on Logistics for Federation of Indian Chambers of Commerce & Industry (FICCI).

Amar’s passion is to bridge the technology gap between the developed and developing logistics industries globally and his talented and passionate team at Kale Logistics has developed disruptive new generation technology solutions for the logistics industry which are transforming the industry and raising the levels of technology adoption in the SME sector of logistics industry in India & globally. Their work has received global accolades from several international forums as being the “Best Technology Provider to the Logistics Industry” for last 7 years. Amar also assists several governments on conceptualizing trade facilitation initiatives to usher in “Ease of Doing Business” using digital technology.

”

Panel Discussion - 3 / 26 Feb 2020

“ Thomas Crabtree is regional director – Airline Market Analysis for Boeing Commercial Airplanes in Seattle, a position he has held for over two decades. As regional director, Tom currently researches air cargo industry issues, with specific responsibility for serving airlines in the Middle East, India, Southeast Asia and the Commonwealth of Independent States (CIS). He is the primary author and chief editor of the Boeing World Air Cargo Forecast.

The forecast is published in even-numbered years and is considered a leading information resource for the industry. Tom's expertise on commercial air cargo trends and military airlift has played a key role in Boeing product strategy and product-development efforts.

Tom has been with the Boeing Company since 1991. While with Boeing, he has held positions in Sales Support Engineering, Flight Operations Engineering and Marketing. While in the Marketing organization at Boeing, he also has worked in Product Analysis and Airline Economics.

As an economic analyst, Tom built aircraft operating cost models for start-up carriers based in the CIS, VIP aircraft operators and all-cargo carriers.

Tom holds a bachelor of science in aerospace engineering and an MBA from the University of Kansas, and he received a certificate in Russian technical language translation from Novosibirsk State University.

”



Tom Crabtree
Regional Director, Airline Market
Analysis, Marketing & Business
Development,
Boeing Commercial Airplanes

Panel Discussion - 3 / 26 Feb 2020

“ Nirbhik Narang is the Executive Director, Cargo, Air India .Prior to this he was working as General Manger Cargo at Air India Headquarters at Delhi.

Narang has done his Masters in Business Administration and Hotel Management.

His journey with Air India started almost 30 years back during which he has gained a broad spectrum of experience in various leadership positions in the airline . He has been at the helm of affairs for many challenging roles . He has worked as General Manager –Commercial for Southern India ,Station Manager Ahmedabad, Country Manager-Nepal, Country Manager Singapore ,Head of Sales & Marketing for Eastern India . Although for a short tenure, but has played a pivotal role as a part of Air India's Revenue Management team too .

With his vast leadership experience and a good understanding of the international aviation industry and its businesses, he is sure to take Air India's cargo business to new heights.

”



Nirbhik Narang
Executive Director,
Cargo, Air India

Panel Discussion - 3 / 26 Feb 2020

“ Keshav Tanna is a professionally qualified logistics Industry veteran with over 2 decades of expertise in the Air Freight Forwarding Industry. He is a founder Director of his Logistics Company “LINKS INTERNATIONAL” established in 1984.

Keshav has been the Past President of ACAAI (Air Cargo Agents Association India) and is currently on its Advisory Board.

Keshav represents ACAAI as an authorized member from India on FAPAA (Federation of Asia Pacific Air- Cargo Association) and is actively involved in Air Cargo industry matters concerning the Asia Pacific Region.

He is also a member of the Shipping and Logistics Committee of the IMC (Indian Merchant Chambers).

Tanna has been the Vice President of FIATA (The International Federation of Freight Forwarders Association) for the past 4 years.



Keshav Tanna
Chairman,
Airfreight Institute of FIATA

He is currently the Chairman of the Airfreight Institute of FIATA where he is actively involved with global Air Freight matters, and is a member of the IFGB (IATA FIATA Governing Board) for the proposed IFACP (IATA FIATA Air Cargo Program). ”

Panel Discussion - 3 / 26 Feb 2020



William Boulter
Chief Commercial Officer,
IndiGo

“ Willy Boulter has worked in the airline business for over 35 years, firstly with Cathay Pacific for 20 years, and then with other airlines including Virgin Atlantic Airways, South African, Etihad and an Emirates-sponsored team in Angola.

He has specific functional experience in all areas of commercial activity, including sales, revenue management, network planning, alliances, international relations, cargo, IT and regional management. He was CEO of Russia's first Low Cost Carrier, Sky Express.

Born in Singapore, Willy is a UK/Irish national and has an MA from Oxford University. He is also an alumni of Sandhurst and served as an officer in the Royal Artillery and Royal Hong Kong Regiment. He is a Fellow of the Royal Aeronautical Society. ”



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Panel Discussion - 3 / 26 Feb 2020

“ Saurabh is a Supply Chain & Strategy Professional with nearly two decades of experience in Aviation, Global Logistics, Infrastructure, Retail and Telecom sectors.

He is currently the Chief Executive Officer of GMR Hyderabad Air Cargo. As part of this strategic focus, he is driving initiatives to expand the Cargo Terminal and its offerings to capitalize the opportunities from segments such as Pharma, Perishables, Express & Allied services. He is also actively working on projects related to automation and new technology adoption to improve productivity, traceability and response time.

He has been with GMR Group for 10 years and has led the 'Strategic Planning' function for several GMR Businesses viz. Hyderabad International Airport, Hyderabad Airport City & Special Economic Zones (SEZ).

In his last assignment, he was the CEO of the GMR Hyderabad Duty Free (HDF) Business where he led its stellar growth over the last 3 years making it the fastest growing Duty Free business in India. He was instrumental in undertaking several innovative practices involving Supply Chain Optimization, IT Adoption & Marketing which are particularly close to his heart.



Saurabh Kumar
Chief Executive Officer,
GMR Hyderabad Air Cargo

”

Panel Discussion - 3 / 26 Feb 2020



Adrien Thominet
Chief Executive Officer,
ECS Group

“ Adrien started his career in New York as Commercial Director at FICOFI, a luxury brand promoting Bordeaux 'grands crus' fine wines globally. Adrien then worked for UniFrance Film in Tokyo where he managed the Yokohama Film Festival.

In 1995, Adrien joined ECS Group as Commercial Manager of the company's Aero Cargo business unit, where he subsequently became Managing Director. In 2009, Adrien accepted the challenge of leading the commercial development of the Group, before his appointment in 2011 as Chief Operating Officer.

In 2017 ECS Group nominated Adrien as Chief Executive Officer to fully align with the transformative needs of their partners and clients and support them to navigate the shift to compete in the digital economy.

Since then, Adrien has led the group to develop its service offering, in particular its Total Cargo Management offering, enabling airlines to delegate all of their freight activities to the group, from A to Z. His drive to invest in digital technology and make the group a leader in this area has also helped to make this service offering possible thanks to cutting-edge tools that maximize performance.

”



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Panel Discussion - 3 / 26 Feb 2020

“ Sanjiv is an alumnus of IIT Delhi with 34 years of experience in diverse fields such as FMCG, telecommunication, eCommerce, digital/media marketing and aviation. He started his career with Hindustan Unilever in Sales, Marketing & Media and then went on to lead various top brands and companies. He was Chief Executive Officer, South Asia for Coca-Cola and Director of Bharat Sanchar Nigam (BSNL).

An entrepreneur having proven fundraising and networking skills, he is a facilitator and builder of world-class technology management and product development teams, with specialty in both start-up and scaled growth stages.

”

Sanjiv Gupta
Chief Executive Officer,
SpiceXpress

Round Table 3 / 26 Feb 2020



Roland Weil
Vice President, Sales Cargo,
Fraport AG

“ Roland Weil started his aviation career 30 years ago in the sales department of Air Canada in Frankfurt, Germany. A couple of years later he moved over to Delta Air Lines where he held several positions in Sales Management - the last one as Regional Director Sales Southern Europe and Southeast Asia.

In March 2005 he joined Fraport as VP Sales and the key contact for the airlines' route and network planners ensuring optimal development of scheduled services to and via Frankfurt. In February 2013 he was appointed VP Sales Cargo for Frankfurt Airport, based within Fraport's Retail and Properties strategic business division.

”

Round Table 3 / 26 Feb 2020

“ SIEMENS Pramod Sant is heading Imports Exports and Logistics for Siemens Ltd and group companies in South Asia Cluster. Top importer at Air cargo complex Mumbai having more than 34,000 import shipments. One of first company to obtain accredited status under RMS. Implemented comprehensive web based system to track all Imports Export details , licenses and export obligation monitoring tools . Implementing KPI for freight forwarders and custom brokers and improve productivity and ensure legal compliance. Presently have lowest average customs clearance time of 1.22 for above shipments. Has published many articles and research papers on Supply Chain Management, Import Exports and Logistics. Actively participate in various forums to train people in Supply chain – Logistic ,Imports Exports as adviser , core committee member, jury , speaker and panel member ”



Pramod Sant
Vice President,
Head of Import and Export,
Export Control customs,
South Asia Cluster, SIEMENS

Round Table 3 / 26 Feb 2020

“ Vijayanand is a Senior Supply Chain and Procurement Executive with 20 years of experience. He currently works as the Global Head – Procurement for Tata Technologies.

Vijayanand has significant experience in Supply Chain Consulting, Procurement outsourcing and implementation of S2P solutions. He has worked with varied industries like IT & ITES, Engineering, Manufacturing and Retail and has held leadership positions in organizations like Wipro, IBM and Exl.

He has key strengths in digitalizing procurement and forming strong supply chain organizations. He has a passion to automate and implement complex technologies like AI, NLP, RPA and Connected solutions in the domain of Procurement and Supply Chain Processes (both upstream and downstream integrations). He has the experience of implementing S2P solutions like Ariba, Coupa, Oracle i-proc, SAP SRM. He now currently pursues interests in Blockchain and its impact in the space of procurement and SCM.

”

Vijayanand Choudhry
Global Head, Procurement
Tata Technologies

Round Table 3 / 26 Feb 2020

“ Phani has over 20 years of work experience in Logistics and Supply Chain domain having worked in various capacities in sales, automotive vertical and general management. He has designed and implemented SCM solutions for clients in the automotive industry. He is an avid supply chain enthusiast, proficient in both domestic and international logistics. ”



Phani Krishna
Head - West 2,
DSV Air & Sea Pvt. Ltd.



Max Conrady
Senior Vice President Cargo,
Fraport Airport

Round Table 3 / 26 Feb 2020

“ Max started his career as a Consultant with Dornier Consulting GmbH where he was responsible for the airport expansion project in the area of airport infrastructure. ”

His experience in this field enable him to join Fraport AG in 2005 where he held a number of management positions over the past 14 years. This includes time as Vice President of Airside and Landside Operations, Vice President of Security Development and Vice President of the Environmental Impact, Noise and Air Quality Department. In the area of strategy and management / approval processes, he was in charge of the “Terminal 3 and Southern Expansion Area” project.

Before his appointment as Senior Vice President Cargo in November 2018, he was in charge of Operational Planning in the field of terminal management. ”

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Round Table 3 / 26 Feb 2020

“ Sujan Roy is the Head of International Business for Passenger Vehicles, Tata Motors. Sujan has nearly 3 decades of auto sales, marketing and product experience in India and abroad. He has served in various senior marketing and product related roles at Volkswagen, Honda, Mahindra, Mercedes and Lexus.

Sujan is a technophile, traveller, avid reader and an award-winning writer and speaker.

”



Sujan Roy
Head of International Business,
Passenger vehicles,
Tata Motors

Round Table / 26 Feb 2020



David Beecham
Product Development Director,
AirBridgeCargo

“ David Beecham has global responsibility for product development at AirBridgeCargo.

He has been working in Special Cargo for more than 40 years. After starting his own perishable transport business at the age of 17 and eventually selling it, he worked his way up through the industry. He held senior positions in the retail and logistics sectors joining Gist as European Development Director in 2003, and was appointed as the company's Global Development Director in 2005. In 2009, he set up a consultancy business specializing in Temperature Controlled Logistics by air, sea and road. Following a successful Climate Controlled handling project for Qatar Airways Cargo, he was appointed Senior Manager Climate Controlled Products in 2013, developing the airline's QR Pharma product. In 2015 he was appointed to the position of Senior Manager Cargo Products for Qatar Airways Cargo, globally responsible for all of the airlines cargo products.

In 2018 he joined Cargo Logic Management, part of the Volga Dnepr group, responsible for Product Development focusing mainly on developing the ABC Product offering and he has recently been transferred across to AirBridgeCargo to provide complete dedication.

”



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Moderator Round Table 4

“ Emir Pineda is the Manager Aviation Trade & Logistics for the Marketing Division of the Miami-Dade Aviation Department, which operates Miami International Airport (MIA). His duties include marketing/promotion, business development, technology/innovation, e-Commerce facilitation, trade & logistics, infrastructure expansion and air service development.

Emir's career began at Miami International Airport in 1988 as an intern, later being promoted to the position of Marketing Specialist. He recently re-joined the Miami Dade Aviation Department in September 2015, after more than 20 years working in the public and private sector.

Emir has enjoyed a long and diverse career path which includes; Director of Cargo Trade Development at DFW International Airport, later as a Consultant at Leigh Fisher Associates, and then as Director of Marketing and Business Development for Air France/KLM Martinair Cargo where he also served on the Board of Directors of Tampa Cargo, a Colombian cargo carrier. Before returning Manager for Cargolux, responsible for sales and operations throughout Latin America.

Emir is Chairman of the Florida Chamber of Commerce Trade & Logistics Institute. He serves on the Board of Directors of The International Air Cargo Association (TIACA), heads the MIA e-Commerce task force, is active on several committees of the Florida Customs Brokers & Forwarders Association, represents the airport on the Steering Committee of the World Trade Center and is a member of the Beacon Council's Trade & Logistics Sub-committee. He is also active in the Florida Blockchain Foundation.

Emir is Chairman of the Florida Chamber of Commerce Trade & Logistics Institute. He serves on the Board of Directors of The International Air Cargo Association (TIACA), heads the MIA e-Commerce task force, is active on several committees of the Florida Customs Brokers & Forwarders Association, represents the airport on the Steering Committee of the World Trade Center and is a member of the Beacon Council's Trade & Logistics Sub-committee. He is also active in the Florida Blockchain Foundation.

”



Emir Pineda
Manager, Aviation Trade
& Logistics, Marketing Division,
Miami-Dade Aviation Department

Round Table 4 / 27 Feb 2020

“ Dharmender Khanna, a dynamic, go-getter professional with 19 years of experience in retail and online sales with proven expertise in new business strategy, business development, P&L ownership, brand management, international licensing and client management with an aim to drive incremental business growth.

Awarded most Influential eCommerce Professional in India 2019 at SIA retail congress

Dharmender has been maintaining profitable retail operations, with success in capitalizing on growth opportunities, implementing promotional/marketing strategies, and upholding fiscal integrity. Spearheading adding New verticals, alliances and tie-ups. Conceptualization of innovative marketing promotions to make Ecommerce business a success story in India.

Dharmender is an alumni from IIM Bangalore, and is also a graduate in Economics from Delhi University.

His interest in global economics led him to studies related to blockchain in 2016, and since then blockchain has been his passion and he is now a speaker and advisor on blockchain in industry forums.



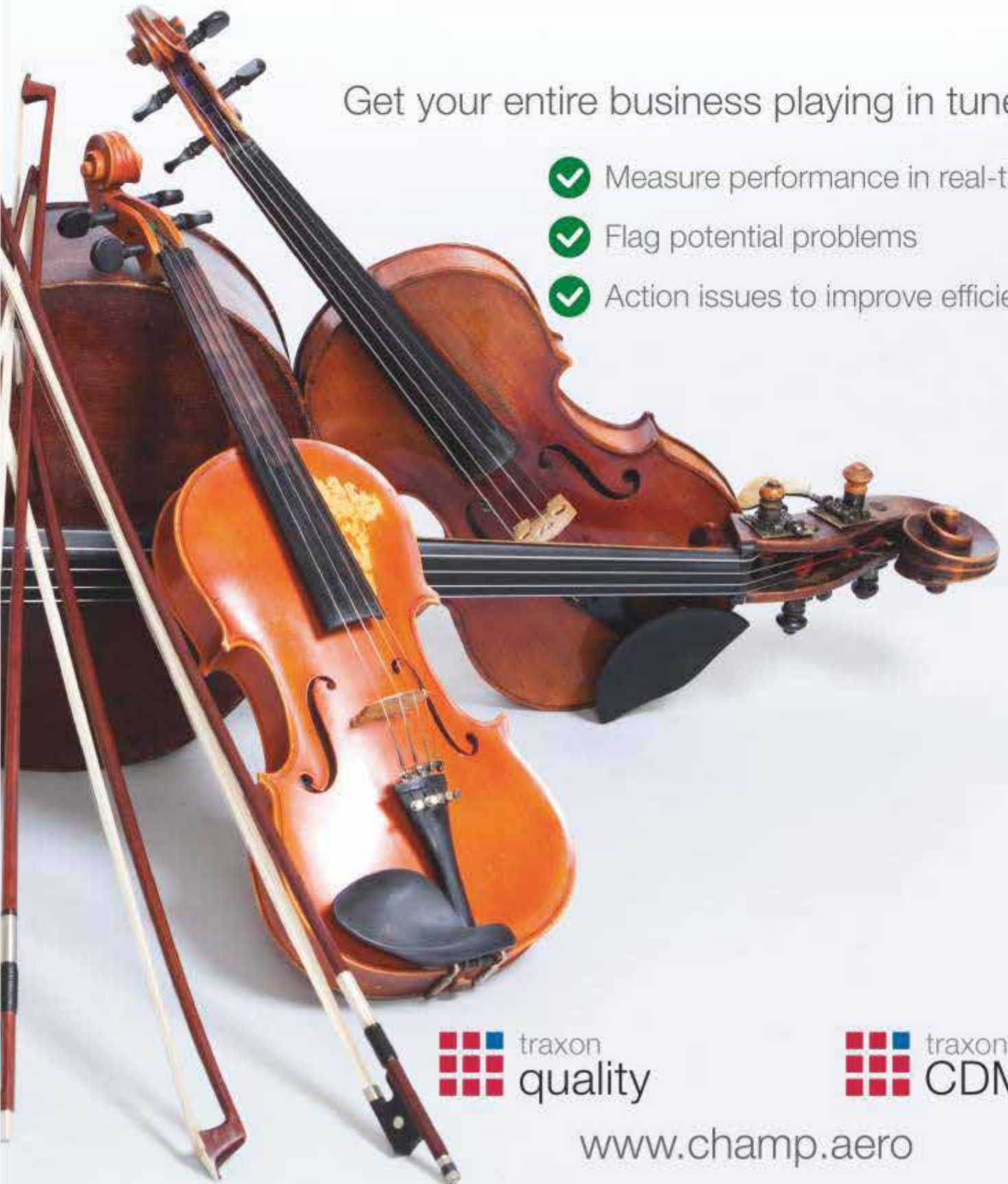
Dharmender Khanna
Head of Brand-Lotto Sport Italy,
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Round Table 4 / 27 Feb 2020

“ Sujit Subramanian is responsible for Cargo at Go Airlines (India) Ltd, which is owned by the Wadia Group. The airline operates its services under the brand Go Air and presently operates over 230 daily flights covering a network of domestic and international destinations, thereby offering smart value-for-money options for passengers and cargo without compromising on either safety or service factors.

In his past assignments, Sujit has worked in India and overseas in various commercial and management roles with leading airlines like Singapore Airlines Cargo, Lufthansa Cargo Charter and with logistics companies 20Cube and Damco (Maersk Group). This provides him with a good overview of supply chain

”



Sujit Subramanian
Vice President
Cargo, Go Air

Round Table 4 / 27 Feb 2020



Vijay Sharma
Head-Cargo, Delhi International
Airport

“ Vijay Sharma is currently serving as Head-Cargo of DIAL since January 2019. He is an accomplished professional possessing diverse rich industry experience of over 24 years.

In his current role, he is responsible for successfully driving the Cargo Strategy, development and execution of the Cargo Master plan at Delhi Airport while achieving sustained growth and making IGIA as the no.1 Cargo hub Airport in the country.

Earlier to this role, Mr Vijay was heading the Business Integration vertical at DIAL and also worked with Cargo Division as Head – Product Development responsible for developing the Air Cargo Logistics center among other crucial products. He has also served Strategy division of DIAL working on various strategic projects. Prior to joining GMR in 2008, he served Engineers India Limited working on multiple prestigious projects of country's interest.

He possesses Engineering degree from BITS Pilani and MBA from FMS, Delhi.

”



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Round Table 4 / 27 Feb 2020

“ Founder & CEO - EximScouts (Amplexo Export Sol. Pvt Ltd) - A Cross Border eCommerce enabler from India.

An eCommerce evangelist with 16+ years in strategic consulting and management mostly around eCommerce, 3PL and brand management.

”

Dibyendu Ganguly

**Chief Executive Officer &
Founder, Exim Scouts**



Abhishek Middha

Founder, The Boho Street

Round Table 4 / 27 Feb 2020

“ Abhishek chose to start his own venture after completing his MBA, instead of going for a job or father's business. He started with selling random generic items globally via various online portals and re-sellers and managed to build his own private label brand which has now served over two lakh customers and achieved millions of dollars in sales. At 26 and working successfully since 3 years he has managed to build a brand so successful that he was recently featured in the New York Times.

”

Round Table 4 / 27 Feb 2020

“ Shayak is the quite essential first generation entrepreneur. He loves to ideate, work long hours, Iterate and convert his ideas into successful global business. Having an INSEAD backgrounded cross-border ecommerce(CBE) in 21 countries for Rocket Internet Background Shayak's experience of having run Rocket Internet venture in South America, Africa, SouthAsia and China, after completing his MBA from INSEAD, gave him unique experience and exposure to the demands of crossborder ecommerce in various countries.

Shayak has spent the first ten years of his career in the India Navy, specializing as Nuclear, Biological, Chemical warfares specialist and Helicopter Operator. He has led large teams and projects and qualified as the youngest officer in history of Indian Navy to staff rank Eunimart Eunimart is the first platform in the world to create a complete solution for SMEs seeking to sell globally.”



Shayank Mazumder
Founder & CEO,
Eunimart

Panel Discussion - 4 / 27 Feb 2020

“ Ramesh Mamidala is currently working with Adani Group as Chief Cargo Development Officer (CCDO-Airports) based at Ahmedabad.

Ramesh started his career with GATI in 1991 and went on working with many renowned organizations including Eicher Consultancy Services Limited, Emirates Airlines Group-Dubai & Mercator and Qatar Aviation Services (QAS) Cargo.

Ramesh Mamidala was associated with Celebi Delhi Cargo Terminal Management Ltd. – IGI Airport as Chief Executive Officer at Delhi. At IGI Airport he was responsible for overall terminal operations-International, domestic, RFS AFS (Air Freight Stations) and Express. Commercial development & implementation, Revenue diversification, IT Systems improvement & implementation, Product design & development, Internal & External supplier and regulatory authorities management.

Ramesh Mamidala holds a 'B.Engg'. from Osmania University, Hyderabad, Master of Planning (Transportation) from School of Planning-New Delhi and MBA from Bradford University School of Management, UK. He brings with him more than 26 years of experience in the field of Logistics Business Management, Logistics Commercial Product Management, Airfreight Global and Hub Operations, Logistics Infrastructure Development and IT skills with strong Project Management (PMP) competencies.



Ramesh Mamidala
Chief Cargo Development Officer
(CCDO-Airports), Adani Group

Moderator Panel Discussion - 4



Steven Verhasselt
Vice President, Commercial,
Liege Airport

“ Steven Verhasselt joined Liege Airport, Belgium's leading cargo airport, as Cargo Development Manager, Asia in 2006. Today, Steven works as Vice President, Commercial and Strategy, responsible for global business development of cargo, passengers and in charge of LGG Airport Consulting. Steven is based in Asia.

Steven entered the aviation world in 2001 running a project to start up a cargo airline based in Brussels. The project led him to the Middle East and Asia. In 2003, when working on a project in Hong Kong, he decided to stay there and start his own company consulting for airports, airlines and aviation related companies willing to develop business in Asia.

Steven graduated from Ehsal Business School in Brussels with a Master's Degree in Business Administration. He started working for the Regional Development Agency, focused on assisting startup companies with business plans, seed and venture capital. One of the projects he was assigned led him into cargo aviation.

”

Panel Discussion - 4 / 27 Feb 2020



Siddharth Kundu
Director of Sales- South Asia
and Oceania at Astrophysics

“ Siddharth Kundu, has been handling security project sales based out of different regions in Asia. Has been in the industry since 2013 and has extensive project sales and execution experience specially catering to Asian business requirement in these few years.

He has worked with various ports, airports, and critical infrastructure projects in Asia to provide them with solutions which is needed by them to create and upgrade their security infrastructure and provide them with integrated and customized solutions.

Sidharth has been involved in the first project to supply the dual view cargo machines in India working with various stakeholders to upgrade from single view scanning to dual view x- ray scanning in 2013. Secondly, he has been involved in project for upgrading Bureau of customs, Philippines security infrastructure for their country to fight against the illegal drugs. He has supplied more than 50 dual view x-ray scanner and 06 container connecting all their x-ray machines together in same platform for different stakeholders to work together. Thirdly, he has been involved in planning to execute Delhi Metro rail X-ray screening project which screens more than 2 million passengers on daily basis.

”

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Panel Discussion - 4 / 27 Feb 2020

“ Yashpal Sharma has been in the cargo Industry for over 25 years where his innovative ideas and comprehensive experience has led his Group to achieve remarkable goals in the field of logistics.

Under his leadership and guidance, Skyways Group expanded in 26 cities across India and 3 international offices in Germany, Vietnam and Bangladesh. Skyways is also the No. 1 airfreight forwarder of India as per World ACD for the years 2017 and 2018.

He currently holds the position of the Hon. Secretary of the Air Cargo Forum India (ACFI) and is associated with several such organizations as the moderator for sessions and forums.

His desire to contribute to the Industry lead him to establish 'My Logistics Gurukul', a premier institute bringing together industry specialists to create modules meant to be effective in creating a job-ready work force.

”



Yashpal Sharma
Managing Director -
Skyways Group



Lesley Cripps
Sales Director,
Cargo Flash Infotech

Panel Discussion - 4 / 27 Feb 2020

“ Lesley Cripps is an Aviation industry professional with over 30 year's commercial & operational experience working within the cargo aviation industry for 5 major players, having held a number of key positions contributing to a broad knowledge of the industry. She has a proven track record of sales growth in all positions combined with excellent networking skills.

She started her career with Singapore Airlines where she developed her understanding of operations and excelled. She moved to Sales division of Martin at that time, a global cargo operator.

Her talents did not go unnoticed and she was approached by Chapman Freeborn to develop the UK markets in air cargo charter operations.

From Chapman Freeborn, she joined Saudia Arabian Airlines as Cargo Manager for the United Kingdom and during the first 8th months, turned around the operations and sales. Her work was noticed and she was requested to move to Brussels, to look after Europe in an interim period. During that time she made changes and turned around the company in Europe in both sales and operations. She was then promoted as the company's first female senior manager to the position of Director Europe for both Cargo Sales and Operations.

She, then moved to Kazakhstan and took up a global role with Air Astana as Sales Director Cargo. Now she is the Sales Director in Cargo Flash Infotech.

”



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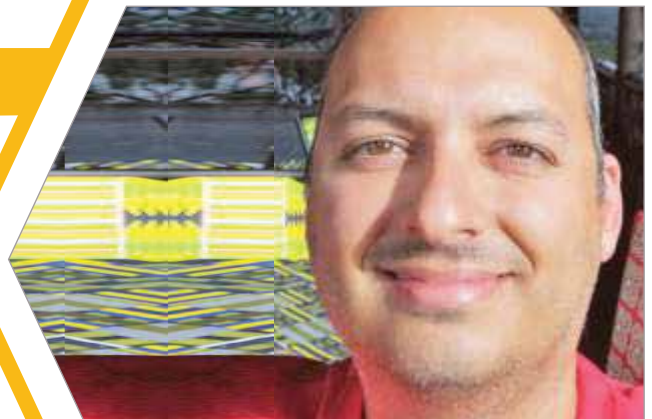
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Panel Discussion - 4 / 27 Feb 2020

“ Asaad Joubran, Business development lead for Zipline International in India and MENA. Zipline is a Silicon Valley start-up that designs, manufactures and operates autonomous drones for the delivery of medical supplies to health facilities. Prior to Zipline, Asaad was an executive in a number of regional power and energy companies. Asaad is an EMBA graduate of Northwestern University's Kellogg School of Management. ”



Asaad Joubran
Business Development
Lead India, Zipline

Panel Discussion - 4 / 27 Feb 2020

“ Varun Kulshreshtha is the global COO for Shipa Freight which is a digital freight forwarder powered by Agility created to help SME's tap into the global economy. ”

Varun has 17 years of experience in the International Logistics and Supply Chain industry in different roles at Agility, Damco and Maersk. In his previous roles Varun has led business critical global transformation efforts, been responsible for global customer service delivery as well as process and network optimization based out of Netherlands, US, UAE, Denmark and India.



Varun Kulshreshtha
Chief Operating Officer,
Shipa Freight



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Utility**

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EXHIBITORS' INFORMATION

D 025



The Air Cargo Agents Association of India

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The Air Cargo Agents Association of India (ACAAI), which was founded in 1970, is the premier national Association of the IATA accredited air cargo agents in India. Currently, our Association has a pan India strength of approximately 600 members, consisting primarily of air cargo agents. A few airlines, General Sales Agents (GSAs), Bonded Truckers and airport Custodians are also members of ACAAI. The primary objectives of ACAAI are to promote the growth of the air cargo industry in India, facilitate the ease of doing business and safeguard the interests of its members. In this context, ACAAI engages extensively with several Ministries and Departments of Government of India, industry Associations and Chambers of Commerce, airlines, IATA, FIATA etc., regarding pertinent issues of the airfreight industry.

D 111



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AAI Cargo Logistics & Allied Services Company Limited (AAICLAS) was incorporated on 11th August 2016 as a 100% subsidiary of the Airports Authority of India. AAICLAS operates 19 International and 25 Domestic Air Cargo Terminals Pan-India with dedicated cold storage facilities at 16 locations and 1 courier facility. AAICLAS has constructed advanced and integrated terminals with state-of-the-art facilities like Automated Storage & Retrieval System (ASRS), Elevated Transfer Vehicles (ETVs) and other mechanized equipments. AAICLAS is also processing for obtaining the Certificate of Independent External Validators (CIEV) which is instrumental for logistics in pharma industry. AAICLAS has recently commenced full-fledged ILBS operations in Chennai and Goa. AAICLAS has been granted Regulated Agent (RA) Status by BCAS & further certification for RA3 is under process. AAICLAS is in the process of obtaining Authorised Economic Operator (AEO) Status from Customs Authorities.

D 023



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Air Cargo Update – It is the first and only independent monthly magazine featuring news, views and analysis of the challenges and changes faced by the fast-growing and ever-changing air cargo industry. Air Cargo Update, now in its 19th year, covers leaders and provides neutral, independent news of the air cargo industry in 68 countries in the Middle East, Africa and South Asia. The magazine serves as a platform for industry leaders to put forth their views on various issues pertaining to air cargo industry.

A 135**ACL Airshop****Contact:** Vijay KatariaACL Airshop - DWC LLC, Business Park, Building A5, Office No:B11-209,
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ACL Airshop is a technology-driven worldwide provider of ULD, cargo control and air freight products and services for the aviation industry. ACL Airshop provides unique products and services to numerous leading passenger and air cargo carriers, operating on six continents at a majority of the world's Top 100 air cargo hub airports. We are a technology-driven expert logistics enterprise specialized in Custom ULD Solutions™ for over 200 global airlines customers. ACL Airshop operates in five pillars of highly complementary business segments: ULD Leasing, ULD Sales, ULD Repair, ULD Control, and Cargo Products Manufacturing. Recent innovations in ULD Tracking solutions include our recently launched FindMyULD™ app and implementation of Bluetooth logistics technology for our valued air carriers and cargo customers. We are your Strategic Partner for Custom ULD Solutions Around the World.

B 188**Adani Aviation****Contact:** Nitin Kumar Pant

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ADANI AIRPORTS: CARGO OPERATIONS Adani Airports, is poised to become the Leading Airport Operator in India with an opportunity to manage and develop 6 strategically located airports catering to 30+ Mn passengers across the country. Key advantages Robust Portfolio Tracking Consumption Trend: Passenger Traffic Growth of 17% and Cargo Traffic Growth of 15% for 6 airports in next 5 years Robust Concession Structure: 50 year concession with 100% Ownership No competing airport within 50 km for 10 years and operating in a stable regulatory environment. Adani Airports: Cargo brings the following to its portfolio: 1. E2E Integrated Logistics Services: Airports 2. Cargo Terminals at Airports 3. Cargo Village 4. Transshipment hubs 5. E-Commerce facility 6. Bonded Roadfeeder services 7. Air Freight Stations 8. Air Cargo Logistics Park

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Agility is a global logistics company with \$5.1 billion in annual revenue and 26,000+ employees in more than 100 countries. It is one of the world's top freight forwarding and contract logistics providers, and a leader and investor in technology to enhance supply chain efficiency. Agility is a pioneer in emerging markets and one of the largest private owners and developers of warehousing and light industrial parks in the Middle East, Africa and Asia. Agility's subsidiary companies offer fuel logistics, airport services, commercial real estate and facilities management, customs digitization, and remote infrastructure services.

C 115



Air Charter Service

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Air Charter Service is an award-winning cargo charter specialist with 25 offices worldwide spanning all six major continents. With a proud history of almost 30 years, the company arranges 23,000 charter flights a year, with revenue of more than half a billion pounds and is a world leader in the industry. ACS has been voted Cargo Charter Broker of the Year by Air Cargo Week readers for the past seven years in a row, was voted STAT Trade Times International Air Charter Provider of the Year in Africa in February last year and judged Charter Broker of the Year by a panel of industry experts at the Cargo Airline of the Year Awards held by Air Cargo News last April.

A 101



Air India Limited

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Today, Air India's modern fleet of Boeing and Airbus aircraft carries just about everything. That's why when you think of transporting goods in and out of India, Air India is your logical choice..

Air India's cargo operations give you a capacity advantage over a network combined with more than 80 domestic and more than 40 international stations.

Internationally Air India has tied up with various foreign airlines and trucking companies. This enables us to carry your cargo between any two points on the globe you can think of.

To support our cargo operations, we have a highly skilled and experienced team of professionals backed by our Training division of international repute to constantly upgrade skills of our personnel.

We use the latest state-of-the-art technology for cargo activities called Logistic Management System (LMS) for cargo sales and handling functions of import and export

C 131



Air Logistics Group

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Air Logistics Group has established almost 90 offices in 48 countries, and continues to strive to be the leading global cargo General Sales Service Agent. With over 500m of cargo sales and close to half a million air waybills every year, processed by almost 300 employees, ALG has evolved to become one of the most recognised, respected and professional GSSA companies in the world. ALG continues to reinvest significantly in IT and digitalisation, and continues to strengthen its network to provide a cost effective solution to airlines in a multitude of specialist cargo fields such as sales, revenue accounting, trucking management and business intelligence. Any airline large or small, in any region of the world can take advantage of ALG's comprehensive range of services and find a tailor made solution to meet their specific requirements.

B 171



Atlas Aviation (India) Pvt. Ltd.

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Atlas Aviation India, a division of Airline Services International Inc., is a leading Indian GSSA with over 12 years of experience and a well established list of airline and freight forwarding customers.

Atlas Aviation delivers an exceptional level of fully customizable GSSA services, designed to meet our customer's unique needs.

A 125



AISATS

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AISATS is India's Leading Airport Services Company headquartered in Mumbai with operations at Bengaluru (BLR), Delhi (DEL), Hyderabad (HYD), Trivandrum (TRV) and Mangalore (IXE). AISATS operates 2 air cargo terminals at BLR Airport, one is the Air Freight Terminal with a design capacity of handling 210,000 tons of cargo per annum. The second facility is 'AISATS COOLPORT' with a design capacity of handling 40,000 tons of Pharmaceutical, Perishable and Other Temperature Sensitive Cargo.

B 151



Allied Aviation

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Allied Aviation operates as a dominant General Sales and Service Agency (GSSA) and offers a full range of aviation and cargo management services in India for the world's most reputed airlines. Given the rapid change in global air cargo industry, the outsourcing of commercial airline activities has given us the opportunity to provide our principal airlines with a one-stop service for all their commercial air cargo and logistics activities. Allied Aviation has a reputation of providing quality air cargo services in India like Ground Handling, Cargo Capacity Handling, Airport Services, GSA Services, Air Cargo Services, Airport to Door Services and other Passenger and Cargo services. With the aim to continue being one of the leading providers of aviation and cargo management services in India, we at Allied Aviation, adhere to our ethics and high-quality delivery standards.

A 103



Astrophysics, Inc.

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A leading innovator in aviation security, Astrophysics creates integrated checkpoint solutions to help further the critical security missions of our customers and partners. For nearly 20 years, we have led the industry in research and development, creating advanced screening systems to secure air cargo against threats from weapons, explosives, and contraband. Designed and assembled in the United States, more than 30,000 Astrophysics systems are deployed in over 150 countries, protecting airlines and freight carriers at some of the world's busiest aviation cargo hubs. Our world-class service and superior imaging quality – including 360° multi-view CT cargo screening – ensures the smooth flow of trade everywhere we operate.

C 149



ATC Aviation

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ATC Aviation, founded 1971 in Switzerland and headquartered in Frankfurt, Germany is one of the biggest and most experienced GSSAs in the air freight industry. ATC has a worldwide presence with 49 offices in 29 countries. Roughly seventy cargo airlines belong to the agent's global portfolio. Find out more on ATC: www.atc-aviation.com

D 024



Azura International

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AZura International is a digital and print publishing organisation specialising in airfreight news, events and awards, as well as being pioneers of azfreight.com - the world's leading website for the global air cargo community.

Our portfolio of products and digital services is extensive and includes: Air Cargo Week, ACW Digital, aircargoweek.com, ACW Daily News and azfreight.com. We also provide a full hosting service for industry webinars.

ACW Daily News is written and produced on-site at all the major industry exhibitions around the world including Air Cargo Europe, Air Cargo China and Air Cargo Forum.

In addition to our market-leading publications and websites, AZura International is the proud and Exclusive Partner of Messe Munchen for Air Cargo Europe and Air Cargo China which is held bi-annually in Munich and Shanghai respectively as well as Sales Partner for Air Cargo Forum and logitrans.

C 145



Balmer Lawrie Logistics

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Balmer Lawrie Logistics Services Division commenced its Operation in 1867. Since then, the Company has been rendering seamless Logistics Services to its customers all over the country. Today the Company is acknowledged as one of the premium freight forwarders in India for Air, Ocean movement. We possess a proven track record in service quality excellence, having consistently served some of the most prestigious organizations across the country. The services that we offer to our customers include the following Air Freight Services, Ocean Freight Services, Container Freight Station (Mumbai, Chennai, Kolkata), Multimodal Transport Operator, Movement through Chartered Ship and Aircrafts, Specialized Handling of Project Cargo..

C 135



Boeing

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Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners, defense, space and security systems, and service provider of aftermarket support. Boeing offers the world's most complete and capable family of freighters. From the high-volume 747-8F and long-range 777 Freighter, 767-300 Freighter and 767-300 Boeing Converted Freighter (BCF), to the 737-800 BCF the Boeing Freighter Family delivers the capacity and capability customers need all with superior economics. Boeing is the undisputed air cargo industry leader, providing more than 90 percent of the world's freighter capacity.

A 111



Brussels Airport

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Situated in Europe's economical heart, Brussels Airport is the perfect choice for distribution and logistics solution into Europe. Brucargo offer a unique platform with flexible operation procedures linked by using cloud based App's.

C 121



Cargo service Center

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At CSC, we undertake end-to-end cargo handling for both general, sensitive, as well as perishable cargo. Our fully trained operations team and experienced management ensure that all processes are executed in a timely and efficient manner at all our facilities. We are a customer-focused organization, committed towards providing quality services and lasting solutions to our clients. CSC is the leading provider of airport ground handling in India with over two decades of industry experience. Our dedicated team of industry experts and skilled field personnel ensures reliable and efficient service round the clock.

A 151



Celebi Delhi Cargo Terminal Management India Private Limited

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Spread over an area of approx. 80,000 sqm, Celebi Delhi Cargo Terminal is an integrated cargo terminal acting as a one stop shop for customers which includes export, import, domestic, perishable, pharma and express handling currently processing approximately 475,000 MT including international and domestic cargo.

D 072



Changi Airport Group

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Changi Airport Group (Singapore) Pte. Ltd. provides airport operations and management services. The Company offers hub and route development, operational efficiency, airport planning and engineering, human capital development, and integrated management services worldwide.

D 049



Colson

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Colson Europe BV from the Netherlands is known for producing top quality Cargo Castors. These are essential components for silent, maintenance free caster handling systems.

A 141**Delhi International Airport Ltd**

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The GMR Group led, Delhi International Airport Ltd (DIAL) is a consortium; comprising of GMR Group, Airports Authority of India and Fraport. The consortium has a mandate to finance, design, build, operate and maintain the Delhi Airport for 30 years with an option to extend it by another 30 years. It has truly proven to be a shining example of Public Private Partnership (PPP). The Airport has been adjudged as the best airport by size and region (over 40 MPPA in Asia Pacific) by Airports Council International (ACI) in the Airport Service Quality Program for 2018. DIAL completed the modernization of Delhi's IGI Airport including the commissioning of Terminal 3 (T3) - India's largest building post-independence, in a record time of 37 months. The Passenger Terminals managed by DIAL are recognized for their state-of-the-art infrastructure, design and operational efficiency. T3 serves as a hub for many carriers and has truly redefined the way Indian passengers fly. Delhi Airport is a leading Indian airport both in Passenger and Cargo capabilities with an annual traffic of 69.8 mppa in 2018 and is handling 1 Million MT of cargo annually. Delhi Airport has the most noteworthy network connecting to 149+ destinations and having 65+ airlines and 20+ freighters. State-of-the-art temperature controlled facility capable of handling 150,000 MT cargo and is spread in 5000 sq mts. DIAL lays strong emphasis on green sustainable technologies and has won numerous awards and recognitions for the environmental sustainability initiatives.

B 131**Delta Cargo**

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Delta Cargo offers access to an industry-leading global network, reaching more than 310 destinations in 54 countries on six continents and carrying more than 2.2 billion cargo ton-miles each year. Whether it's life-saving pharmaceuticals, organs for transplant, fresh flowers, asparagus or bulk shipments, Delta Cargo offers reliable shipping services with GPS, real-time tracking, same-day delivery and first/last mile delivery options. With its 24/7 Cargo Control Center for proactive shipment monitoring and IATA's CEIV Pharma certification, Delta Cargo continues to be an industry leader. In 2019, Delta Cargo received Air Cargo World's Air Cargo Excellence Diamond Award. Headquartered in Atlanta, Delta employs more than 80,000 employees worldwide and operates a mainline fleet of more than 800 aircraft. Delta is a member of the SkyTeam Cargo global alliance and participates in joint venture partnerships with Air France-KLM Cargo, Virgin Atlantic Cargo and Aeromexico Cargo, and in cooperation with Korean Air Cargo.

B 121**ECS Group**

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ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 50 countries through its 153 offices, ECS Group knows it can count on its 1,114 employees around the world to offer high-quality service tailored to each of its partners. Thanks to this ever-increasing network, this year ECS Group has carried over 1,183,000 tons on behalf of the airlines it represents and, in this way, contributes to their growth and development on the international stage in the air cargo sector. ECS Group has received many awards from its peers and is the favored partner and go-to GSSA in the cargo industry.

D 115**Egypt Air Cargo**

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Egypt Air cargo has increased its focus on cargo operation in India. From March 2019 to Nov 2019 Egypt Air Cargo Has completed 21 successful freighter flights from Bombay. We plan to increase the frequency of freighter operations in 2020 by more than 100% by focusing on African market. Egypt Air Cargo has total fleet of 03 freighters which are efficiently operated between Africa, Middle East and Europe.

B 173**Elite Aviation Trading Brokerage LLC**

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Elite Aviation is a global air cargo charter solution provider. We provide charter solution for aid and relief cargo, odd size and urgent cargo, heavy machineries, oil and gas equipment, AOG etc. anywhere in the world globally. We provide part charter option as well for urgent and ODC cargo. Our headquarters is positioned in the Middle Eastern metamorphosis of Dubai. However, our global organization has assets in other areas of the Middle East, Asia, Europe, and around the world.

At Elite Aviation, our focus is on our customers and providing the highest quality service in the aviation industry. To ensure that each customer receives the ultimate level of attention and service, a dedicated account manager is assigned to provide customized care. Our highly skilled and professional account managers can offer the ideal charter solution to meet any needs that our customers may have.

B 181**ETHIOPIAN AIRLINES**

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From a very humble beginning to a Leading African Aviation Group, Ethiopian Airlines has come along 70 plus years of successful journey. Of course, Ethiopian is aging beautifully. Throughout the past seven decades, the airline has established itself as adept in all facets of the aviation industry: technology leadership, network expansion and aviation mentoring. Ethiopian started operation with the first 5 C-47 aircraft, scraps of 2nd World War, back in 1946 during its debut flight to Cairo via Asmara. Ever since, Ethiopian has been growing in leaps and bounds and has kept on introducing new aviation technology and systems, with so many firsts in the history of African aviation as an aircraft technology leader; providing the first jet service in the continent, availing the first African B767, the first African B777- 200LR in 2010 and the first African and second only to Japan B787 Dreamliner in 2012. In a continuation of that tradition, Ethiopian was the first in Africa to acquire Airbus A350 XWB , introducing the extra effect to the African continent. Leading the way once again, Ethiopian was the first African Airline to operate the latest Boeing 787-9 in 2017. Below the industry average, Ethiopian currently operates more than 125 of the young and most modern fleet, with less than five years of age, and has 48 fleet on order. Living its motto of Bringing Africa Together and Beyond, Ethiopian has created a missing link through its vast African network to 62 cities and more than 127 international passenger and cargo destinations, with daily and more flights, with a minimum layover in Addis Ababa. As a veteran African carrier, Ethiopian has positioned vast Intra-Africa network better than any Airline. Ethiopian is currently implementing a 15-year strategic plan called Vision 2025 that will see it become the leading airline group in Africa with seven strategic business units. Ethiopian joined Star Alliance, the world's largest Airline network, in December 2011. Ethiopian is a multi-award winning airline including: SKYTRAX Best Airline Staff Service in 2013 & 2016, 'Best Airline in Africa' in 2017, 2018 and 2019, and Four Star Airline Certification in 2017. Ethiopian has been registering an average growth of 25% per annum for the past seven years".

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Flywell Aviation

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Since its inception in 1994, Flywell Aviation has made a mark in the industry as a provider of reliable, superior strategic aviation services to a diverse group of international clientele. We value our clients and respect their need for an optimal solution that is effective and economical. Dependability and cost-effectiveness while adhering to stringent quality norms are the hallmark of our business. Our consultants are expert professionals who study each unique requirement and recommend custom solutions so that we meet your expectations of quality, efficiency, and budget.

Since its inception in 1994, Flywell Aviation has made a mark in the industry as a provider of reliable, superior strategic aviation services to a diverse group of international clientele. We value our clients and respect their need for an optimal solution that is effective and economical. Dependability and cost-effectiveness while adhering to stringent quality norms are the hallmark of our business. Our consultants are expert professionals who study each unique requirement and recommend custom solutions so that we meet your expectations of quality, efficiency, and budget.

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Frankfurt Airport

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With 2.1 million metric tons of air cargo in 2019, Frankfurt Airport is Europe's leading freight hub and among the top 10 worldwide. FRA's superior competitive position is based on optimal conditions for the market. The airport stands out because of its central geographic location in the heart of Europe, the largest global destination network as well as its optimal connections to road and rail. All top players of the airfreight industry are represented here and provide wide-ranging services for all kinds of products. Hosting a diverse mix of industries and a high density of companies, Germany is one of the world's powerhouse economic regions. Frankfurt Airport serves as a strategic gateway and logistics cluster for all international shippers doing business with Germany and its surrounding countries.

B 139



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WebCargo digitizes freight sales and operations for 1,600 forwarders around the world, providing instantly searchable cargo rates with integrated direct-to-carrier eBooking.

C 111



Global Aviation Services Pvt. Ltd.

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Established in 1975 as General Sales Agent, Global was the first Indian organization to be accredited as GSSA by IATA. Today, Global is a General Sales and Service Agents for Cargo and Passenger for various International Airlines representing in India and South Asia. The Global group is having 40 offices at 16 locations in India. Services offered by Global are Sales and Marketing, Interline negotiations, Revenue accounting and BSP management. Through its group companies, Global also offers complementary services like Airport Handling and Security, Cargo handling, Courier consolidation, Air and Ocean Freight Forwarding, Road Feeder Services, Customized Travel Packaging, IT, Vocational and Professional Training etc.

B 128



Group Concorde

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Group Concorde is an aviation specialist with a long term vision and a strategy focused approach. It has been an expert in providing diverse services in aviation, covering segments like Airline Representations (GSSA) and Information Technology. Since its inception in 1985, Group Concorde has earned an infallible reputation as the leaders in innovation and delivering exceptional performance for its clients, principals, and stakeholders.

C 141



Jet Freight Logistics Ltd.

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Established in 1986 with a vision to be the front-runner in the logistic industry, Jet Freight is one of the leading freight forwarders today, offering complete logistics solutions. We offer a wide variety of services to our clients, managing over 150 tonnes of air cargo daily with all the leading global airlines. We specialize in perishable, time-sensitive and general cargo, and are also a known name in the market for customs clearance, logistics solutions, shipment of hazardous cargo and ODC consignments.

D 046

Kale Logistics Solutions

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Incorporated in 2010, Kale Logistics Solutions is a trusted global IT solutions partner for several Fortune 500 companies worldwide, offering a comprehensive suite of IT solutions for the Logistics Industry. With in-depth domain knowledge and technical expertise, Kale has created a suite of comprehensive IT enterprise systems and Cargo Community Platforms, which offer a single electronic window capable of supporting operational flows, percolating data to various stakeholders and facilitating the paperless exchange of trade-related information between stakeholders. Kale's community and enterprise solutions cater to a wide network of Logistics Service Providers (LSPs) and help strengthen and improve their operational and business capabilities. With offices in Thane, Mumbai, Delhi, Dubai, Atlanta-USA, Amsterdam-Netherlands and Mauritius, and 4500+ clients worldwide across 20 countries, Kale Logistics Solutions is a major player in the Industry.

C 150

Logistics Insider`

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Logistics Insider is the most comprehensive logistics media network focused on end-to-end coverage of the logistics ecosystem in India. We have been working with an aim to create an open communication platform which connects every stakeholder of the industry at a single place. The publication's vision is to empower small and mid-sized companies through providing them a platform to communicate their business issues freely. With our experience in exemplary reportage of happenings within the industry, we strive to be the catalyst of informational change that the industry rightly deserves. With our unique portal, www.logisticsinsider.in, and monthly Logistics Insider magazine, we engage a number of supply chain professionals on a daily basis. Driven by a young and dynamic team of media professionals who has seen the logistics industry from a close purview, Logistics Insider provides its readers with data-driven insights, industry updates, interviews and news articles.

D 050

M&C AVIATION HOLDINGS (PTE) LTD

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 66, Loyang Way, Singapore, 508756
 T: +65 6542 0330

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B 125



MAS KARGO SDN. BHD.

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MAB Kargo Sdn. Bhd. (MASKargo) is the air cargo arm of Malaysia Airlines, and subsidiary of the Malaysia Aviation Group (MAG), a global aviation group with subsidiaries and equity investments organised into four distinct business segments: Air Transportation Services, Ground Services, Aircraft Leasing and Talent Development. MASKargo operates three A330-200F freighters from their home base in KLIA. MASKargo offers a range of services in the air logistics trade, including belly space capacity which serves almost 100 destinations worldwide as well as warehouse facilities in KLIA and Penang International Airport.

A 115



Miami International Airport

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Miami International Airport is the leading international gateway to Latin America, handling 70% of all air imports and 77% of all exports between the U.S. and the region. MIA serves as the global hub for distribution of perishables products and is a prominent player in the global pharma and Ecommerce industries. MIA is a major trans-shipment point between the Americas, European and Asian markets. At present 102 airlines serve MIA including 39 all-cargo carriers serving 112 freighter destinations globally.

D 080



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B 155



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A 121



Sharjah Airport

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Sharjah Airport's strategic location, midway between the Far East and Europe, its "Open Sky Policy" which permits all Airlines Traffic rights without any hindrance, the proximity to Dubai and the Northern Emirates, are the key USPs. Sharjah Airport boasts the most competitive rates in terms of landing and handling, has an un-congested ramp, supported with modern equipment and infrastructure to handle aircraft of all types, complemented by professional, efficient and courteous staff. Sharjah Airport is globally recognized for its operational effectiveness that has been reflected in its OTP awards. The Airport has the longest runways (4060 meters) in the region, this enables all aircraft, up to the A380, to land and take off with full load capacity during all weather conditions. The airport also offers the most competitive landing and handling rates in the region making it popular with both large and small operators.

D 021



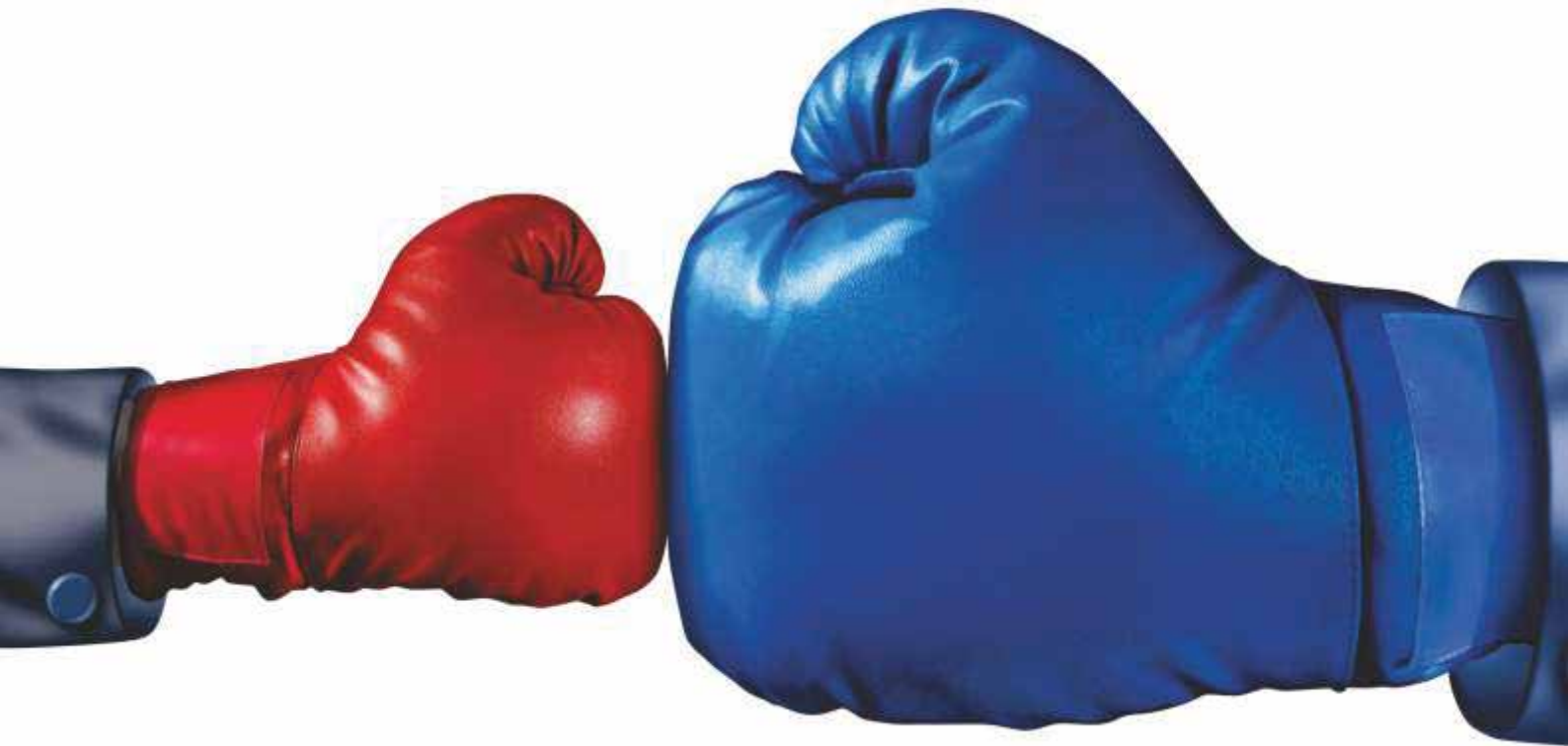
Sine Trading International

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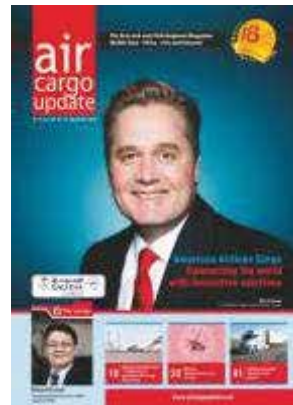
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B 105



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SpiceJet Ltd. a leading Airline of India which has now inducted 5 Boeing 737 freighters to its existing fleet of 78 Boeing & 32 Q-400 Aircrafts. SpiceJet operates 650 daily flights to 54 Domestic and 10 International Destinations. We also offer a D2D cargo product which now covers 12256 pin codes of India. The D2D product along with the domestic Freighter routes, offers a 3PL and an Express solution which is unique in Indian Aviation market. In the next 02 to 03 years SpiceJet has plans to increase its Freighter fleet to 22 Aircrafts.

B 185



STAT Media Group

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STAT Media Group consists of publications and conferences catering to logistics and transportation sector worldwide. The STATTrade Times (STATTimes), the flagship publication of the group was launched in 1986 and has been disseminating news on multimodal international transport logistics with particular particularly the logistics of Air Cargo. The other publications in this Group are Indian Transport & Logistics News (ITLN) focussing on Indian Transport & Logistics, Logistics Update Africa (LUA) focussing on the transport & logistics industry in Africa and ACAA News, the official news magazine of the Air Cargo Agents Association of India.

B 123



TELEPORT COMMERCE IN PRIVATE LIMITED

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Founded in 2018 and formerly known as RedCargo Logistics, Teleport is a wholly-owned subsidiary of AirAsia Group Berhad, building out the cargo and logistics ambitions for AirAsia. Teleport is on a mission to enable everyone - from single merchants to the largest companies to move goods, and e-commerce anywhere in Southeast Asia and beyond. It should simply work, like magic. For more information, please visit teleport.asia. Teleport's extensive 162-city network spanning Asia

D 001



Turkish Cargo

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Turkish Airlines is the national flag carrier airline of Turkey. As of August 2019, it operates scheduled services to 315 destinations in Europe, Asia, Africa, and the Americas, making it the largest mainline carrier in the world by number of passenger destinations. The airline serves more destinations non-stop from a single airport than any other airline in the world, and flies to 126 countries, more than any other airline.

B 135



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A 131



va-Q-tec AG

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va-Q-tec is a leading provider of high-tech products and solutions in the field of thermal insulation and TempChain logistics. The company develops, manufactures and sells innovative, thin vacuum insulation panels ("VIPs") and phase change materials ("PCMs"). va-Q-tec is pioneering the development of door-to-door thermal packaging systems (container and boxes) that are safe, cost efficient and green. The advanced passive solutions offer constant temperature conditions from 24 to over 200 hours without using external energy sources. The company has built a rental business with an extensive fleet of containers and boxes, along with a global partner network to provide clients with optimum availability and the highest standards. The steadily growing company was founded in 2001 and has its headquarters in Würzburg, Germany with additional facilities in UK, U.S., Uruguay, South Korea, Singapore, Japan and Switzerland.

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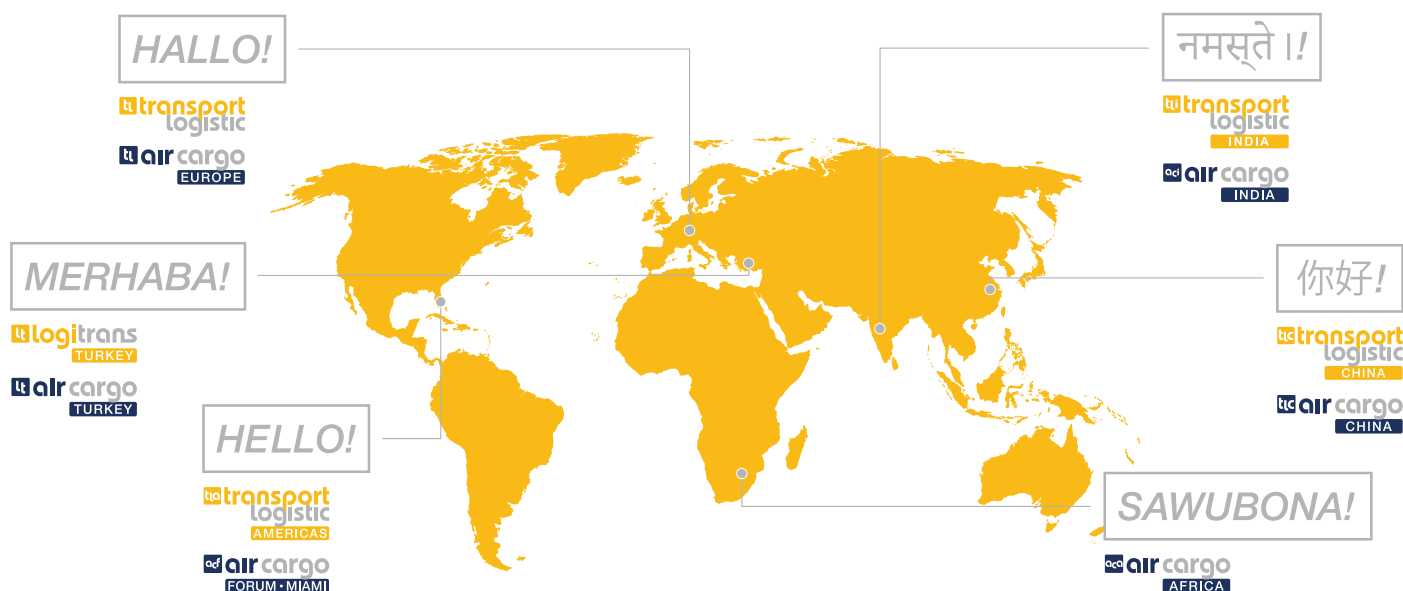
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