

# COMPANY PROFILE

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PIONEERS IN AIR TRANSPORTATION  
SERVICES - ASIA PACIFIC



# Why Group Concorde?



Over 35  
Years of  
experience  
in space of  
Aviation

Trusted and  
proven track  
record as a  
TCM service  
provider.

Strong  
financial  
capabilities

Highly  
skilled  
people

Reward and  
recognition  
culture

Stable management of cargo  
professionals with minimum  
ten years of experience within  
group Concorde at all  
management positions.

Driven by  
processes

We work  
with passion,  
commitment  
& heartfelt  
deliverance

**Your Cause  
is our Cause**

# Company Background



More than **3 decades** of experience in Aviation Industry with expertise in Airline representation covering sales, service & operations.



In depth knowledge of **Passenger & Cargo** business, combined with our dedication & commitment makes us unique.



Professionally managed **37 Branch Offices** in **23** cities in India, covering North, South, East & West.



A **Team of 430** staff, well trained and experienced combined with young talents, providing a good blend of market, process knowledge & exuberance.

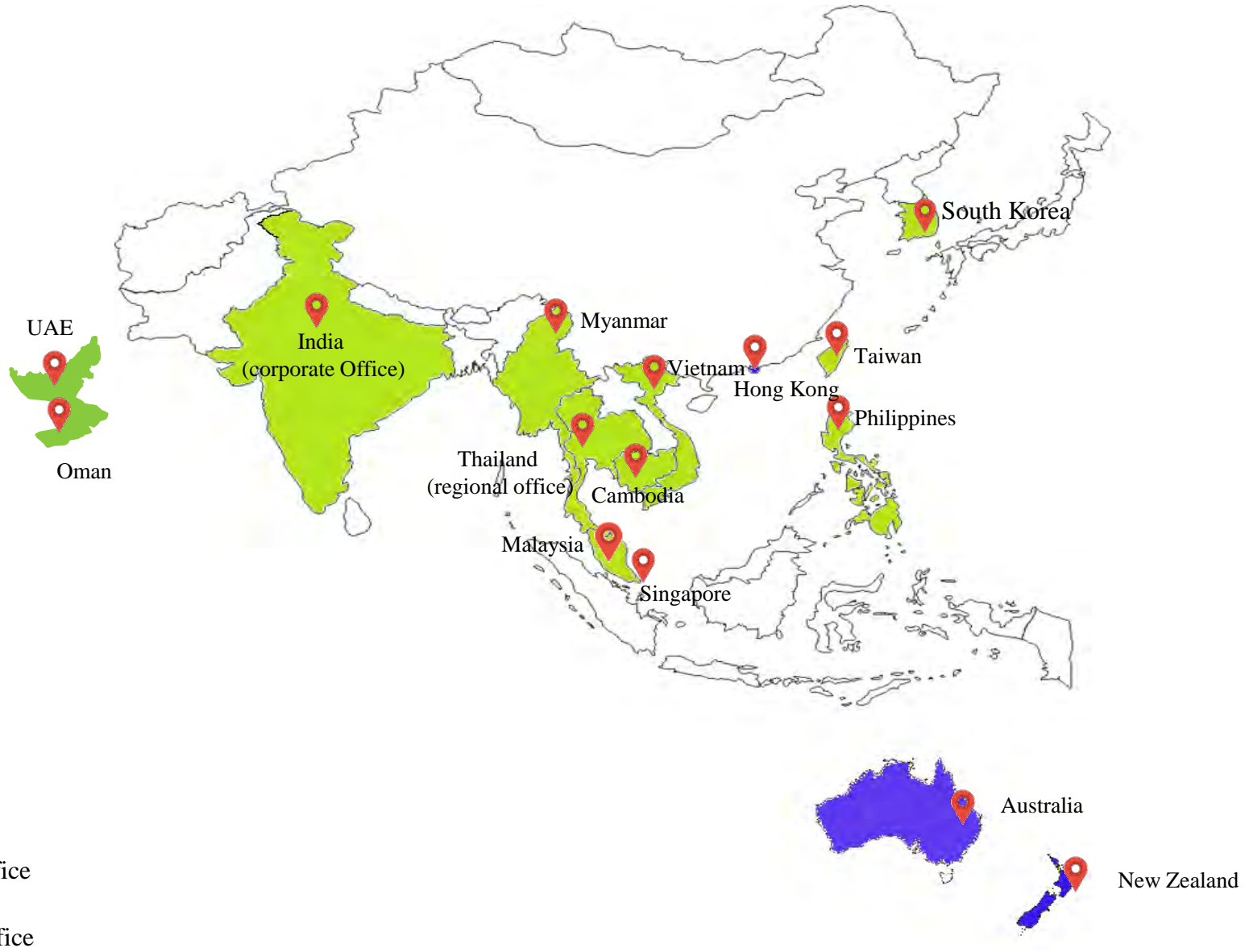


**15 International Offices** covering multiple countries, representing World's leading International Airlines.



**Technology Driven** in-house IT System gives strong analytical capabilities & ensuring we are digitally equipped.

# Our Strong Global Presence



# Our Global Representation



# Country-wise representation



India



# Country-wise representation



السعودية SAUDIA CARGO

TAP AIR CARGO  
Everything Delivered



الطيران العماني OMAN AIR الشحن CARGO

TAP AIR CARGO  
Everything Delivered



الطيران العماني OMAN AIR الشحن CARGO AirEuropa CARGO

TAP AIR CARGO  
Everything Delivered



الطيران العماني OMAN AIR الشحن CARGO

IAG Cargo ITA AIRWAYS



الكويتية KUWAIT AIRWAYS Philippine Airlines



LOT CARGO XIAMENAIR ITA AIRWAYS AirArabia العربية للطيران



BAMBOO AIRWAYS

# Our Services



GSA Cargo & Pax

GSSA

TCM

CSA

BSA



# GSA & GSSA



Revenue Management



Sales



**YIELD\_OPTIMISATION**



**DEDICATED ORGANISATION**



**GOVERNMENT REGULATORY  
WORK & COMPLIANCES**



**FINANCE & ACCOUNTING**



Tailor made solutions



Offline & Digital Marketing



Customer Service



Airport Supervision

# CSA – Cargo Sales Agents



Sales



Operations follow - up



Administration

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# BSA – Block Space/Seat Agreement



Revenue Management



Capacity Management



Pre Blocking Seats



Pre Blocking Space

# TCM (Total Cargo Management)



**Quality Control**



**Ground Handling Arrangements**



**IN HOUSE IT SYSTEM**



**GHA & CTO SUPERVISION**



**DEDICATED PROJECT MANAGER**



**INTERLINE MANAGEMENT**



**Government Regulatory work & Compliances**



**Aerospace Needs/Slots**

# We have been awarded as winner for the International Cargo General Sales Agent of the Year 2022 - India Region



# Awards & Accolades



**The STAT Trade Time Award-  
Air Cargo India 2020**

**The STAT Trade Time  
Certificate - Air Cargo India  
2020**

**LOT Cargo Achievement award  
2020**

**United Cargo 2020**

- **Top Performing Sales Region  
: EMEA**
- **Sales Partner of the year**

**The STAT Trade Time Award-  
International Cargo General  
Sales Agent of the Year  
- India Region 2022**



**Golden Kilo Award  
2008 - 2009**

**North India Travel Awards  
2014**

**Travel Hospitality Award 2014**

**India Cargo Awards  
(North & East) 2015**

**4th PHD Air Cargo Summit  
2018**

**The STAT Trade Time Award -  
Air Cargo India 2018**

**5th PHD Aviation Summit 2019**



***Thank You***