

MAXIMIZING YIELD & TONNAGE

STRATEGIC SALES ROADMAP FOR BOM-TLV FREIGHTER OPERATIONS

INDIA – ISRAEL CARGO CORRIDOR GROWTH STRATEGY

Presented for
Challenge Air



BOM
Mumbai



TLV
Tel Aviv



LGG
Liege



US / EU
Destinations

YOUR CARGO. CONNECTED GLOBALLY.



KESHAV AVIATION PVT. LTD.



ABOUT KESHAV AVIATION

Keshav Aviation Pvt Ltd is a company conceptualized by ex-airline professionals. Years of rich experience in the field has given us first-hand knowledge of the business from different perspectives, and it is this experience that sets us apart from similar service providers. In addition, our team comprises professionals with a vast experience of International operating airlines.



24+ YEARS
CARGO INDUSTRY
EXPERIENCE



EX-AIRLINE
PROFESSIONALS



PAN INDIA
PRESENCE

DIRECTORS



VISHAL CHAWLA – DIRECTOR

- 24+ Years Cargo Experience
- Air India – Cargo Sales Manager
- Vistara (TATASIA) – Cargo Manager Sales & Operations
- Jet Airways – Asst. Manager Cargo Sales



KESHAV AVIATION PVT. LTD.



SAURABH DALVI

Aviation Leader | Business Strategist | Growth Enabler

With over 19 years of industry experience, Saurabh Dalvi has established himself as a dynamic leader in aviation, cargo logistics, Airport operations, and business development. His expertise lies in driving operational excellence, building strategic partnerships, and delivering sustainable business growth.



19+ Years of Industry Experience

Extensive expertise in airport operations, airline services, cargo logistics, and aviation management.



International Business Education

Master's Degree in International Business Administration from London.



Operational Leadership

Successfully managed large-scale airport operations and workforce management programs.



Strategic Partnerships

Strong track record in developing and managing airline and industry partnerships.



Cargo & Logistics Expertise

Deep understanding of cargo operations, supply chain management, and logistics optimization.



Business Transformation

Driving innovation, operational efficiency, and long-term organizational growth.



Global Perspective

International exposure with a customer-focused and result oriented approach.

Current Leadership Roles



KESHAV AVIATION PVT. LTD.

Co-Founder & Director
Keshav Aviation Pvt. Ltd.

VENKATESH BUILDCON BY ANKUSH ASABE

Chief Operating Officer (COO)
Sree Venkatesh Buildcon

Key Expertise



Airport Operations



Airline Services



Cargo Logistics &
Supply Chain



Business Strategy &
Development



Workforce
Management



Process
Improvement



Infrastructure
Management



Organizational
Leadership



KESHAV AVIATION PVT. LTD.



OUR MISSION & VISION

- ✓ Serve customers with commitment, integrity, hospitality & quality.
- ✓ Enable structured execution & prioritize client requirements.
- ✓ Bring accountability & diligence in all stakeholder relationships.
- ✓ Consolidate our position as a key player in Indian skies.
- ✓ Dynamic to market changes, meeting client needs with excellence.
- ✓ End-to-end cargo solutions – from origin to destination.
- ✓ We are the liaison between the point of origin and the point of consumption. As an integrated partner, we plan, control and implement effective systems to constantly improve the flow of the goods, documentation and information to meet our customers' needs.



INDIA MARKET OPPORTUNITY

India's exports are at an all-time high!

- Total Exports (FY 2024-25)
USD 820.93 BILLION



- Global Pharma Hub
**3rd Largest by Volume,
14th by Value**

- 13th Largest Goods
Exporter in the World



- Strong Sectors
**Pharmaceuticals, Electronics,
Engineering, Textiles,
Agri & More.**

- Top 20 Goods Exporter &
Top 10 Services Exporter

- GDP Growth
7 – 8%





KESHAV AVIATION PVT. LTD.



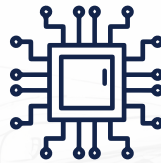
WHY MUMBAI (BOM)?

- Handles ~70% of India–Israel trade
- Pharma Gateway of India
- Strong Manufacturing & Export Ecosystem
- Major Cargo Hub with World-class Infrastructure

HIGH POTENTIAL CARGO SEGMENTS



PHARMACEUTICALS



ELECTRONICS



AEROSPACE



AUTO COMPONENTS



TEXTILES & APPARELS



DANGEROUS GOODS



PERISHABLES



ENGINEERING GOODS



E-COMMERCE &
EXPRESS CARGO

DIVERSE. HIGH VALUE. HIGH POTENTIAL.

CHALLENGE AIR OPPORTUNITY

- ✓ Capacity crunch on BOM–TLV route
- ✓ High demand post pandemic
- ✓ Specialized freighter advantage
- ✓ TLV – Gateway to Europe & USA
- ✓ BOM → TLV → LGG → US / EU
Strong Connectivity



BOM
Mumbai



TLV
Tel Aviv



LGG
Liege



US / EU
Destinations

ONE ROUTE. ENDLESS POSSIBILITIES.

KESHAV CORE COMPETENCIES



**EXPERIENCED
SALES TEAM**



**BOOKING &
RESERVATIONS**



**STRONG FREIGHT
FORWARDER NETWORK**



**STATISTICAL REPORTING
& MIS**



**MARKET INTELLIGENCE
& ANALYTICS**



**BONDED TRUCKING &
RFS SUPPORT**



**CUSTOMER SERVICE
EXCELLENCE**



**END-TO-END CARGO
SOLUTIONS**



SALES & MARKETING STRATEGY

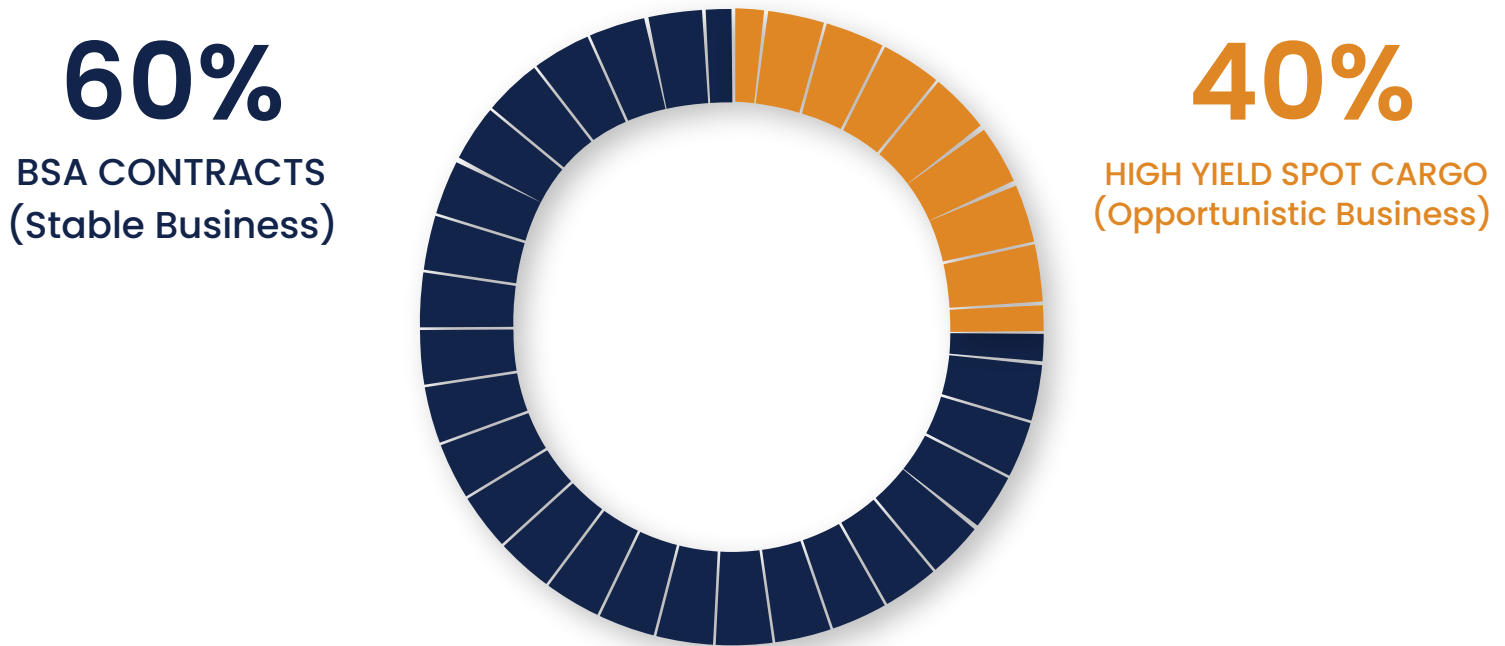
STRENGTHENING CORE BUSINESS

- ✓ Superior Customer Service
- ✓ Stable & Reliable Network
- ✓ Focus on Technology
- ✓ Market Transparency
- ✓ Strong Relationships

DISCOVERING NEW POTENTIALS

- ✓ Target Niche Cargo
- ✓ Explore New Routes
- ✓ Maximize Yield & Load Factor
- ✓ Project Cargo Opportunities
- ✓ Long-term Partnerships

REVENUE OPTIMIZATION PLAN



- Focus on High Yield Commodities
- Dynamic Pricing & Capacity Management
- Density + Volume Mix Strategy
- Strategic Partnerships with Global Leaders



GLOBAL FORWARDING



GLOBAL TRANSPORT
AND LOGISTICS

KUEHNE + NAGEL

GLOBAL LOGISTICS
PARTNER



KESHAV AVIATION PVT. LTD.



OFFLINE STATION & RFS NETWORK

Strong Pan India Reach with Temperature Controlled & Bonded Transit Solutions



HYDERABAD



BENGALURU



DELHI



CHENNAI



AHMEDABAD



KOLKATA



**Cold Chain
Trucking**



**Bonded
Warehousing**



**Secure & Timely
Delivery**

FIRST 90 DAYS ROADMAP

0 – 30 DAYS

Market Introduction &
Brand Awareness Stakeholder
& Customer Engagement

31 – 60 DAYS

Secure Pharma & Key
Commodity BSAs
Network & RFS Activation

61 – 90 DAYS

Analyze Load Factor &
Performance Optimize
Pricing & Revenue Mix



YOUR TRUSTED PARTNER FOR SMOOTH FLIGHT OPERATIONS

SN Aviators Pvt Ltd is one of the finest agencies for smooth flight operations in India, with experienced staff/ complete infrastructure at 04 Major stations in India. (DEL/MAA/BOM/BLR)

Apart from the above we are also proud to announce our presence in Singapore.

At present we are the GSSA for YTO Cargo Airlines, Beijing Capital Airlines and are responsible for complete flight operations of Challenge Air for their cargo operations in India.

Key benefits of SN Aviators:

-  Indian CAA Approved Agency
-  NS Permission & AOP Assistance
-  Offices at DEL • BOM • MAA • BLR Airports
-  24x7 Operations Control Center
-  Experienced Aviation Sales Team
-  Landing & Parking Payment Support
-  Ramp Handling Coordination
-  Cargo Handling Management
-  Security & Engineering Services
-  Market Analysis & Sales Support

Our Airline Partners

-  YTO Cargo Airlines
-  Beijing Capital Airlines
-  Challenge Air

WE ARE NOW
ISO 9001
CERTIFIED



SN Aviators Pvt. Ltd. is now
an ISO 9001 certified company in India.

WHY CHOOSE KESHAV AVIATION?



**DEEP MARKET
EXPERTISE**



**DEDICATED SALES &
MARKETING SUPPORT**



**PERFORMANCE DRIVEN
INCENTIVE PROGRAMS**



**STRONG LOCAL & GLOBAL
INDUSTRY AWARENESS**



**YOUR GROWTH
OUR COMMITMENT**

CONTACT US

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OUR OFFICES

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