

## **About Us.**

Ajanta Group has been actively involved in Airline, Travel as well as Hospitality business in India for more than Three Decades now. The vision is to keep expanding with the new services added in the group and exploring the scope of new opportunities coming up.

The group is currently associated with leading Airlines like Alitalia, Kenya Airways, Air Tanzania (Cargo) as their General Sales Agents. Ajanta has also in past represented Cathay Pacific Airlines as their Passenger Sales Agents, Zambia Airways, Air Tanzania (Passenger) as well as Air Mozambique (LAM).

Under the guidance of our Chairman /Managing Director Shri Shashi B Laxman , Ajanta Travels is a well established and known Airline Representation company ( Passenger & Cargo ) having its offices in most major cities in India . He also owns and manages a 100 room boutique hotel , Hotel Ajanta , which is located in Juhu a prestigious suburb in Mumbai .

## **BUSINESS VERTICALS**

### Airline Representation

- Passenger
- Cargo
- Tourism Board Representation
- Ajanta Aviation & Aerohandling
- Hospitality

### **PASSENGER GSA / Presentation:**

Ajanta Group is associated with business in Airline, Travel as well as Hospitality since way back in late 1970s.

Core business of the Company being Airline Representation, the group is currently associated with leading Airlines like Alitalia, Kenya Airways, Air Tanzania (Cargo) as their General Sales Agents. Ajanta has also in past represented Cathay Pacific Airlines as their Passenger Sales Agents, Zambia Airways, Air Tanzania (Passenger) as well as Air Mozambique (LAM). Our staff members are very well trained in India as well as abroad in relation to IATA regulations, Fares and Ticketing. We appoint dedicated team for each airline so that there is no clash of interest. Our Sales team across all the branches make sure they are constantly connected with trade partners and corporate world. We have a very strong accounting back up with in-house chartered accounts looking after a team of professional accounts to give a strong backbone to the Company management. Ajanta carries behind a big Success Story of growth of its principal carriers and so of itself and has been awarded several times for this.

Ajanta Group always looks for avenues for expansion and is ranked amongst the Top 5 GSA's India.

## OUR SERVICES

- Can provide Pan India representation at a very short notice.
- Full Fledged offices across India with highly experienced staff equipped with modern communication facilities which will be an asset to market the product/services.
- Can organize very professional launch of a product at a short notice.
- Can organize Press Conference at centre/local level
- Can prepare feasibility report in a professional way.
- Large data base can be used for Direct Mailing.
- Can prepare Annual Business Plans.
- Strong accounting back up can be provided with professional in house Chartered Accountants.
- Full- fledged legal services can be provided with back up of India's top legal firm.
- Settlement of Customer claims can be handled locally
- Strong back up can be provided for special services related to Civil Aviation, local taxation and other expert advice.

# **CARGO PRESENTION / GSA**

## **OUR TEAMS ASSIST WITH**

### **1. Market Intelligence**

On ground information, performance of competition and dynamics of market in various conditions.

### **2. Development of Business and Promotion**

Our dedicated sales teams interact with Freight Forwarders and persons connected to the air freight industry and increase awareness of our products. This is done through direct door to door sales, group mail or specific events for the target market.

### **3. Reservation, Availability, Booking assistance and Conformations**

The Reservation teams assist forwarders / air cargo agents with details pertaining to schedules, time tables, and availability of space. These services are essential for airlines which use different aircraft types beyond their HUB's resulting in difference in dimension and capacity for cargo.

### **4. Pricing and Yield Management**

Our Team not only assist the airlines by informing airlines of local market dynamics, they also assist in Yield Management by product mix i.e. type of cargo, onward space availability, logistics and routing ( final destination). This allows the airline to earn better revenue per kilo uplifted.

### **5. Optimizing Airline Cargo capacity**

### **6. Coordinating instructions for handling and palletization of cargo based on type of shipments.**

### **7. Coordinating with concerned Local government Departments and Vendors / Service Providers**

- Coordinating with Local carriers for spa's and interline agreements for connecting domestic cargo to concerned airport
- Assistance in EDI (Electronic Data Interchange) Registration, required for clearing cargo by Customs. Ideally done at multiple locations wherever market has potential.
- Assistance in issuance of Delivery Order ( Imports)
- Assistance in contracting with Bonded / Refrigerated Trucking.
- Assistance in contracting with Ground Handlers and different types of warehousing facilities within Airport Terminals.

### **8. After sales services and assistance in trouble shooting with freight forwarders in case of unforeseen service failures by airline.**

## **TOURISM REPRESENTATION & AJANTA AVIATION AND AEROHANDLING**

Ajanta Group has associated with various aspects of Travel & Tourism Industry. To name a few :

### **TOURISM BOARD REPRESENTATION**

The purpose of Tourism Board is to assist in promotion of the economy of a region, state or of a country. It also familiarises people with different cultures and helps in generation of employment, investment in business and increase in trade relations.

Ajanta is geared to promote tourism with sustainable solutions and multiple options depending on the requirement of the tourism boards. Our teams share good relations with many Tourism Boards like Italy Tourism, Kenya Tourism, Tanzania Tourism etc. We are capable of providing a good platform to Tourism Boards which feel they could benefit from increased tourism numbers from India to their respective countries.

### **AJANTA AVIATION & AEROHANDLING**

There have been vast changes in the Indian Aviation Industry. The dynamics in the passenger and cargo airlines are changing rapidly . There is an increase in number of airports and carriers operating. In a highly competitive market which is yield sensitive, technical issues can cause serious damage to product and reputation. Many airlines operating to or within India do not have massive fleets or stockpiles of spares required for maintenance .

In Ajanta Aviation we are changing our focus from promoting individual / corporate travel and domestic charters to aircraft leasing and chartering and pooling / supply of aircraft equipment. We are looking for representation in India with Global Companies which are into such a business model and feel the need of partnering with us in the India market.

### **OFFICES IN INDIA**

Reg. Office: Benlux Hotels India Pvt Ltd.

Address: 8 Juhu Tara Road, Santacruz (w), Mumbai-400049

Telephone: 022-226609977 / 26608646

Head Office : Passengers (Ajanta Travels Pvt Ltd.)

Address: 87/E Veer Nariman Point, Churchgate, Mumbai- 400021

Telephone:022-22853116 / 22870701

Head Office: Cargo (Ajanta Travels Pvt Ltd.)

Address: G-11 Midas, Ground Floor, Sahar Plaza Complex, Andheri Kurla (E), Mumbai 400059.

Telephone: 022-22853116 / 22870701

### **AHMEDABAD ADDRESS**

Address: 6 Harikrupa Shopping Centre, Off Ashram Road, Ahmedabad-380009

Telephone: 079-26585077

E-Mail: [sales.amd@ajantagroupindia.com](mailto:sales.amd@ajantagroupindia.com)

### **VADODARA ADDRESS**

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## PUNE ADDRESS

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## BANGALORE ADDRESS

Address: G 17, #66 Gem Plaza, Infantry Road, Banglore-560001  
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## COCHIN ADDRESS

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