



///AIRTRANS

ENGINEERING TRANSPORT

ABOUT US

Airtrans is a Cyprus-based integrated transportation and aviation solutions company that combines the personal investment one finds in a family-owned brand with the consummate professionalism of a corporate powerhouse. With long-established strategic partnerships and an extensive knowledge base acquired during our multi-decade presence in the industry, we consistently rank among the top service providers in our region.

We understand that operational excellence comes from the quality of a company's human, not just material, resources. That understanding is the reason behind our heavy investment in the professional development of our staff, with an emphasis on continuous learning, skill acquisition and certification. It is also the source of our ability to astutely analyse the business landscape and anticipate future trends.

36

Years of Experience

100+

Employees

5000

m² Warehousing Facilities

5

Offices Across Cyprus

WE MAKE
FREIGHT SIMPLER

WHY US

Our ability to offer integrated transportation, aviation and management solutions offer our clients a marked increase in supply chain efficiency.

Our warehouse space — a combined 5000 sqm at Larnaca Airport — gives us a distinct edge in cargo handling and management. Privately managed, we avoid the scrambling for resources typical in space-sharing arrangements. This gives our clients peace of mind and reduces the associated paperwork. Very importantly, our AEO status grants us recognition as a safe and secure business actor. A less obstructed and paperwork-ridden path through customs is thus ensured.

As a full-time cargo management and cargo handling representative of some of the world's leading airlines at Larnaca and Paphos International Airports, we are a reliable link between your company, the local authorities and a multitude of service providers. Swift paperwork processing and the general administrative dexterity of industry veterans means reduced turnaround time and smooth cargo handling. Quite simply, every administrative task related to getting goods from origin to destination can be left up to us.

With our DGR-licensed personnel and warehousing infrastructure, not to mention our status as old hands in the ocean freight business, we have the means to provide vital logistical support along the entire oil and gas supply chain.

Ocean Freight is one of the cornerstones of our operation. We handle heavy-lifts, rolling cargo, full container loads (FCL), less-than-container loads (LCL), household goods (HHG), international road transport and delivery option flexibility.

AIRTRANS is also the go-to agent to ease your path through customs and the port authorities, and to manage all your cargo-handling needs. As a Cyprus Shipping Association (CSA) credentialed organisation, we are also in a position to provide essential marine support, such as ship repairs and spare parts, supplies, crew handling and marine surveys, as needed.

MEMBERSHIPS & LICENSES

Ground Handling License for Larnaca and Paphos International Airport (from Hermes Airport)

Road Transport License (from Cyprus Department of Transport)

ADR (Accord Dangereux Routier) License (from Cyprus Department of Transport)

Storage and Transport of Radioactive License (from Cyprus Labor Inspection Office)

Customs Brokerage Operational Licenses (from Customs and Excise)

AEO (Authorised Economic Operator) License (from Ministry of Finance – Customs and Excise)

Regulated Agent Certificate (from Cyprus Department of Civil Aviation)

IATA Cass Certificate (from IATA)

IATA Agency Certificate (from IATA)

Courier Services Operation License (from Office of Electronic Communications & Postal Regulations (OCECPR))

DGR (Dangerous Goods) Handling Certification

Occupational Health and Safety Certification

Cyprus Shipping Association Membership (from CSA)

Employers and Industrialists Federation (OEB) Membership

Cyprus Chamber Of Commerce and Industry (CCCI/KEBE) Membership

CyHRMA – Cyprus Human Resources Association Membership

**LONG
ESTABLISHED
STRATEGIC
PARTNERSHIPS.**

OUR PARTNERS



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AIR & SEA FREIGHT FORWARDING

Airtrans provides air freight import and export services for those companies who need to import shipments into Cyprus on an expedited timeline – from collection point to your final point of delivery, and vice versa. Our service includes a personalised service with all aspects of the transportation process, including customs clearance.

Sea Freight is one of the cornerstones of our operation. We handle heavy-lifts, rolling cargo, full container loads (FCL), less-than-container loads (LCL), household goods (HHG) international road transport and delivery option flexibility.

Our operational scope, through DHL Global Forwarding, covers almost any seaport around the world and includes projects that call for the coordinated use of the entire expanse of our own resources and, at the same time, require us to tap into our vast network of industry connections in order to satisfy specific needs, such as hiring large amounts of warehouse space and obtaining special permissions.



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OIL & GAS

With our DGR-licensed personnel and warehousing infrastructure, not to mention our status as old hands in the ocean freight business, we have the means to provide vital logistical support along the entire oil and gas supply chain.

Airtrans undertakes Special Projects, sometimes with very short notice, with companies around the world and for services throughout the world. These Special Projects can utilise up to all of Airtrans services at once because of our specialisation, experience, capabilities, professionalism and comprehensive array of services that we can offer.

GROUNING HANDLING SERVICES

Over 35 years of profound professional experience in providing ground handling services.

AIRTRANS operates its own 5000m2 warehouse at Larnaca Airport offering a complete range of reliable cargo handling services. The warehouse operates as per local and international cargo handling procedures and is approved by the Civil Aviation Authority.

Our ability to offer integrated transportation, ramp service, passenger service, cargo handling, customs clearance and door delivery services — offers our clients a marked increase in supply chain efficiency.





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CHARTERING

With the ability to charter aircraft specific to your needs, AIRTRANS can ensure that whatever you need transporting gets where you want it, how you want it and when.

We offer comprehensive and economical aircraft chartering solutions that fulfil your requirements. Whether it is cargo, passenger, executive or emergency flights, we will charter aircraft to match your schedule and route needs. We obtain the best airline, aircraft, airfield and flight schedule that will take into account the route, payload and economical factors defined.

We are able to charter any type of vessel to transport any type of cargo to anywhere in the world. Our extensive network of contacts with ship companies and brokers are essential in enabling us to find the right vessel at a competitive price, at the requested time.

AIRLINE MANAGEMENT & GSSA

Our extensive service offering can be tailored to provide the exact representation you require.

We ensure that you are provided with the highly experienced and proactive team, that will work closely with your airline, helping you broaden your customer-base through high profile sales and marketing activities – simultaneously maintaining a robust relationship with our enlarging customer base.

Our Passenger GSA professionals tailor the exact service package you require and work closely with your airline helping you broaden your customer-base through high profile sales and marketing activities. We offer an optimal working environment, with dedicated office space on request, communication facilities and use of tested and proven processes.





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COURIER

We provide a full international and domestic courier service with daily collections arranged at times to suit you, across Cyprus. Our collaborations extend to most global courier brands.

Working with multiple global brands gives us the flexibility to provide a tailored and cost-efficient service for each of our customers based on real need, volume, destination and time sensitivity.

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INLAND TRANSPORT

We offer a complete line of inland transportation solutions across Cyprus that can be tailored to your specific needs. Our Door-to-Door Transportation Services offer full inbound transportation, leveraging our best-in-class talent and tools.

Our delivery specialists offer a variety of support services for all types of specialised delivery and logistical needs, including tailor-made transportation management solutions for the Oil & Gas Sector.

Whether it's a single time-critical package that just has to get to your required destination urgently, or you have freight distribution requirements, we are your transport company of choice.





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TRAVEL & TOURS

Our IATA Licensed Travel and Tours office that is also a member of Cyprus Tourism Organisation has all the essential ingredients for made-to-measure services for business, as well as leisure packages for individuals, families or organised groups.

**ABILITY TO
OFFER
INTEGRATED
TRANSPORTATION
AVIATION
AND MANAGEMENT
SOLUTIONS.**



AIR FREIGHT

Our air freight forwarding services fuse the reliability of our exclusive partner, DHL Global Forwarding, and leading commercial airlines with the flexibility and cost-effectiveness of bespoke insurance packages, made possible by a long-term business relationship with Delva Versicherungs-AG, the Lufthansa Group insurer.

Airtrans provides air freight import and export services for those companies who need to import shipments into Cyprus on an expedited timeline – from collection point to your final point of delivery, and vice versa. Our service includes a personalised service with all aspects of the transportation process, including customs clearance.

- ▶ Direct IATA shipments
- ▶ Flexible delivery options
- ▶ Expedited consignments
- ▶ No weight or volume restrictions
- ▶ Complete export documentation
- ▶ Cargo consolidation and deconsolidation
- ▶ Full shipment tracking

AIRCRAFT CHARTERING

With the ability to charter aircraft specific to your needs, AIRTRANS can ensure that whatever you need transporting gets where you want it, how you want it and when.

We offer comprehensive and economical aircraft chartering solutions that fulfil your requirements. Whether it is cargo, passenger, executive or emergency flights, we will charter aircraft to match your schedule and route needs. We obtain the best airline, aircraft, airfield and flight schedule that will take into account the route, payload and economical factors defined.

Our Services include:

- ▶ Selection and booking of suitable aircraft type
- ▶ Selection of suitable air field
- ▶ Flight negotiation and scheduling
- ▶ Handling agents at airports
- ▶ Fuel and flight planning
- ▶ Additional flight options including
 - Travel insurance
 - Security and medical personnel
 - Catering
 - Hotel reservations
 - Vehicle hire
- ▶ Information about destination airports and aircraft

AIRCRAFT HANDLING & OPERATIONS

We provide a wide range of services above and below wings, at Larnaca and Paphos International Airports, delivered by highly skilled and trained staff.

Our Aircraft Handling Services Include:

Administration and Provision of:

- ▶ Liaising with local authorities, obtaining traffic rights, time slots etc
- ▶ Crew administration, accommodation, transport etc
- ▶ Provision of briefing documents (MET, ATC flight plans)
- ▶ Flight documentation and planning
- ▶ Ground to air communication
- ▶ Loadplan and loadsheet
- ▶ Weight and balance
- ▶ Flight supervision

Supervision and Administration:

- ▶ Ground engineering equipment
- ▶ Ground Power
- ▶ Airstart
- ▶ Headsets
- ▶ Catering
- ▶ Transportation of passengers and crew
- ▶ Loading and unloading of aircraft
- ▶ Toilet, water services and cleaning

CARGO GSA

Our services offer you an instant, low risk method to enter new markets.

We ensure success in your new operations through efficient analysis of the market, identification of new business opportunities, constant monitoring of the competition, managing and coordinating promotional activities and paying sales visits.

Our extensive service offering can be tailored to provide the exact representation you require. We will ensure that you are provided with the highly experienced and proactive team, that will work closely with your airline, helping you broaden your customer-base through high profile sales and marketing activities – simultaneously maintaining a robust relationship with our enlarging customer base.

Our Services Include:

- ▶ Management
- ▶ Compliancy to local laws, currency and tax regulations
- ▶ Negotiation with Governmental and other authorities, officials and agencies
- ▶ Business planning
- ▶ Yield and capacity management
- ▶ AWB stock control and distribution
- ▶ Reservations
- ▶ Documentation and report preparation
- ▶ Cargo Supervision
- ▶ New business development
- ▶ Customer management
- ▶ Sales campaigns and promotions
- ▶ Road shows
- ▶ Market analysis and evaluation
- ▶ Qualified and highly skilled staff appointment
- ▶ Trade show representation
- ▶ Introduction of specific cargo products into the market
- ▶ Setup and maintenance of business activities

CARGO HANDLING

AIRTRANS operates its own 5000m² warehouse at Larnaca Airport offering a complete range of reliable cargo handling services.

The warehouse operates as per local and international cargo handling procedures and is approved by the Civil Aviation Authority.

Our ability to offer integrated transportation, cargo handling, customs clearance and door delivery services — offers our clients a marked increase in supply chain efficiency.

- ▶ Security installations — CCTV, fire alarm
- ▶ X-ray screening
- ▶ Weighing scales
- ▶ Refrigerator
- ▶ Functional design — cross-docking and dedicated internal areas for valuable goods, live animals, human remains climate-sensitive and dangerous materials, all of which are expertly handled by our teams in accordance with international regulations
- ▶ Access — a mere 200 metres from airside at Larnaca Airport
- ▶ A grid-independent backup energy source
- ▶ Large fenced area
- ▶ 24/7 service
- ▶ DGR IATA licensed personnel

CUSTOMS CLEARING & BROKERAGE

We are the first Company in Cyprus that became an Authorised Economic Operator and was granted the certificate of AEOF.

We ensure that cargoes are cleared on time for our customers. Due to our experience as a complete transportation solutions provider, we are today, one of the most extensive customs clearance and brokerage operators in Cyprus.

Cargo is handled at our own privately managed warehouse at Larnaca Airport, or at Limassol Port. Our network of licensed customs brokers, import and export specialists, work to ensure that customer cargoes have no delay, while minimising costs at the same time.

Projects:

- ▶ Recognition as a secure and safe business partner
- ▶ Improved relations with customs
- ▶ Fewer physical and document-based controls
- ▶ Priority treatment of consignments if selected for control
- ▶ Choice of the place of controls
- ▶ Easier admittance to customs simplifications
- ▶ Reduced data set for summary declarations
- ▶ Prior notification
- ▶ Other indirect benefits

HANDLING & STORAGE OF DGR

Dangerous and hazardous (DGR) goods require special attention and the knowledge and expertise to handle them. In our privately owned warehousing facilities, we are able to handle these goods professionally, safely and with all the necessary licences from the Government of Cyprus and as per local and international Rules and Regulations.

Our best resources are our knowledgeable staff, and we ensure that they are continuously trained and updated with the most recent instructions and guidelines for DGR goods handling. With this knowledge we can also offer all the necessary customs clearances required for these goods.

Airtrans is licensed to handle:

- Radioactive
- Corrosive
- Explosive
- Flammable
- Toxic
- Oxidising Substances
- Other Miscellaneous Goods

HELICOPTER HANDLING & OPERATIONS

Tailored to the logistics requirements of the Oil & Gas industry, we provide equipment and facilities for offshore flights at Larnaca and Paphos Airports, refuelling services, ramp pick-up, medical ground services and dispatching of cargo to offshore installation.

Our Services Include:

- ▶ Daily flight coordination with the airport authorities, immigrations, customs, and flight control
- ▶ Handling of all the formalities & paperwork for daily offshore flights
- ▶ Fuelling
- ▶ Visa, transfer & pick-up, flight and accommodation arrangements for the crew
- ▶ Handling and managing of the passenger/crew pre-offshore flights procedures to the platforms (passenger & crew check-in, and briefing)
- ▶ Pick up services in the ramp area
- ▶ Medical ground handling services
- ▶ Dispatching cargo by helicopter to the offshore installation

INSURANCE

Airtrans Group has considerable experience in the area of transport insurance and is the partner of Delvag Insurance. Through our collaboration we are able to offer tailor-made solutions for insurance protection, from logistics advice all through to loss prevention concepts and client-oriented claims handling.

Our Services include:

- ▶ Transport insurance for all types of cargo
- ▶ Consequential loss insurance
- ▶ Support in the development of transportation and logistics concepts
- ▶ Valuable cargo and jewellers' block insurance
- ▶ Transport of cash and valuables

INTERNATIONAL & DOMESTIC COURIER SERVICES

We provide a full international and domestic courier service with daily collections arranged at times to suit you, across Cyprus. Our collaborations extend to most global courier brands.

Working with multiple global brands gives us the flexibility to provide a tailored and cost-efficient service for each of our customers based on real need, volume, destination and time sensitivity.

Our Services include:

- ▶ Excellent service reliability
- ▶ Collection from your address
- ▶ Online shipment preparation options
- ▶ Full visibility for your shipments
- ▶ Insurance for your packages
- ▶ Cash on delivery service (POD)
- ▶ Signature required service

LOGISTICS

Our comprehensive range of logistical services will ensure your freight gets there at the right place at the right time. Our experience is second-to-none and we pride ourselves in the continual investment in people and technology to ensure that our services can be tailored to your specific needs.

As a provider of outsourcing solutions, we are ideally positioned as a one-stop shop for integrated logistics, transportation management, and warehousing and distribution. Our spectrum of services is designed to help you compress cycle time, lower overall product costs, maximise supply chain efficiency, improve inventory control and enhance customer satisfaction.

Our Services include:

- ▶ International freight forwarding
- ▶ Customs clearing & brokerage
- ▶ Transportation fleet (small vans, medium-sized hard-sided vehicles, tarpaulin vehicles, tonne trucks, tail lifts, trailers)
- ▶ Warehousing and distribution
- ▶ Comprehensive insurance on all transported items

MARINE SERVICES

As a Cyprus Shipping Association (CSA) credentialed organisation, we are also in a position to provide essential marine support, such as ship repairs and spare parts, supplies, crew handling and marine surveys.

Our Services include:

- ▶ Port Agency
- ▶ Discharging & loading operations
- ▶ Lashing and securing of cargo
- ▶ Ship handling and provision supplies
- ▶ Fuel and engine oil supplies
- ▶ Technical services, repairs and supplies
- ▶ Spare parts and consumable
- ▶ Crew changing
- ▶ Surveys

OCEAN FREIGHT

This is one of the cornerstones of our operation. We handle heavy-lifts, rolling cargo, full container loads (FCL), less-than-container loads (LCL), household goods (HHG) international road transport and delivery option flexibility.

Our operational scope, through DHL Global Forwarding, covers almost any seaport around the world and includes projects that call for the coordinated use of the entire expanse of our own resources and, at the same time, require us to tap into our vast network of industry connections in order to satisfy specific needs, such as hiring large amounts of warehouse space and obtaining special permissions.

Our organisational agility and fortitude have been field-tested on several occasions, most notably, through our contribution as a complete onshore and offshore logistics provider for Noble Energy International in its Oil & Gas drilling operations since 2011 – as well as in the 2006 Lebanon War, where our shore base services were deployed for a period of six months in support of the relief operation headed by the International Committee of the Red Cross.

PASSENGER GSA

Our experienced and proactive team of professionals will tailor the exact service package you require and work closely with your airline helping you broaden your customer-base through high profile sales and marketing activities. We also offer an optimal working environment, with dedicated office space on request, communication facilities and use of tested and proven processes.

Our Services Include:

- ▶ Management
- ▶ Compliancy to local laws, currency and tax regulations
- ▶ Business planning
- ▶ Booking office setup
- ▶ Documentation and report preparation
- ▶ Qualified and highly skilled staff appointment
- ▶ Enquiry and reservations procedures through telephone, electronic means and reservation offices
- ▶ New business development
- ▶ Marketing
- ▶ Sales campaigns and promotions
- ▶ Trade show representation
- ▶ Road shows
- ▶ Market analysis and evaluation
- ▶ Promotion of routes, schedules and new services
- ▶ Customer management
- ▶ Communication channels and briefing updates
- ▶ Setup and maintenance of business activities

PASSENGER HANDLING

Check-in, ticketing, baggage processing and security, boarding control, assistance for unaccompanied minors and disabled persons, ground medical support and executive service packages.

Our Services include:

- ▶ Check-in of passengers and baggage
- ▶ Ticketing
- ▶ Automated bag tag print
- ▶ Automated boarding control
- ▶ 100% baggage security check
- ▶ Lost and found
- ▶ Special services (wheel chairs, medical lift, etc.)
- ▶ Auxiliary services (hotac, meal vouchers etc.)
- ▶ Assistance for unaccompanied minors and special invalids
- ▶ Executive Aviation Services

RAMP SERVICES

We are a licensed ramp handler for light aircraft and helicopters of up to 5.7 tons providing the following services. For bigger aircraft we manage, administer and supervise the ramp handler.

Our Services include:

- ▶ Aircraft acceptance and ramp to flight deck communication
- ▶ Unloading and loading of baggage, cargo and mail
- ▶ Passenger and crew transport
- ▶ Baggage, cargo and mail transport
- ▶ Fresh water supply
- ▶ Toilet services
- ▶ Cleaning and cabin equipment
- ▶ Cooling, heating and starting
- ▶ Moving of aircraft and walk-out-assistance
- ▶ Safety measures

SHORE BASE LOGISTICS & OPERATIONS

We can provide tailor-made packages in plant logistic services at shore base. We can also provide planning, design and build support, network design, on/off shore logistics, asset management, critical spares management and procurement, transportation of heavy lifts, cross docking as well as technical services through specialised sub-contractors.

Our Services include:

- ▶ Ocean freight
- ▶ Customs clearance
- ▶ Transportation management
- ▶ Warehousing
- ▶ Marine services

SPECIAL PROJECT LOGISTICS

In addition to the services offered, Airtrans also undertakes “Special Projects”, sometimes with very short notice, with companies around the world and for services throughout the world. These Special Projects can utilise up to all of Airtrans services at once because of our specialisation, experience, capabilities, professionalism and comprehensive array of services that we can offer.

Many times, it is the combination of these services, along with other specific needs such as hiring warehouse facilities, obtaining special permissions or just being able to react in time that ensures that companies only need to look to one company to complete their projects.

Our experience and handling of such special projects in the Cyprus market is second-to-none.

Customer Benefits:

- ▶ Noble Energy International: First and Second Drilling Operation in Block 12
- ▶ Weatherford, Cyprus–Russia: Cargo aircraft handling. AN-124 full charter flights containing oil well equipment. Duration 3 days
- ▶ Weatherford, Ireland–Cyprus: Removal / relocation of a manufacturing unit / plant.
Duration 6 months
- ▶ Weatherford, Spain–Cyprus: Removal & relocation of an operational / storage terminal.
Duration 3 days
- ▶ Weatherford: Handling of overweight mafi with oil well equipment ICRC Geneva, Cyprus–Lebanon: Shore based services provided to the International Committee of Red Cross.
Duration 6 months

TOTAL CARGO MANAGEMENT

With our deep, field-derived knowledge of the airfreight transportation business and all its private and governmental economic actors in Cyprus as well with our network of partners and collaborators abroad we are ideally placed to consult air carriers on how to maximise returns from their cargo capacity.

- ▶ Selection and appointment of GSA
at origin and destination points
- ▶ Selection and appointment of handling
agent at origin and destination points
- ▶ Feasibility studies
- ▶ Sales and marketing
- ▶ Flight data management
- ▶ Yield and capacity management
- ▶ Booking management system

VESSEL CHARTERING

We are able to charter any type of vessel to transport any type of cargo to anywhere in the world. Our extensive network of contacts with ship companies and brokers are essential in enabling us to find the right vessel at a competitive price, at the requested time.

Our Services include:

- ▶ Marine support services
- ▶ Customs clearance
- ▶ Transportation Management

WAREHOUSING

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- ▶ Receiving and inventory replenishment
- ▶ Purchase order management
- ▶ Sorting and segregating
- ▶ Pick and pack, labelling, fulfilment, delivery
- ▶ Emergency parts distribution
- ▶ Crating and packing
- ▶ Stock transfer
- ▶ Cross-docking

///AIRTRANS

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