



# SOLE OFFICIAL AGENCY



## Onsite Logistic Partner

### Contact Us -

➤ Mr. Manish Malhotra - +91-9217289669

➤ **Mr. Somnath Dutta**

GM. Business Development (Inbound Exhibitions)

Phone: +91-9911117909

E-mail: [somnath.dutta@skyways-group.com](mailto:somnath.dutta@skyways-group.com)

### Services -



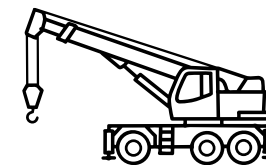
**Freight forwarding**



**Customs Clearance**



**Transportation & Courier**



**Onsite Handling Services**

### On-Site Handling Tariff for Indian Exhibitors

Services for Single Machine Up to 3 Ton	Rate Per Kg. IN ₹	Minimum Per Exhibitor
Offloading and shifting to stand in one operation	₹ 2.00	₹.1000.00
Un-Packing, placement in one operation	₹. 2.00	₹. 1000.00
Re-Packing with same packing Materials	₹. 2.00	₹. 1000.00
Loading on vehicle in one operation after exhibition	₹. 2.00	₹. 1000.00
Handling of Empty Boxes Storage & Return	₹.600 / CBM	₹. 1000.00
Any additional placement/repeat services will be same as applicable tariff	30%	
Heavy Lift surcharge for shipment (Single units above 3000 Kgs. )		
Additional Hire charges for assembly/dismantling (if required)	Rate per Hour	Minimum Charges
Manpower (Per Head)	₹. 175.00	2 HOUR
Hydraulic Pallet -02 Ton Capacity	₹. 230.00	1 HOUR
Forklift – 3 Ton Capacity	₹. 1000.00	1 HOUR
Forklift – 5 Ton Capacity	₹. 2000.00	1 HOUR
Hydra/Crane – 12 Ton Capacity	₹. 1500.00	1 HOUR
Crane – 17 Ton Capacity	₹.2500.00	2 HOUR

- **Calculation:** Chargeable weight will be calculated as **1 CBM = 500 kg** and charges will apply on gross weight or volumetric weight, whichever is higher. Exhibitors should instruct their transporters to carry the "Weigh Bridge Certificate", to avoid disputes regarding assessment of the weight of the exhibits to be handled
- **Payment Terms** = 100% advance at site. Before closing of the show. Strictly No Credit.
- **INSURANCE:** Exhibitors must arrange their own insurance cover for their stalls/machines and all commodities involved throughout all stages of the exhibition. As **Skyways Air Services Ltd** will not be responsible for any damage/loss, or delay.
- **TAX:** GST 18% applicable on the services provided or as applicable.
- **Late Surcharge:** For Move In - The above charges are applicable from 09.00 – 21.00 hours (as per job order), for services required after these hours – on advance payment and booking and 35% overtime surcharge is applicable. And subject to advance approval from the venue management, organizers, and security.
- **Special Equipment:** For any specific requirements (e.g. Heavy-duty crane, Boom lift, Ramp etc.) – we need an advance intimation/order confirmation at least 24 hours before the deputation. For that the charges will be extra

For Skyways Air Services Ltd.

Somnath Dutta  
 GM. Business Development  
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EXPERIENCE THAT LEADS  
TECHNOLOGY THAT POWERS PRECISION  
A NETWORK THAT CONNECTS THE WORLD

40+ YEARS OF  
EXCELLENCE

DIVERSIFIED  
BUSINESS PORTFOLIO

GLOBAL PRESENCE





## MR. S.L. SHARMA

Founder & Chairman Emeritus

Founded on 21st December 1984, Skyways was built with a clear vision: to be the Best Integrated Logistics Solution Provider Globally.

Every milestone since has been a deliberate move to build capability ahead of demand and strengthen Skyways as a future-ready logistics network. The Customs Broker License in 1984 and IATA Accreditation in 1987 gave the company its early foundation in compliance, credibility, and global air cargo. As India's EXIM ambitions grew, Skyways expanded its product offerings beyond air. In 2000, Skyways ventured into ocean freight and laid the base for a multimodal logistics network.

Skyways' global expansion followed trade itself. In an era when international logistics still depended heavily on brick-and-mortar offices and on-ground presence, Skyways built its footprint close to key manufacturing corridors. From its first office outside Delhi in August 2002, Skyways went across borders and established its footprint in the European heart of production: Frankfurt, Germany.

Over the last two decades, Skyways continued its journey toward its vision by expanding its product portfolio to various logistics spheres, including trucking, express, e-commerce logistics, cold chain solutions, warehousing, and fulfilment solutions. Our footprint also grew to 30+ cities in India and 12 countries across 3 continents.

Skyways' strategic investments in technology have helped it attain a solid leadership position in air cargo in India over the last decade and have been a key driver for Skyways to enter the Global Top 50 IATA freight forwarders list as per World ACD. Technology is driving our partnerships through API integration with airlines, shipping lines, customers, and vendors, which is helping add speed and efficiency to each transaction across 8,000+ customers.

As commerce enters an era driven by warehousing, inventory, fulfilment, and quick commerce, Skyways remains committed to constantly innovating its Integrated Logistics Solution portfolio to not just suit the needs of customers today, but also the customers of tomorrow.

# MILESTONES



## 1984 TO 1999

- **21 Dec 1984:** Laid the Foundation
- **1984:** Secured Customs Broker License
- **1987 :** IATA Accreditation received

## 2000 TO 2010

- **2000:** Portfolio Expansion to Ocean Freight Business
- **2010 :** Portfolio Expansion - Fairs & Exhibitions

## 2011 TO 2015

- **2011:** Portfolio Expansion - Exhibition Logistics
- **2012:** Expanded Global footprint - Frankfurt, Germany
- **2013:** Portfolio Expansion-Express Division

## 2016 TO 2018

- **2017:** Expanded Global footprint -Bangladesh Office
- **2017:** Recognized as No. 1 Air Freight Forwarder of India
- **2018:** Portfolio Expansion - D-Tox, Cuddle & Phantom Road Express

## 2019 TO 2021

- **2019:** Portfolio Expansion - MyLogistics Gurukul, sKart Insulate & Global Footprint Expansion - Vietnam
- **2021 :** Portfolio Expansion - HubLoad & Global Footprint Expansion - Dubai

## 2022 TO 2024

- **2022:** Global Footprint Expansion - Hong Kong
- **2022:** Portfolio Expansion - S-Charters
- **2023:** Global Footprint Expansion -Thailand
- **2024:** Global Footprint Expansion - Cambodia

## 2025 TO 2026

- **2025:** IPO Approval Received from SEBI in October
- **2025:** Expanded Global Footprint - Kingdom of Saudi Arabia
- **2026:** Portfolio Expansion to Fulfillment Services

# OUR PRESENCE



PRESENT ACROSS 3 CONTINENTS,  
DELIVERING TO OVER 180 COUNTRIES WORLDWIDE

**ASIA**  
**EUROPE**  
**AMERICAS**



BANGLADESH  
CAMBODIA  
CANADA  
GREAT BRITAIN  
GERMANY  
HONG KONG  
INDIA  
SAUDI ARABIA  
THAILAND  
UAE  
USA  
VIETNAM



# REACH

*Moving With You*

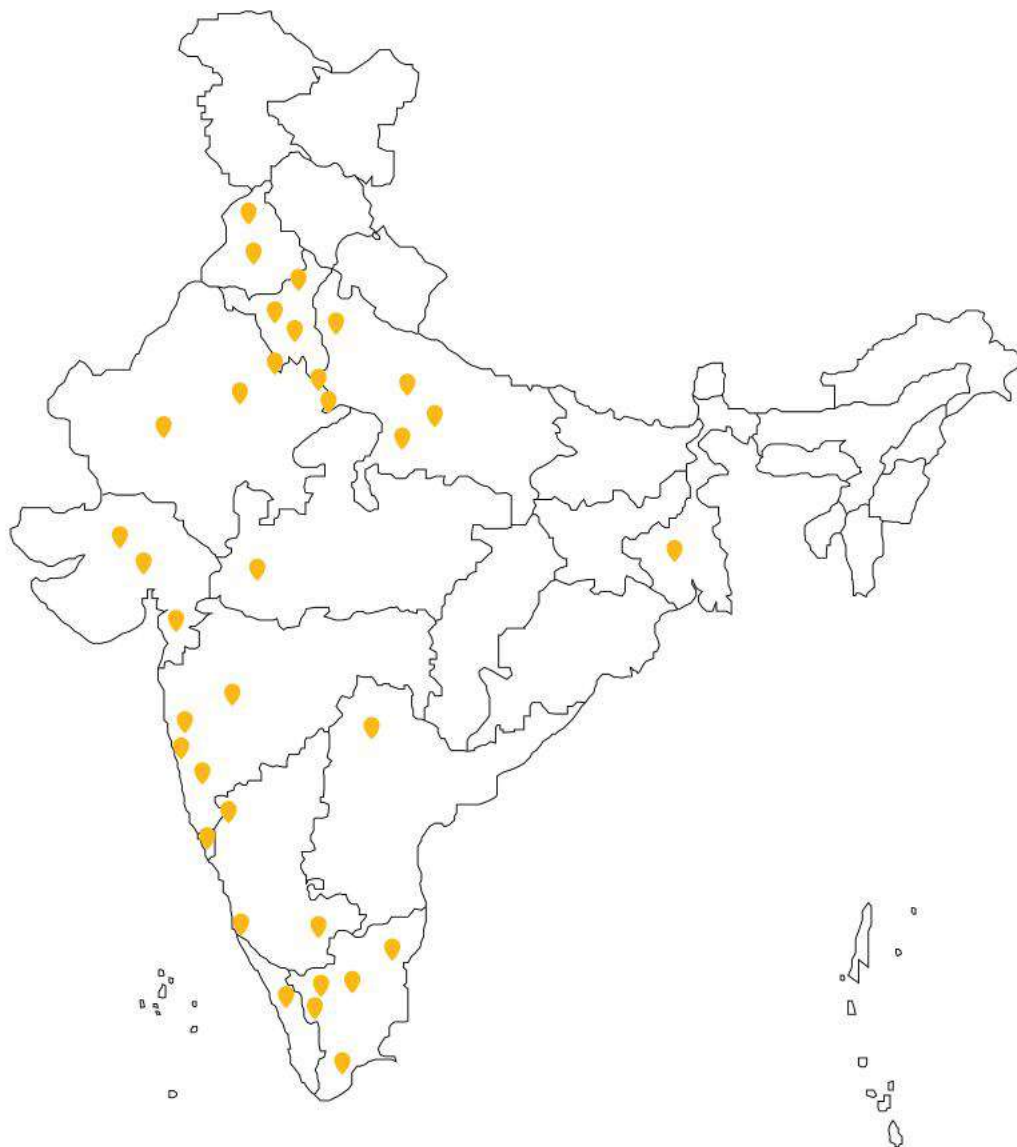
# PAN - INDIA NETWORK

## 30+ Cities



### A STRONGER NETWORK. CLOSER TO EVERY MARKET.

With a presence across 30+ cities our pan-india network is built to bring logistics closer to where business happens. From key industrial hubs and manufacturing clusters in the North, West, South and East and in consumption-driven markets across India our footprint is strategically aligned to India's Economic landscape.



#### North India

Agra · Ambala · Faridabad · Ghaziabad · Gurugram  
Kanpur · Lucknow · Ludhiana · Meerut · New Delhi · Panipat

#### West India

Ahmedabad · Alwar · Greater Mumbai · Indore · Jaipur · Jodhpur  
Mumbai · Navi Mumbai · Pune · Surat · Vadodara

#### South & East India

Bangalore · Belgaum · Chennai · Cochin · Coimbatore · Goa  
Hyderabad · Kolkata · Mangalore · Tiruchirappalli · Tiruppur · Tuticorin

# LEADERSHIP



**MR. S.L. SHARMA**

Founder & Chairman Emeritus  
In Industry since 1984



**MR. TARUN SHARMA**

*DIRECTOR*

In Industry since 2005  
In Skyways since 2007



**MR. ROHIT SEHGAL**

*DIRECTOR*

In Industry since 1996  
In Skyways since 1996



**MR. YASHPAL SHARMA**

Chairman & Managing Director  
In Industry since 1995



**MR. HIMANSHU CHHABRA**

*DIRECTOR*

In Industry since 2000  
In Skyways since 2010



**MR. RAJIV HARIRAMANI**

*DIRECTOR*

In Industry since 1998  
In Skyways since 2009

# INDEPENDENT DIRECTORS



**MR. SUBIR BIKAS MITRA**

In Industry Since 1983

Former Executive Director (Law & HR) at GAIL (India) Limited with 43+ years of experience across HR, Law, and Oil & Gas.

Holds MBA, LL.B., LL.M., and Ph.D., and has served as adjunct faculty at IIM Jammu, IIM Amritsar, and IIM Ranchi.

Appointed as Independent Director in May 2025.



**MS. RAJNI**

In Industry since 2013

Associate Member of the Institute of Company Secretaries of India and commerce graduate from the University of Delhi with 14+ years of experience as a Company Secretary.

Has worked across diverse industries and currently serves as Company Secretary & Compliance Officer at Delhi Soccer Private Limited. Appointed as Independent Director in May 2025.



**MS. CA RUPINDER KAUR**

In Industry since 2018

Associate Member of the Institute of Chartered Accountants of India and commerce graduate from Pt. Ravishankar Shukla University.

Registered Valuer with the Insolvency and Bankruptcy Board of India with 9+ years of experience in audits and valuations; leads M/s Rupinder Kaur & Co. Appointed as Independent Director in May 2025.



**MR. RANJIT KUMAR PACHNANDA**

In Industry Since 1992

Former IPS officer (1983 batch) with 35+ years of experience in law enforcement and public administration.

Ex-Director General of Indo-Tibetan Border Police and National Disaster Response Force, and former Commissioner of Police, Kolkata.

Currently, on the Panel of Arbitrators of the Punjab & Haryana High Court.



**MR. CA SANTOSH RAMANUJ TIWARI**

In Industry since 2010

Fellow Member of the Institute of Chartered Accountants of India and commerce graduate from Patna University, with qualifications in IS Audit, Forensic Accounting, and AML.

Registered Insolvency Professional and Valuer with 17+ years of experience across assurance, risk advisory, taxation, and compliance. Appointed as Independent Director in May 2025.

# SECTOR EXPERTS



Behind every milestone at Skyways stands a leadership team built on deep sectoral expertise, operational foresight, and decades of industry experience. They are shaping strategy, driving execution, and building the capabilities that keep us ahead of the market.



**CAPT. RAJ K MALIK**  
*Chief Regulatory &  
Government Affairs*



**MR. SAMRAT YADAV**  
*Managing Director  
Sgate*



**MS. ALPANA CHATURVEDI**  
*Chief Executive Officer  
MLG*



**MR. SANJEEV CHOUDHARY**  
*Chief Executive Officer  
sKart*



**MR. NISHANT JAIN**  
*Chief Executive Officer  
Sgate*



**MR. ANIL GULATI**  
*Chief Executive Officer  
Phantom Road Express*



**MR. S MAGESH**  
*Chief Executive Officer  
HubLoad SLS Services*



**MS. SONA HANDA ARORA**  
*Vice President  
Global Logistics*



**MR. BIPIN CELLY**  
*Vice President  
Legal & Corporate Relations*



**MR. CHETAN YADAV**  
*Vice President  
Healthcare Logistics*



**MR. SHANKAR SAWANT**  
*Vice President  
Air Export*



**MR. HARJEET SINGH**  
*Vice President  
Far East Asia*



**MS. NITISHA ANAND**  
*Vice President  
Brand & Communications*



**MR. KAMAL VIRTHARE**  
*Associate Vice President  
Human Resources*

# INTEGRATED LOGISTICS PLAYER



AIR

Skyways Air Services Ltd.



OCEAN

Forin Container Line Pvt. Ltd.



ROAD

Phantom Road Express Pvt. Ltd.



EXPRESS

sKart Global Express Pvt. Ltd.



SKILLING

My Logistics Gurukul Pvt. Ltd.



CONSOLIDATION

Hubload SLS Services Pvt. Ltd.

# KEY STRENGTHS



## Strategic Global Footprint

Where trade happens, we're already there.

- Presence across key domestic & international markets
- Proximity to major manufacturing and consumption hubs
- Faster routing, optimized transit, cost efficiency



## Leadership That Drives Operational Excellence

Experience that translates into execution.

- 400+ years of collective industry expertise
- Strong strategic and operational depth
- Consistent delivery across complex global geographies



## Trusted Global Partnerships

Built on trust. Strengthened by performance.

- Long-standing relationships with leading carriers
- Our API connects carriers for speedy delivery
- Seamless Backward-Forward integration links customers & carriers



## Technology That Moves Ahead

Not just digital. Decisively smarter.

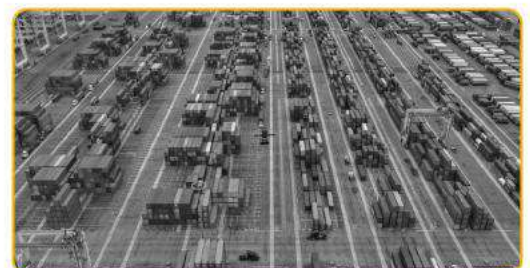
- Real-time tracking and visibility
- Data-driven decision making
- Automated, efficient, and transparent operations



## Fully Integrated Logistics

One partner. Complete control.

- End-to-end multimodal capabilities, from traditional to quick commerce
- Air, ocean, surface, express, warehouse & cold chain solutions -seamlessly connected



# MARKET LEADERSHIP



India's No. 1 & Globally Top 50 Air Freight Forwarder, offering integrated, first-to-last mile supply chain solutions across Air, Ocean, Surface, Express, Warehousing & Cold Chain Solutions



INDIA

#1

TECHNOLOGY TOP 30

GLOBAL

TOP 50

# INDIA'S #1 & GLOBALLY TOP 50 AIR FREIGHT FORWARDER

OFFERING INTEGRATED, FIRST-TO-LAST MILE SUPPLY CHAIN SOLUTIONS ACROSS AIR, OCEAN, ROAD, EXPRESS & WAREHOUSING



*Moving With You*



*Moving With You*



Skyways Air Services Ltd



# Air Services



Transshipment (Multimodal)



Customs Brokerage



Major Airline Contracts



Consolidation Services

Skyways Air Services Ltd. is dedicated towards providing seamless Air Freight services to customers across the globe. We have regular consolidation flying on all major routes to cater to customer needs.

Our strong experience in handling a multitude of commodities has enabled us to curate specialized services for the special needs of our customers. The company has partnered with the largest airlines worldwide.

## CARRIER PARTNERS AIRLINES



& MANY MORE

Moving With You



*Moving With You*



We provide specialized ocean freight forwarding services worldwide, offering FCL, LCL, reefer logistics, project cargo, ODC, DG with customs clearance and tracking.

We partner with major shipping lines for customized FCL/LCL solutions and first/last-mile handling, ensuring seamless global supply chain management for diverse cargo needs.

### YOUR TRUSTED OCEAN FREIGHT PARTNER FOR SEAMLESS GLOBAL TRADE

- Buy & Sell Export Worthy Containers
- Project Cargo & Reefer Consolidation
- Buyers Purchase Order Management
- Presence Pan India With Strong Port Networks
- Sea-Air Hubbing & Transshipment Solutions

MTO and FMC  
Authorised

Major Shipping  
Line Contracts

### FORIN SERVICES

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>🚢 Full Container Load Less than Container Load</li> <li>🚢 Project Movements</li> </ul> | <ul style="list-style-type: none"> <li>🚢 ISO tank handling</li> <li>🚢 Special equipment movement</li> </ul> |
|---|---|

### CARRIER PARTNERS SHIPPING LINES




*Moving With You*



Phantom Road Express stands as your astute transportation ally delivering bespoke surface logistics solutions for Logistics Service Providers (LSPs).

Forged from decades of industry mastery and unwavering excellence, we uphold the market's pinnacle standards with Full Truck Load (FTL) and Part Truck Load (PTL) services engineered for efficiency and scale.

Experience guaranteed on-time, seamless deliveries, underpinned by comprehensive GPS visibility - ensuring every cargo mile is tracked, optimized, and secure.

Trust Phantom Road Express: Navigating complexity, powering your supply chain with unerring precision.

## SNAPSHOT



Technology Driven Transportation



24x7 Booking & Operations & Complete Trip Visibility



Multiple Booking Mediums  
Mobile App, Web Portal & IVR



Electronic Gadgets for Security  
Sensors & Locks



All Requisite traffic permissions  
including 'No Entry' Operation



All Milestone alerts via Mobile App,  
SMS & Email

**160+**  
NO. OF VEHICLES

**40+**  
REEFER VEHICLES

**70000+**  
NO. OF TRIPS



*Moving With You*



sKart Global Express Pvt Ltd is built on a powerful hybrid model that combines advanced technology with strong physical infrastructure designed to simplify logistics for businesses of all sizes, especially MSMEs.

With 30+ offices across India and our own network of 30+ PUD centers, we empower MSMEs with seamless, reliable, and cost-effective logistics solutions, enabling them to scale across domestic and global markets with ease.

Our services include Air Freight Door-to-Door, International Express, Import Express & Freight, eCommerce Exports, Exhibition Logistics, and Domestic deliveries ensuring access to enterprise-grade logistics with personalized support.



**AIR FREIGHT**  
Backed by our  
Global Network



**INTERNATIONAL EXPRESS**  
DHL, FedEx, Aramex,  
UPS & more



**IMPORT EXPRESS**  
Seamless, Structured  
Import Solutions



**E-COMMERCE EXPORTS**  
Cross border E-commerce  
logistics



**EXHIBITION LOGISTICS**  
India & Overseas support  
for fairs & exhibitions



**DOMESTIC DISTRIBUTION**  
30+ PUD network  
Across India



**1200+ PIN CODES**  
12k Pin Codes Covered  
Through Service Partners

# TECH & INNOVATION



For over two decades, Skyways has consistently invested in technology and innovation; building a logistics ecosystem that is agile, intelligent, and future-ready.

As a tech-forward organization, we leverage advanced systems and digital capabilities to drive precision, visibility, and control across every movement.



## KEY SOLUTIONS



Use of OCR and ML for effective and quicker data management



Predictive Business Analytics through BI tools



Backward and forward technology integrations in the supply chain

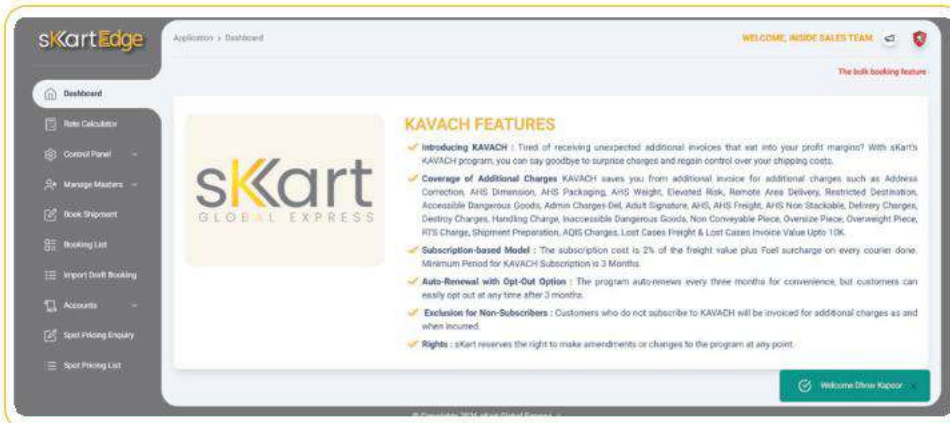


Robust customer support module



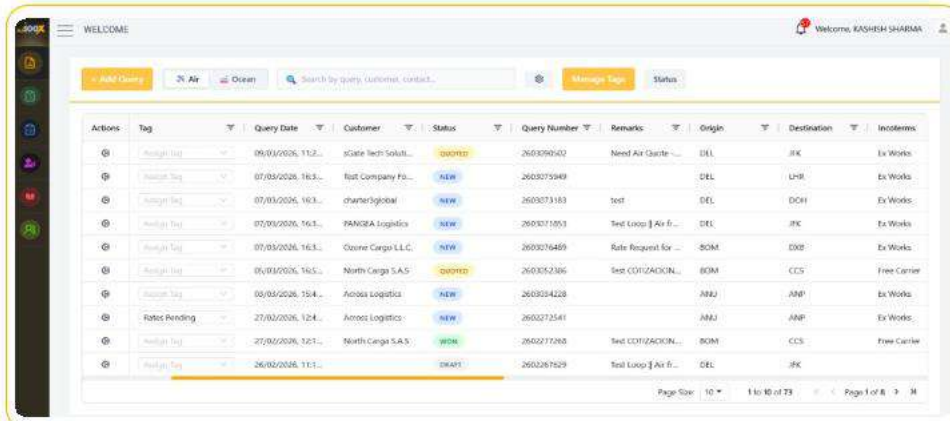
Paperless Environment through digitization

# OUR PLATFORMS



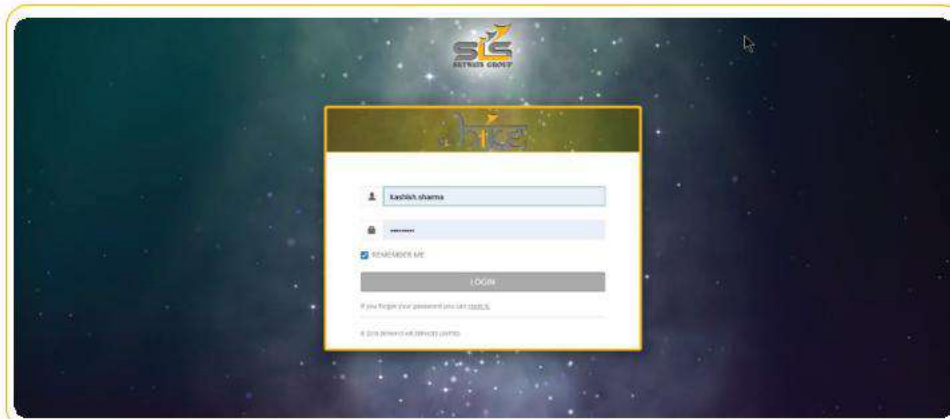
## SKartEdge

A tech-driven CRM platform to book, track, and rate shipments across courier, commercial, exhibition, and domestic services.



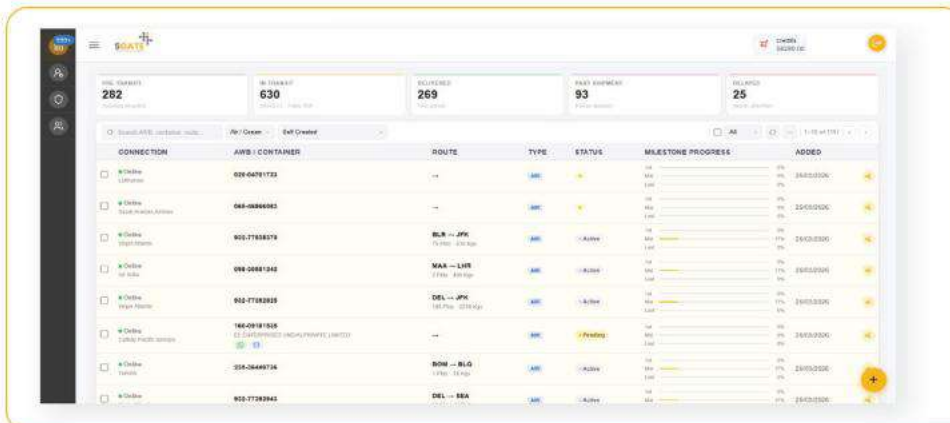
## SLS100X

AI that turns enquiries into instant, high-conversion quotes used by Air Freight & Ocean Freight teams.



## SLSHIKE

Unified ERP for Air, Ocean & Finance Operations used by Air Freight & Ocean Freight teams.



## CD Track

One unified tracking portal used by Air Freight & Ocean Freight teams that auto-detects carriers and delivers real-time, end-to-end shipment visibility with proactive alerts.

# INTEGRATED STORAGE SOLUTIONS



**Built for scale. Designed for precision.**

Skyways Group delivers integrated warehousing solutions that combine strategic locations, advanced systems, and operational expertise to ensure efficient storage, accurate inventory management, and seamless distribution. From general cargo to temperature-controlled storage, our facilities are designed to support dynamic,



# WAREHOUSING SOLUTIONS



control, and seamless movement across the supply chain.



Strategically located



Integrated storage and handling capabilities



24x7 operational readiness

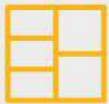


Specialized cargo handling capabilities

## COLD CHAIN FACILITY

Our cold chain solutions are built to maintain product integrity across sensitive and time-critical shipments.

With controlled environments and continuous monitoring, we ensure reliability, compliance, and consistency.



Multi-zone handling capabilities



Continuous monitoring and control systems



Efficient loading and handling systems



High standards of safety and compliance

## FULFILLMENT SERVICES

Our fulfillment solutions are designed to deliver speed, accuracy, and end-to-end visibility across the order lifecycle.

Enabled by technology and operational expertise, we ensure seamless execution from inventory to delivery.



Tech-enabled inventory management



Warehousing & Storage



Order Processing



Returns & RTO Management



Consumables & Value-Added Services



Inbound Processing

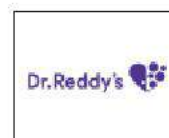
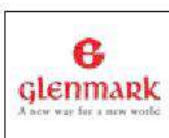


Trusted by 8000+ customers across diverse sectors, we deliver integrated logistics solutions worldwide. Our services are designed to meet complex supply chain needs with reliability and precision. Built on trust and performance, we remain a dependable logistics partner for businesses across industries.

#### FMCG



#### PHARMACEUTICALS



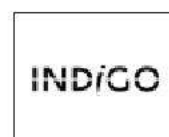
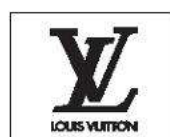
#### AUTOMOTIVE



#### ENGINEERING GOODS



#### TEXTILE



# FAIR & EXHIBITION LOGISTICS



We deliver end-to-end logistics solution for fair and exhibitions worldwide. From planning to delivery, we ensure your exhibits reach on time, every time.



Domestic Exhibitions



International Exhibitions

## EXHIBITIONS COVERED



& 300+ Exhibitions Globally

EMPANELLED MEMBER OF  
**ITPO**  
BHARAT MANDAPAM



### BOOTH DELIVERIES

Safe and timely transportation of your exhibition materials and booth elements worldwide



### CUSTOMER SERVICE

Dedicated support at every step to ensure a smooth and hassle-free experience.



### CUSTOMS CLEARANCES

Expert handling of documentation and customs procedures for seamless cross-border shipping.



## KEY ACCREDITATIONS





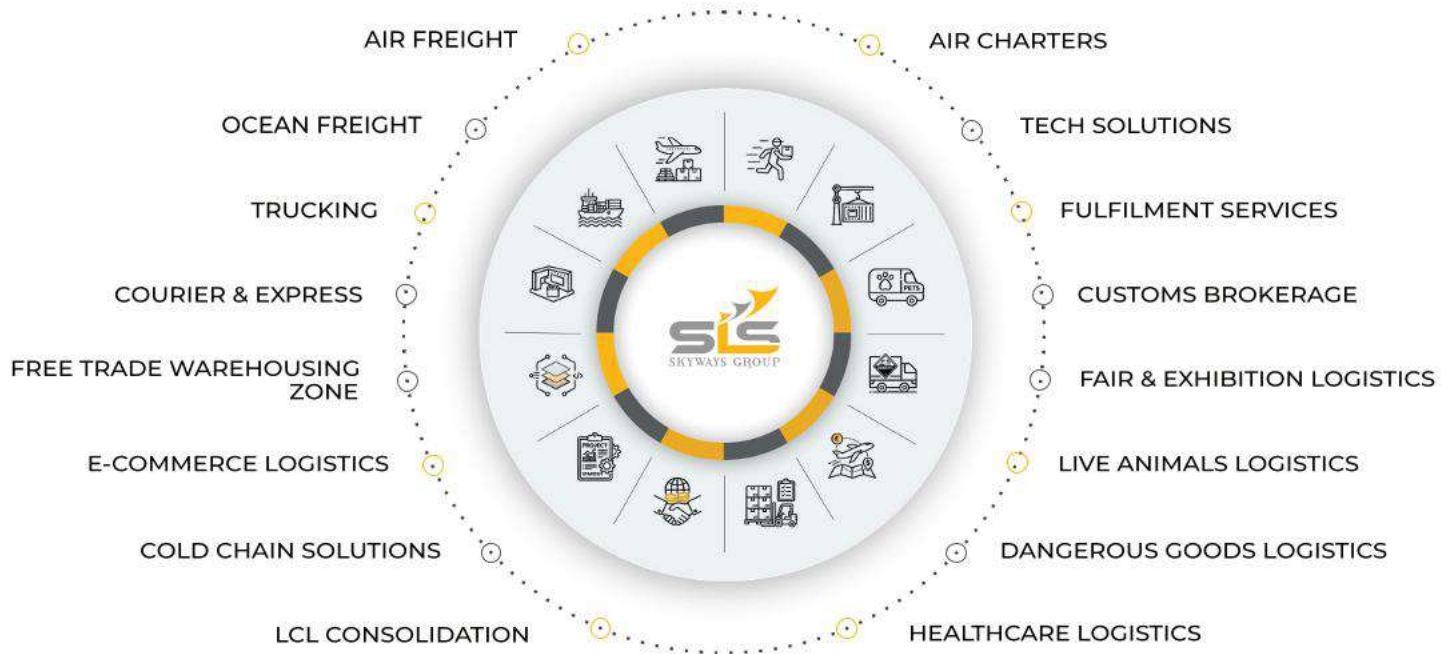
## GLOBAL LOGISTICS NETWORK COMMUNITY (~15K AGENT MEMBERS)



## KEY MEMBERSHIPS



# ONE PARTNER. TOTAL LOGISTICS.



## GLOBAL PRESENCE

Bangladesh

Cambodia

Canada

Germany

Great Britain

Hong Kong

India

KSA

Thailand

USA

United Arab Emirates

Vietnam

# INNOVATE | CONNECT | DELIVER

[WWW.SKYWAYS-AIR.IN](http://WWW.SKYWAYS-AIR.IN)

