



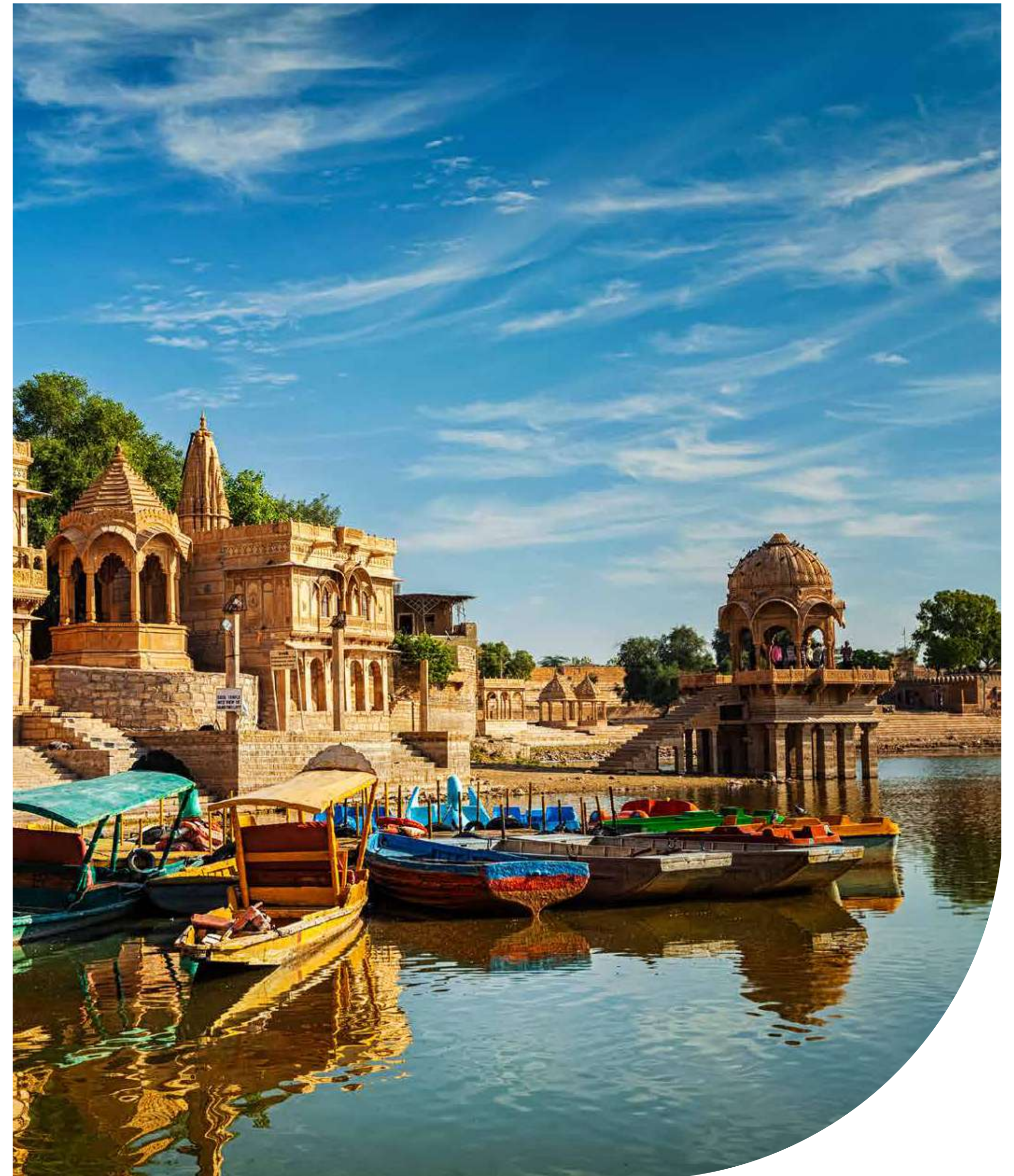
Airlevating Your Business Since 1992



# INTRODUCTION

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Minar Group, headquartered in New Delhi, is a leading aviation, travel, and MICE conglomerate with over 32 years of continuous growth and industry experience. Our diverse portfolio includes airline representation (GSA), airport ground handling services, destination representation, inbound and outbound tour operations, air tickets distribution, and conference and exhibition management. Operating across the Indian subcontinent, we have a dedicated team of 100+ professionals both in India and overseas. Our unwavering commitment is to consistently elevate our service standards, ensuring the delivery of world-class travel solutions and unforgettable experiences to our global clientele and esteemed partners





# ATA



# GLANCE

- Established in 1992, in collaboration with Minar Travels GmbH Berlin
- A prominent player in India's Aviation, Tourism, and Conference Management sector
- Vilasa Luxury Travel is a prominent brand for high-end travellers into India
- GSSAs for 8 International Airlines
- GSA for Euroairlines, facilitating Airlines & Cruise liner distribution
- Member Lufthansa City Center International
- Minar Aero Services is incorporated to provide comprehensive Ground Handling services nationwide
- Exclusive representative of CPaT Global, Houston - World's leader in distance learning for the airline and aviation industry
- Leaders in managing India's largest tourist charter operation to Goa
- ELBON Confrences and Events Pvt. Ltd. is MICE Vertical which excels in incentives, exhibitions, and corporate events
- Honored with numerous National and International accolades
- We are India based group recognized globally

# OFFICE NETWORK

## India

### City

- Delhi (2)
- Jaipur
- Jalandhar
- Kolkata
- Mumbai
- Goa
- Chennai
- Hyderabad  
(Rep)

### Airport Office

- Delhi Cargo Terminal
- Goa Dabolim Airport

## International

### International Office

- Buenos Aires
- Mexico City
- New York

- Large network of Passenger Sales Agents, Consolidators, OTAs, Corporates
- Excellent network of Cargo Sales Agents & Consolidators
- Close relationship with Airports, GHAs, ATF providers, Aviation Authorities
- Strong presence in Tourism Business in India and neighbouring Countries
- 120+ multilingual employees
- Ideal combination of experienced and young thinkers
- Active Management involvement leading to quick decision making



# CORE TEAM

# OUR PILLARS

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## Harvinder Singh Duggal Managing Director

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Recipient of the "Hall of Fame Icon" Mr. Harvinder Singh Duggal is a renowned figure in the global aviation and travel industry. With an initial career at Tata Group, he co-established Minar Travels (India) Pvt. Ltd. in New Delhi in 1992, which has since evolved into the dynamic Minar Group of Companies. Duggal's enduring passion and leadership distinguish him as a prominent figure, and Minar isn't just something he does; it's who he is.

# OUR PILLARS

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## **Paramjit Singh Duggal** Executive Director

**Experience:** With over 25 years of experience at Minar Travels (India) Pvt. Ltd., Mr. Duggal excels in financial management.

**Expertise:** Recognized with "The Gallery of Legends Trophy" at India Travel Awards 2018, he brings extensive financial expertise to the team.

## **Ambassador Pripuran Singh Haer** Director Business Development (IFS)

**Experience:** A distinguished diplomat from Indian Foreign Service, Ambassador Haer served in various diplomatic missions and held ambassadorial roles in Iran, Namibia, and Mauritius.

**Expertise:** Ambassador Haer brings extensive international experience to Minar Group's business development efforts, leveraging his deep connections in academic, business, and social circles.

## **Shallin Magoo** Senior Vice President-Aviation

**Experience:** With 26 years of dedicated service at Minar's aviation division, Shallin Magoo has risen to the position of Head of Minar Group's aviation arm. His proactive approach and hard work have been instrumental in the division's growth. **Expertise:** Shallin excels in aviation operations, ensuring exceptional quality service and maintaining strong relationships with partners. He has successfully integrated inbound tourism and aviation to operate tourist charters with precision and efficiency.

## **Jasmine Duggal** Director

**Experience:** Jasmine believes that learning mustn't ever stop, so she just accomplished completing her most recent Women Leadership Study program at the renowned IIM; Calcutta. A strong passion for travel led her to get into the family business of travel at Minar. With rich experience and family training in managing the business for over a decade, Jasmine's essence lies in co-curating luxurious travel experiences and fostering strategic market expansions. Currently contributing ideas & initiatives to the next-gen of Minar Group, learning the art of leadership & management, getting into the core of human DNA'S all at work & trying to keep the work-family motivated & yet being able to learn from her co-workers each day is what defines Jasmine. She firmly believes in teamwork and inclusivity, actively involving Minar family members in decision-making and empowering them along the way.

## **Ruhani Duggal** Director

**Experience:** Creative Research at Ogilvy, Cultural Businesses at IIM-Ahmedabad, Luxury Branding & Sales, Bristol. **Expertise:** With a background in Psychology and Positive Psychology, Ruhani drives sustainable growth through high-value partnerships and heads our curated travel brand, Vilasa

## **Deepak Kumarr Bhatnagar** Chief Executive Officer (T)

**Experience:** 36 years in tourism, SITA, Le Passage, Aamantaran **Expertise:** Seasoned expert in the tourism industry, renowned for his strategic vision and leadership skills, which have driven remarkable success and innovation in travel and tourism.

# BUSINESS VERTICLES

## AVIATION

Minar keeps the business interest of partner airlines as paramount while acting as their GSAs in India. We provide an all-inclusive portfolio of aviation services, and station management ensuring the highest yield, branding, quality, and growth. The best in Indian aviation assured.

## HOSTING & INVENTORY DISTRIBUTION

Global Inventory Distribution services through IATA Q4/291 (Eurodistribution) Plate supported by leading GDS & travel agency platform in over 30 global markets for airlines, Cruise lines, Railway & Bus companies

## GROUND HANDLING

Minar Aero Services - a dedicated company to provide Ground Handling services across Indian Airports

## TOURIST CHARTERS

Minar has been operating India's largest tourist charter operator to Goa from many countries.

## TOURISM

A million satisfied travelers from around the world enjoy our curated experience

## REPRESENTATION

Pathika is the newest division of Minar Group, and we work with prestigious travel brands and tourism boards to represent & promote them in the Indian market

## MICE

Elbon is very well known for its expertise in managing exhibitions, conferences and events of International magnitude in the country.



# GSA SERVICES

Minar provides comprehensive station management solutions as a GSA to Business Partner Airlines



## Passenger Sales & Marketing

Dedicated office space to airlines, Trained manpower, Customer relationship, setting up distribution channels, Marketing plan & communication strategy, Budgeting and forecasting, Market research-based intelligence, analysis & competitor benchmarking

## Cargo Sales & Operations

We understand well the value of belly space, hence our cargo team operates in a manner to optimise revenue from cargo for airline partners. Field sales call Customer retention and new customer development. Identifying and developing new markets and customers, Complete cargo solution at the airport such as carting, delivery order and documentation, Cargo booking & acceptance, manage space allocation, Cargo tracking, Resolve queries/discrepancies, Ensure optimum utilization of Belly space for high yields

## Airport Operations

Slot Allocation & coordination with AOCC, Terminal & Ramp Handling services, Pre-& Post flight messages, Crew Handling, Payment of Airport charges, Fueling & Catering

# GSA SERVICES

Minar provides comprehensive station management solutions as a GSA to Business Partner Airlines



## Regulatory Compliances

Minar maintains strong working relationships with Government & regulatory bodies to support our partners in obtaining Operating Authorization from DGCA, Security program from the Bureau of Civil Aviation Security and other approvals

## Global Inventory Distribution (Q4/291 plate)

Setting up inventory distribution of the airline without joining of BSP in India, Europe, US, South America, Africa including Spain, UK, Israel, Portugal, Colombia, Ecuador, Argentina, Brazil, USA, Canada, China, Mexico, Puerto Rico, Martinique, Saint Martin, Italy, Netherlands, Romania, Islands Virgins, Czech Republic, Chile, Belgium, Sweden, Denmark, France, Andorra, San Marino, Guam, Reunion, Martinique, Uruguay, Turkey, Peru, Curacao, Aruba, Bonaire, Portugal and Greece

## Accounting Management

We deploy experienced and trained professionals to take care of Accounting Management & Financial Compliances for partner airlines

GSA SERVICES

# BRANDING & COMMUNICATION

## FOR AIRLINE PARTNERS

Our in-house team is trained in Branding and Communication for partner Airlines using various tools:

- Social Media & Digital Marketing
- Campaign strategy/ collaborations
- Public Relations
- Advertising/ Media Collaterals
- Content Creation & Management
- Market Sentiment Analysis
- Virtual Trainings Webinars



# CURRENT GSA PORTFOLIO



# HISTORY OF LONG PARTNERSHIPS



# INTERNATIONAL TOURIST CHARTERS

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One of the largest Inbound Tourist Air Charter Operations in the country

- We are experts to operate & handle charter aircrafts & passenger movement
- Slots clearance from Airports Authority & other authorities such as naval / Air Headquarters
- Landing permission from Civil Aviation Authority
- Airport operation & Ramp Handling Supervision
- Ground Handling & Catering Services at negotiated prices
- ATF at specially negotiated prices
- Check-in including documents check
- Mass / Lounge Services
- Crew HOTAC
- Pre-& Post flights messages
- Hotels, Transport & Excursion arrangements for tourists
- Minar has special contracted rates for 250 plus hotels on Goa only
- Native language operators work in Goa as our Reps & Guides for the convenience of specific language speaking tourists



# ANCILLARY SERVICES



Our Aviation arm extends services to Non-Scheduled airlines:

- Representation of Scheduled/Non-Scheduled International airlines and corporate jets from around the globe to various civil aviation & allied departments in Govt of India
- Procuring landing, overflying and diplomatic clearances for airlines from Director General of Civil Aviation, India
- Obtaining instant permissions for emergency flights such as ambulance, relief, evacuations, etc.
- Providing supervisory services at all Indian airports to various airlines and coordinating ramp handling, slot allotments, payment of airport and navigational charges, submission of flight plans, organizing fuel, catering, crew transport and hotel accommodation
- Providing airport facilitation to UN Peacekeeping Mission flights

# GROUND HANDLING DIVISION

Minar Group established dedicated Ground Handling division under brand of Minar Aero Services. We have partnered with an renowned International ground handling company and aim to provide such services in India.

Minar's Ground Handling division is security cleared by the Bureau of Civil Aviation Security of India



# TECHNOLOGY READY

We believe in being future ready and technology-enabled to deliver a more personalized and immersive experience and cut cost for our partner airlines.

With the integration of technology and capability to embrace New Distribution Capability (NDC) our team is well versed to meet the evolving demands of the travel industry.

Through advanced booking platforms and connectivity solutions, Minar can seamlessly integrate NDC content into its booking systems, ensuring a smooth and efficient workflow, whether it's offering dynamic pricing, bundled packages, or personalized recommendations, technology-enabled Minar can deliver a more personalized and immersive travel experience.



# INBOUND TOURISM

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- Vilasa- Experiential Luxury Travel
- Corporate Travel
- Tourist Charters
- FITs and group travel

*There is magic everywhere.*



## EXPLORING INDIA'S HIDDEN GEMS IN THE MOST COMFORTABLE & LUXURIOUS WAY POSSIBLE

We are a proud Serandipians DMC, where voyages are curated by our experienced team; we aim to provide you with a personalized journey which you'll treasure for life. Think Nawabs and Viceroy, tall cool drinks, garden parties, sailing in private yachts, and exploring India's hidden gems in the most comfortable & luxurious way possible. The exclusive luxuries of the world are within your reach with our team of experts & connoisseurs!



SERANDIPIANS  
DMC Partner





# SEAMLESS CORPORATE TRAVEL & DELEGATE MANAGEMENT

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At **Minar Travels**, we specialize in delivering **exceptional corporate travel solutions**, ensuring **delegates and executives** experience **smooth, stress-free travel** from arrival to departure. With decades of expertise in **business travel** and **MICE (Meetings, Incentives, Conferences, and Exhibitions)**, we handle everything—from **flawless airport services** to **seamless event coordination**.

## Our Corporate Travel Services:

### ○ **Effortless Arrivals & Departures:**

Our team ensures a **VIP welcome** with **dedicated airport representatives** for smooth **immigration and baggage assistance**. Whether for individual executives or large delegations, we offer **priority handling** and **personalized meet-and-greet services**.

### ○ **Premium Hotel Stays & Exclusive Check-Ins:**

We streamline **hotel reservations, early check-ins, and VIP upgrades**, ensuring business travelers enjoy **luxury accommodations with hassle-free experiences**. Dedicated staff is stationed at hotels to coordinate **seamless arrivals** and **assist with ongoing requirements**.



- **Executive Transfers & Ground Logistics:**

From **luxury chauffeur-driven cars to private charter flights**, we offer premium transport solutions tailored for **high-level business meetings and international conferences**.

- **On-Ground Event & Conference Support:**

Minar Travels provides **end-to-end support for business events, summits, and trade fairs**, including:

- **Venue selection & coordination**
- **Technical & audiovisual setups**
- **Delegate registration & on-site staffing**
- **Catering & personalized concierge services**

- **Handling Large-Scale Delegations with Precision:**

From government summits to corporate incentive trips, our expertise lies in handling **high-profile groups** efficiently—ensuring delegates **focus on their engagements while we manage the logistics seamlessly**.

With **Minar Travels**, corporate travelers experience **efficiency, reliability, and a personalized touch**, making every business trip productive and stress-free.



# LEISURE OUTBOUND TRAVEL

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India's outbound tourism market is expected to reach \$55.4 billion by 2034, with an annual growth of over 11%, according to a new report by Indian commerce body FICCI (Federation of Indian Chambers of Commerce & Industry). Indian tourists could make 80 million to 90 million trips a year by 2040.

- Tailor made tours & itineraries according to the client's wishes
- Managed by industry experts
- Partnerships with reputed hotels abroad for access to the best deals
- Product development manager for exploring & developing new packages
- Pilot surveys to understand the preferences of the Indian Traveler

# MICE

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To keep employees, dealers and associates completely satisfied

Incentive travel is a once in a lifetime experience to generate the right energy. We are aware of how to motivate, educate and reward your staff and clients and leave a strong impression. Our event and incentive travel programs begin with a deep understanding of your business and we transform that knowledge into creative experiences. We are sincere about what we do, and it's shown in the results that we drive for our clients.

We are one of the largest Professional Conference Organisers (PCO) in the country having managed small to very large events.

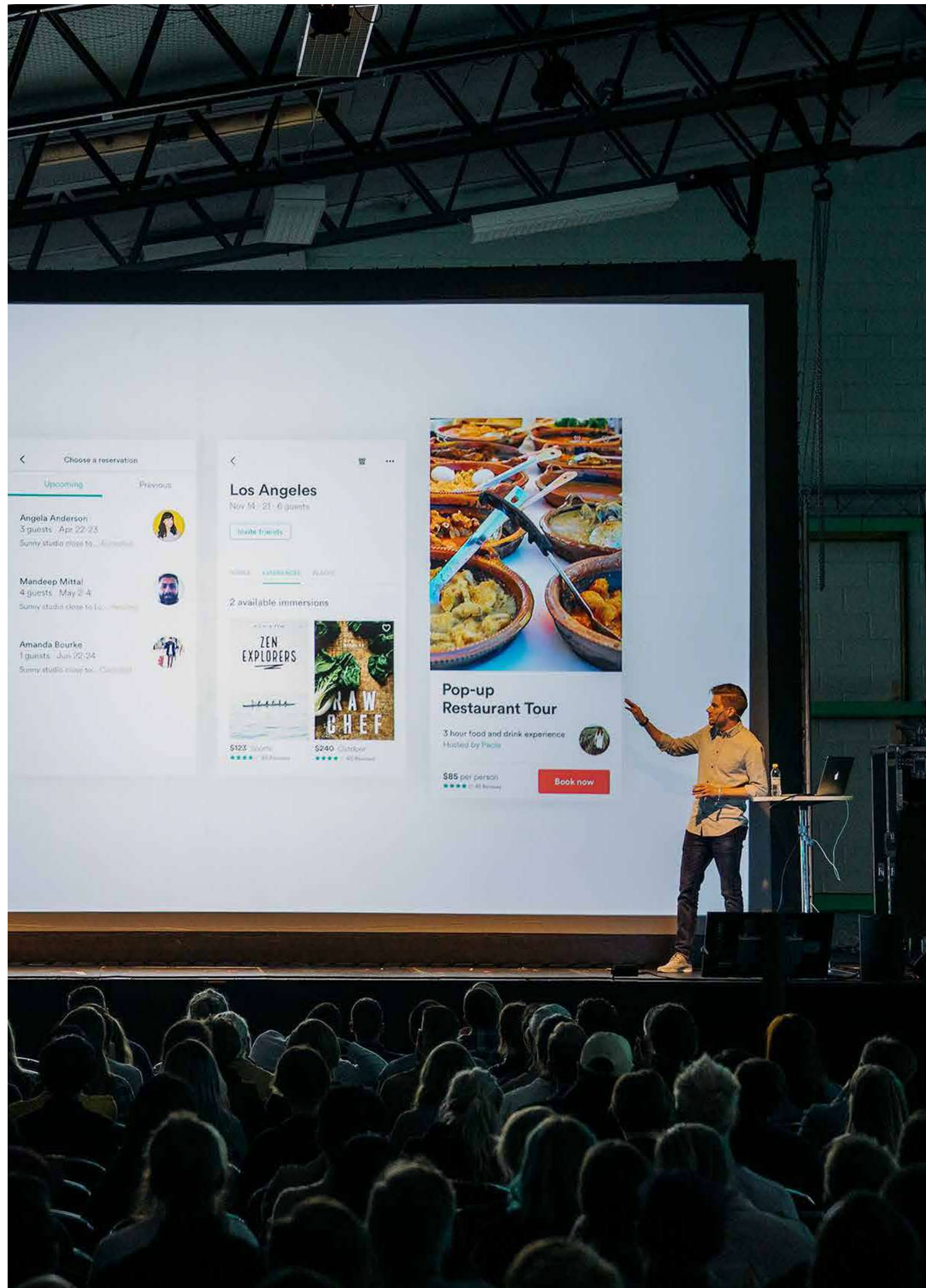
MEETINGS

INCENTIVES

CONFERENCES

EXHIBITIONS

  
CONFERENCES & EVENTS PVT. LTD.



# EDUCATION

Minar has strategic and exclusive representation of CPaT global Houston, Texas USA, the world's leading provider of distance learning for the airline and aviation industry. CPaT delivers software-as-a-service applications to more than 350 global aviation customers, serving 200,000+ individual training users each year.

Started 30 years ago, CPaT has built a legacy to offer new and imaginative training solutions which are invaluable and has entered growing Indian market with our local expertise.



# VISION

Life is a journey that treasures tremendous possibilities. This belief inspires Minar Group to work relentlessly towards shaping your voyages across this beautiful planet. From our airlines partners, tour operators, corporates, exhibitors and solo travelers Minar is enjoying their trust for its highest quality of services and commitment. We strive to bring people of this planet closer with man to man contact.

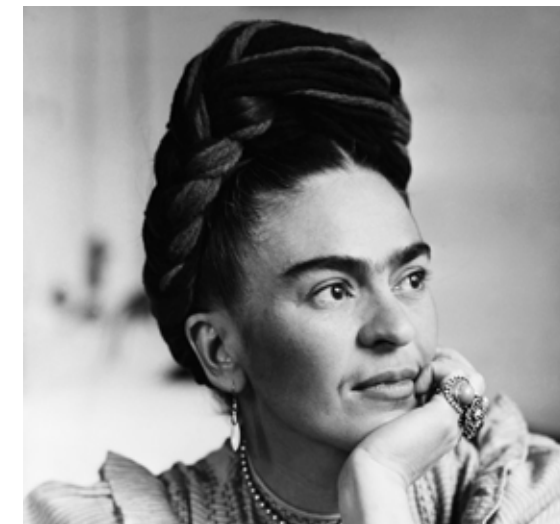
## OUR VALUES are OUR STRENGTHS



Agility – **Usain Bolt**

Winning the Race with Precision

Like Usain Bolt, we adapt swiftly, deliver results, and ensure our partners and clients consistently stay ahead of the curve.



Commitment – **Frida Kahlo**

Artistry Through Resilience and Dedication

Inspired by Frida Kahlo's perseverance, we overcome challenges with passion, delivering crafted journeys defined by creativity, care, and unwavering commitment.



Excellence – **Steve Jobs**

Innovating with Relentless Perfection

Like Steve Jobs' innovation and precision, we deliver exceptional results through creativity, meticulous design, and an uncompromising focus on quality.



All Heart into What We Do – **Sonam Wangchuk**

Serving with Dedication and Deep Commitment

Inspired by Sonam Wangchuk's meaningful solutions, we exceed expectations with passion, care, and dedication, creating impactful experiences for clients and partners.



Boldness to Reach the Un-reachable – **Sir Edmund Hillary and Tenzing Norgay**

Scaling New Heights with Fearless Ambition

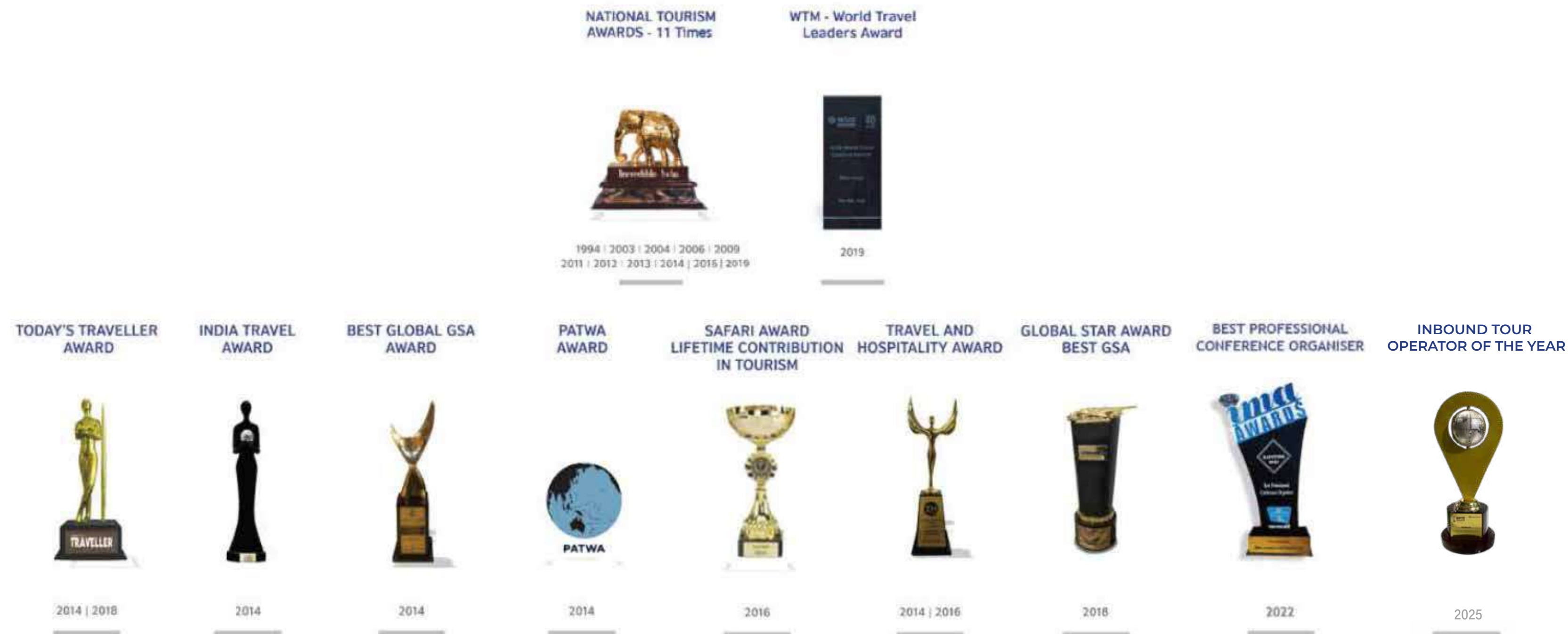
Like Hillary and Norgay's Everest ascent, we conquer challenges, push boundaries, and achieve the extraordinary with boldness and fearless ambition.

## Minar Group



# AWARDS & ACCOLADES

Our team works tremendously hard to make sure we deliver the same quality of excellence every day. With 33 National & International awards, we are proud to be recognized for our work, expertise & commitment, and to be associated with the top trade associations in the world



# CSR

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Corporate Social Responsibility has always been an integral part of the Minar Group's vision. Over the years, Minar Group's efforts in education, health, and the environment have transformed the lives of many people.

While growing our business we have never forgotten our social responsibilities and are humbled to be associated with HOLY FAMILY ASHA NIWAS, an orphanage for underprivileged girls & Kalgidhar Society, educates thousands of underprivileged children each year. Minar Team is always supporting National calamities and has donated their part salary for flood victims in Kerala and Kashmir.

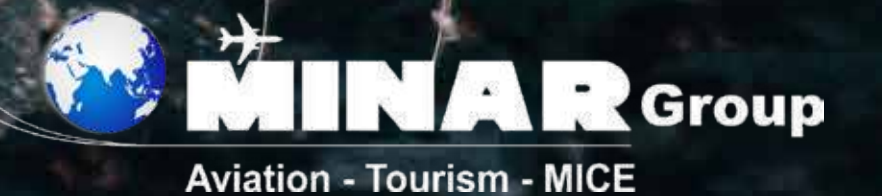


# MISSION STATEMENT

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At Minar Group, we transform possibilities into global business opportunities. Our unwavering commitment to the highest values fuels our strength.

As we reach for new heights, we're equally devoted to our Corporate Social Responsibility, dedicated to uplifting the less privileged. Our ideology is simple: when we have more than we need, we build longer tables, not taller fences.



# The journey, not the arrival matters

**We are prepared to unveil the vibrant market of India for you.**

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