



YOUR TRUSTED FORWARDING PARTNER



**Marinair**  
Cargo Services

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## LETTER FROM THE CEO



I would like to thank you for the opportunity to read some information about Marinair.

Being in the Freight Forwarding Industry since 1998, I came to realize that the most important key factors in deciding your most suitable partner are Trust, Knowledge, Communication, Safety and Care.

Marinair philosophy is built upon these factors and be sure that our teams are working hard to handle your needs and meet your expectations. Give us a chance and we will be your Trusted Forwarding Partner.

At Marinair, we really care for your Cargo.

Thank you for your time.

Pavlos Poutos  
Founder/CEO



## OUR MAJOR MILESTONES / FROM 2007

### 2007 Marinair Cargo Services Ltd was founded

Our CEO Mr. Pavlos Poutos, founded Marinair Cargo Services in 2007. Selecting the Port of Piraeus as our European Headquarters was a strategic move, leading the way for further expansion while directly connecting Marinair with the global trade lines.

### 2011 India Offices in Mumbai, Chennai, Tirupur, Tuticorin

In order to fill the need of deeper connections with Asian trades, Marinair Cargo Services expanded to India, opening 4 branches in the locations of Mumbai, Chennai, Tirupur, Tuticorin.

### 2012 WCA Member

Being part of well known networks is an essential part of every business. Joining WCA Inter Global added credibility and new connections, helping with further expansion of our forwarding services.

### 2013 ISO 9001:2015 Certification

We are constantly looking for new ways to gain the trust of our partners! Thus, in 2013 we decided that an official ISO verification will reinforce our credibility and provide even more support to our existing and new partners.

### 2014 Hong Kong Office

Hong Kong is an established international financial market, including one of the world's busiest container port and airport for international cargo. Opening a new office in Hong Kong solidified our presence in the Asian continent, driving constant growth to all trade lines that include Middle East or Asia in general.

### 2017 The Netherlands Office

Constantly looking to improve our services, we decided to open a new branch office in Amsterdam, which provides even more direct access to Northern Europe and strengthens our cross-Atlantic trades!

### 2021 IATA Approved Cargo Agent

As an IATA Cargo Agent, we get industry recognition, in addition to joining the distribution of Global network of IATA member Airlines.

### 2022 Shenzhen China Office

Shenzhen is a leading global technology hub and also one of the fastest-growing cities in the world as well as the headquarters of numerous multinational companies. Airport and Seaport of Shenzhen are also one of the Biggest Transport and Logistics hubs in Asia.

### 2023 MyMCS (My Marinair Cargo Services)

We launched MyMCS, our modern and easy to use quoting tool.



From expanding our fleet and operations globally to integrating advanced logistics technology, we continue to raise the bar in the freight and cargo industry. Each milestone is a testament to our commitment to delivering superior service and driving innovation in every shipment we handle.



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## ABOUT **MARINAIR**

Marinair Cargo Services Ltd was founded in 2007 and is among the fastest growing forwarding agents in Global Market with substantial presence in sea, air, logistics and combined transport services.

Over the years, the organization having started large international collaborations, began to be recognized internationally through its participation in IATA, WCA, Bureau Veritas and more, as well as being an active member of the Hellenic American Chamber of Commerce and the Hellenic Arab Chamber of Commerce

Armed with our wealth of experience and expertise, we provide complete “one-stop shop” international transport services for import and export requirements by Land, Sea, Air, Rail or Combined freight Worldwide! Be sure that at Marinair Cargo Services “We care for your cargo”.



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## OUR **MISSION**

To provide the best personalised international supply chain. Each and every time you interact with us, we aim to deliver on this promise. A human-centered logistics company with global presence; that provides best quality services supported by vast knowledge, excellent standards and flexibility.

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## OUR **VISION**

We help clients improve their revenue and gain a competitive advantage within their industry. Top logistic partner that supports clients strategically across the globe and provides an exemplary work environment for our team.



**WE CARE FOR YOUR CARGO**



## WHY MARINAIR



Whatever your industry, we take care of all aspects of the supply chain – monitoring orders, vendor management, cargo consolidation, choosing the right carriers, customs clearance, warehousing, value-added services and timely delivery. We can provide you with expert advice to improve revenue and streamline processes within your specific industry.

The result: greater efficiency, increased supply chain flexibility and better inventory control, all with a direct impact on your bottom line and brand reputation.

-  Secure your supply chain data
-  Optimise and present your data to your business
-  Integrate your systems and processes
-  Improve your business net promotor score



-  Have better visibility throughout your supply chain
-  Improve your on-shelf availability
-  Increase your stock turn and reduce obsolescent stock
-  Reduce returns

### **INSURED**

Legal Liability covering \$1.000.000 for any one incident or occurrence.

### **CERTIFIED**

Bureau Veritas, ISO 9001, IATA, Dangerous Goods Regulations and more!

### **WORLDWIDE**

Global freight know-how and local access to the most of central trade hubs.

### **FUNCTIONAL TEAMS**

Supply Chain, Logistics, Distribution, Sales, IT, Finance & HR.

# SEA FREIGHT WITH MARINAIR

## LESS CONTAINER LOADS (LCL)

Marinair Cargo Services dedicates important resources in the growth of a continuously increasing market of grouped cargo, offering to customers the potential of sending shipment from and towards all destinations.

Our customers relish with the potential of sending cargo in portions (Groupage Cargo) from the ports of the Far East with arrivals in Greece, China, India on a weekly basis, using departures either from the largest ports of China, India through their offices, or through cargo collection centers.

## FULL CONTAINER LOADS (FCL)

As a customer of Marinair Cargo Services, you have the privilege to enjoy highly respectable sea transportation services from a complete global network, with a wide variety of potential alternative solutions, adjusted to your needs.

Shipments may be forwarded on a door to door or port to port basis and always in accordance with your transport requirements, combining the simple transportation of load line containers with the logistics that the people of Marinair Cargo Services may offer you.



MULTI-DESTINATION  
SUPPORT



GROUPAGE  
CARGO



ECO-FRIENDLY  
SHIPPING

**MCS**  
my



Access  
to Instant Rates  
Platform

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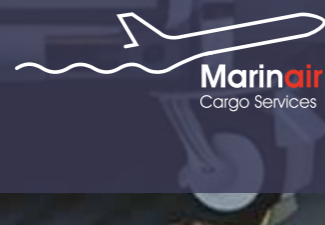
# AIR FREIGHT WITH MARINAIR

Our company handles both import and export cargo worldwide, offering door to door and door to airport services on both prepaid and collect basis.

We advise and assist our customers in coordination with their international air freight consignment and in the fulfillment of shipping requirements in a timely and cost effective manner.

We recognize that every shipper's needs are as different as their products. With this in mind, we will tailor a service and pricing structure to satisfy those requirements. Thanks to our excellent relations with major airlines and our comprehensive range of air freight services, we can meet and satisfy your air transportation needs effectively and economically.

- › Export and Import consolidations
- › Direct Airline Services with access to the world's major carriers
- › Airport to Airport and Door-to-Door Choices
- › Sea + Air Services
- › Fast and effective Customs Clearance
- › Warehousing and Distribution
- › Project Management



## PROJECT CARGO WITH MARINAIR

Locally in Greece and the Balkans in general, our Project Department will provide road surveys, project planning and integrated coordination which includes selection of sub-contractors, port operations, lifting services, quantity & quality control, inventory control, as well as deliveries to destination including crange and assembly services if necessary.

- › Project planning
- › Road survey supported with route report and photos
- › Site inspection
- › Coordination of multi sub-contractors
- › Stevedoring
- › Issuance of road permits
- › Crange
- › Haulage
- › Customs formalities
- › Border clearance

## ROAD FREIGHT WITH MARINAIR

Simple and standardized road freight products with a host of customizable options.

Through clear communication, thoughtful collaboration and dedicated follow-through, our Road Freight management teams seek to understand your objectives and create solutions.

We combine simple, standardized Road Freight products with a host of customizable options to achieve the ideal balance of lead-time, capacity, frequency and cost. Whether it means providing same day delivery or hauling hazardous cargo, Marinair's freight specialists know the key to a successful supply chain is a committed relationship with our customer.





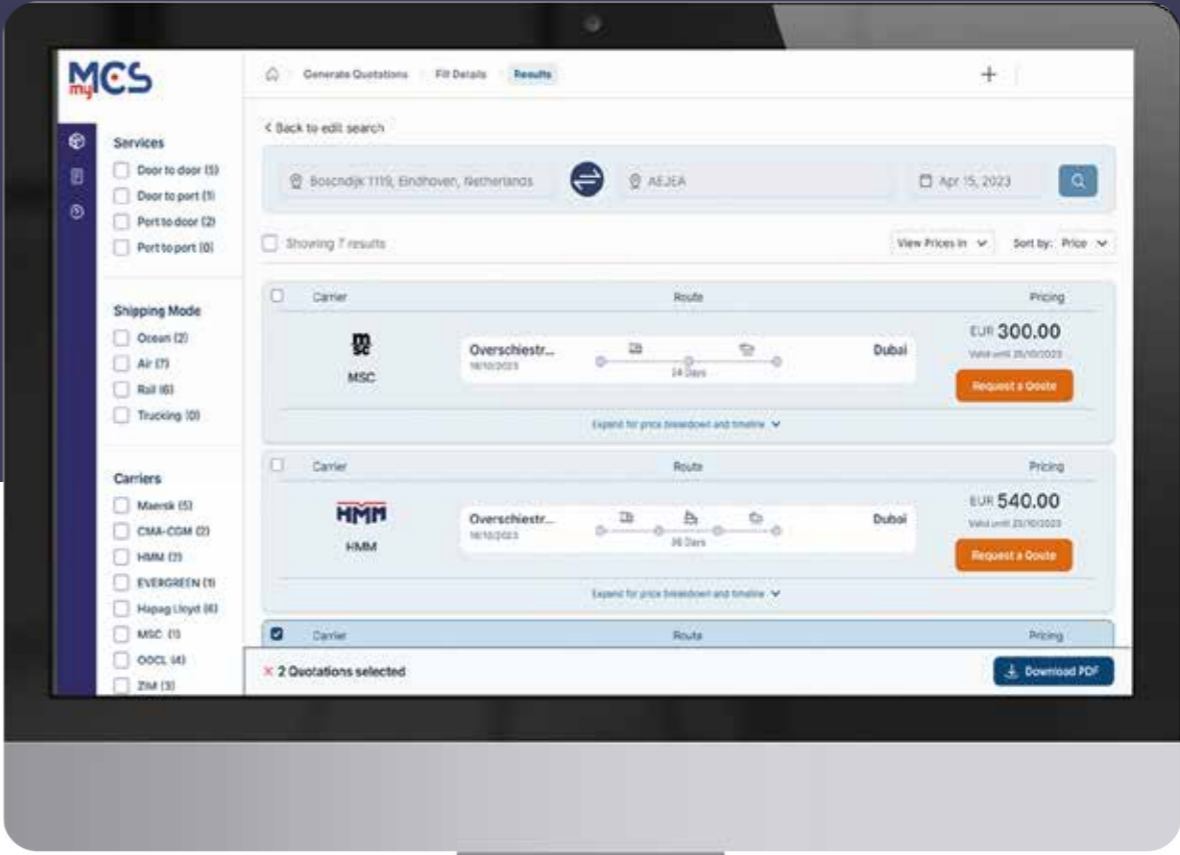
GET IMMEDIATE QUOTES, ZERO WAITING TIME

# CUSTOMIZABLE FREIGHT FORWARDING SOFTWARE

Having the vision to be a paperless company we have implemented Cloud TMS solutions for our day to day operations and accounting. An innovative advantage for our customers, is the free access via our Software portal to their shipments, including statuses, documents, invoices and reporting.

Furthermore, we have introduced our new web portal for LCL and FCL, import and export, instant quotations, using Marinair's Consolidation services from the Ports of Greece, the Netherlands, Hong Kong, China, India. This way you can have unlimited requests and price quotations at no cost.

Now you can reduce the unnecessary emails regarding the status of your cargo since you can find all the information online, and focus on the things that matter most.



## BENEFITS

- › Having access 24/7 to their cargos and statuses
- › Monitoring expenses, invoices and statements online
- › Track and Trace
- › FCL & LCL instant quotations with booking capabilities
- › Operational and Quotation Reports



Access to Instant Rates Platform

YOUR TRUSTED  
FORWARDING PARTNER




**MCS**  
my



Access to Instant  
Rates Platform




# OUR LOCATIONS

 **Head Office, Greece**  
Marinair Cargo Services Ltd

97, Akti Miaouli Ave.  
185-38 Piraeus, Greece  
Tel: +30 210 4515901, 902, 551  
info@marinair.gr

 **Athens Airport, Greece**  
Marinair Cargo Services Ltd

Athens International Airport  
"Eleftherios Venizelos"  
Building 27/ 2nd Floor  
Office 4.12, 19004, Spata Attica, Greece  
Tel: +30 210 3542213, 214  
ath.airport@marinair.gr

 **Amsterdam, The Netherlands**  
Marinair Cargo Services B.V.


Beech Avenue, Het Poortgebouw 54-62  
1119 PW Schiphol Amsterdam  
Tel: +31208083621  
sales@marinair.nl

 **Hong Kong, China**  
Marinair Cargo Services (HK) Ltd

Unit 701, Level 7, Core B, Cyberport 3  
100 Cyberport Road, Hong Kong  
Tel: +852 5808 1490  
operation@marinair.hk

 **Mumbai, India**  
Marinair Cargo India Pvt Ltd

Shop no.1, Parshwa Apartments,  
Plot no. 112, Behind HP Petrol Pump  
Sector 44, Seawoods (West)  
Nerul (W), Navi Mumbai 400 706  
Tel: +91 22 2770 4622, +91 98943 44446  
mumbai@marinair.in, sea@marinair.in

 **Shenzhen, China**  
Marinair Cargo Services Ltd

Rm 1810E, Building 4  
FangDa Square phase 1, Bei Huan Road  
Tao Yuan zone, Nanshan district, Shenzhen  
Tel: +0086 18926516842  
cs@marinair.hk

 **Tirupur, India**  
Marinair Cargo India Pvt Ltd

#9/278-A, Radhakrishna Street, Neelakadu  
AmmaPalayam, Tirupur-641 652  
Tel: +91 421 2256 928, +91 98944 22288  
mahesh@marinair.in

 **Chennai, India**  
Marinair Cargo India Pvt Ltd

#4, 2nd Street, Ponni Nagar  
Pammal Chennai-600 075  
Tel: +91 44 2248 1575,  
+91 9043333 988, +91 99529 71057  
eashwar@marinair.in, Anbu@marinair.in

 **Tuticorin, India**  
Marinair Cargo India Pvt Ltd

#49/4, SS Moorthy Street 1st Floor  
Tuticorin 628 002  
Tel: +91 9043333 488  
document@marinair.in

