



**Shaping the Future Together**

# WHO WE ARE

We are an international Group conducting business on 5 continents with more than 30 years' know-how in the air, tourism & travel business.

A leader in global representation, we offer airlines, CVBs, travel & tourism companies a variety of services in order to enter & increase growth in new & existing markets.

## OUR MISSION

To represent, serve and deliver to the airline, travel & tourism industry in multiple markets, with sustainable results.



# OUR BUSINESS



Airline  
Representation



Hospitality  
& Tourism



Cargo Services



Destination  
Marketing



Airline Distribution  
Platforms



Market &  
Business Research



Digital  
Marketing



A-La Carte  
Modular Solutions





# OUR LEADERSHIP



**GIDEON THALER**  
President & CEO

Having served airlines, hotel chains and tourism boards for over 30 years, we are proud to have achieved sustained growth for our clients. Continuous trend of growth in sales is the essence of our success. TAL Aviation is committed to providing quality air, tourism and travel services to our customers, working through transparency with our clients and customers alike. We strive to deliver innovative solutions that ease the consumer's travel experience.

Our employees are the key to our success and I am honoured to be a part of a diversified global organisation. Each TAL Aviation employee adds a different shade to our Company colours, but all with common qualities - flexibility, integrity, approachability, open-mindedness and a personal touch. We understand the importance of a sustainable work environment and that by following business practices we contribute to environmental responsibility.

Air travel has become accessible to more and more people over the years, enabling us to experience the diverse cultures and beauty the world has to offer. We, at TAL Aviation, look forward to continuing to play the important role we have, and shaping the future together.

Gideon  






**ILAN BAR MOSHE**  
VP Finance



**FRANCES LEWIS THALER**  
VP Customer Relations



**NISSIM SAGIS**  
VP Commercial



**PEDRO CASTRO**  
Business Development Manager

TAL Aviation's Corporate Executives are responsible for the development and operation of our global organisation and delivering to our customers.

Their proven track records of industry expertise and management excellence is a major factor in the Company's leadership and ever increasing worldwide success.



**GREGORY POMERANTSEV**  
Business Development Manager



**BARBARA SHORR**  
Business Development Manager



**RAMI HOLTZMAN**  
Director Global Sales



**ILAN EZRA**  
Director Cargo

# FIND A TAL AVIATION OFFICE TO SERVE YOU

## Asia

China  
Hong Kong  
India  
Kazakhstan  
South Korea

## South Pacific

Australia

## Latin America

Brazil  
Colombia  
Costa Rica  
Nicaragua  
Panama

## North America

Canada  
Mexico  
USA

## Africa

Ivory Coast  
South Africa



156 Happy  
Employees



27 Languages  
Spoken



On 5  
Continents



In 20  
Time Zones



56  
Countries



## Europe

Austria  
Belgium  
Bosnia & Herz.  
Bulgaria  
Croatia  
Cyprus  
Czech Rep  
Denmark  
Estonia  
Finland  
France  
Georgia  
Germany  
Greece  
Hungary  
Iceland  
Ireland  
Israel  
Italy  
Latvia

Lithuania  
Luxembourg  
Macedonia  
Moldova  
Montenegro  
Netherlands  
Norway  
Poland  
Portugal  
Romania  
Russia  
Serbia  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine  
UK



By 35  
Sales Offices



70+ Satisfied  
Clients

# OUR SERVICES



## Destination, CVB & Tourism Boards

We provide wide range of services for establishing a successful destination or tourism board. Building market presence & tourist awareness for Malta, Australia, Canada, Miami & the Azores... the next destination to develop to new audience could be yours. With tourism increasing, don't get left out!



## Airline GSA, Representation & Sales Development

Over 40 global airlines entrust us to manage their commercial operations. Our sales & marketing teams, identify, connect & qualify leads to enhance our clients' brands. Expanding into a new country or establishing offline presence with smaller budget – airline GSA & representation is our expertise.



## Call Center

Set standards, achieve customer satisfaction - a challenge for every call center. Through our call center services, we ensure customer retention & high satisfaction. Our centers manage hotel bookings, frequent flyer inquiries, destination info or conversion of leads into destination bookings.





### **Finance & Legal**

Promoting destination, hotel brand, or airline can expose you legally. We provide advice on financial security & risk control. Whether in Turkey, Russia, Brazil or China, we enable smooth entry into markets with no legal exposure.



### **Airline Distribution Platforms**

An official IATA Contractor & Coordinator of ARC, we provide a one-stop-shop service for airlines. We save precious time when joining BSP or ARC programmes & navigate you easily through tedious processes. Check how our distribution packages can save you money!



### **Cargo Services**

We provide air cargo clients a global network with vast experience, flexibility & reliability for 24/7 real-time customised logistic solutions. Advanced logistics solutions & measurable services with feasibly effective transportation programme, enhance business opportunities for our clients.



### **Market & Business Research**

Need help to enter a new market or support in a business decision in Colombia, Panama, Mexico, other market? Assistance in pulling reliable data from travel business intelligence systems? We can provide core info & strategic insights when considering your business in a new territory.



### **Hospitality & Tourism Services**

Car Rental? Shopping Vouchers? Sightseeing App? Hotel Booking? We offer a variety of services to complement our airline & tourism board partners. Got an innovative tourist attraction? With our one-stop-shop service across the globe – we can sell it.



### **Digital Marketing**

Through personal relationships with leading media outlets & key opinion leaders we deliver optimal digital advertising & PR exposure. Website creation, promotions, social media campaigns - Facebook, Instagram, local blogs, we offer latest solutions, all in local language.



### **A-La-Carte Modular Solutions**

Most contemporary solution for the travel industry, airlines & tourism boards. A “tailor made” solution for specific needs of client. A short-term call center solution, a nation-wide road show or running of your social media in Italian, French, Polish or other language, we do it.

# TAL AVIATION IN NUMBERS

Over  
**30**  
Years of Business

**164**  
Global Airline  
Representations

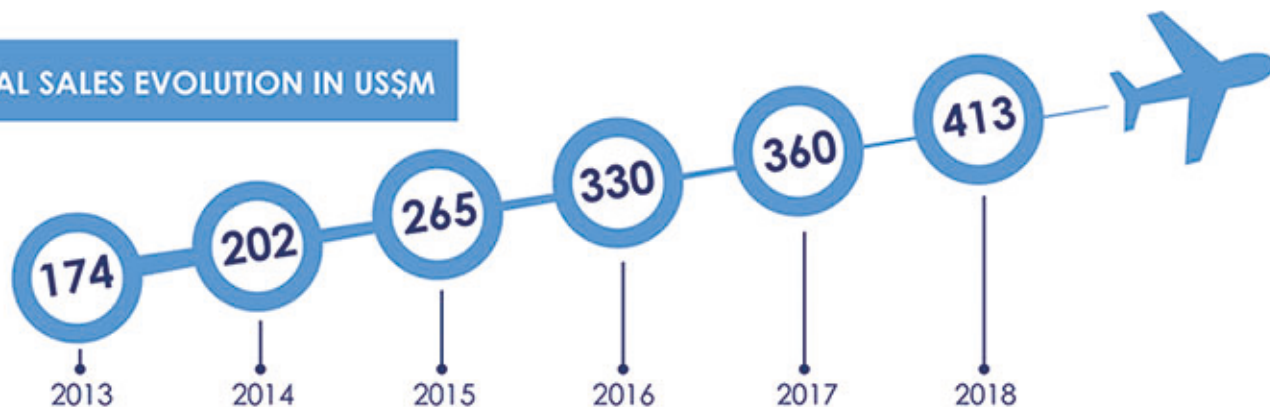
**25**  
Global Tourism & Travel  
Representations

**25,000**  
Connected  
Travel Experts

**515,000**  
Customers  
Served

**US\$413M**  
Generated in Airline, Travel  
& Tourism Sales 2018

## GLOBAL SALES EVOLUTION IN US\$M





Business Partners  
Relying on Us

24



Happy A-La-Carte  
Clients

19%



Average Annual Growth

2018 Revenue  
by Continent







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