

## Family Owned & Operated Over 40 Years

• We are family owned and funded since our founding in 1973. We don't rely on outside investors, silent partners, or venture capitalists. There is no risk of funding being pulled by an outside investor group.

• We have no external partners; the company has always been wholly owned by the founders (my parents, Mahen & Usha Sanghrajka) and myself for over 4 decades.

- We don't rent any office space; we own our building.
- We have historically and continue to operate with minimal financial leverage.

## **Strong Industry Supplier Relations**

• We prepay all ground services even though we have excellent credit facilities.

• Many hotels and transport companies and parties in various countries are changing their blanket payment terms for all their clients as it pertains to new bookings asking for stricter prepayments because they haven't been paid in full for files that have already operated. We can proudly say those new restrictions don't apply to us as we have prepaid all our files either with a deposit as received or in full based upon the date of travel. The funds are already the in country, and any deposits due to hotels has already been transferred to the hotels. Our local offices and partners are even going the extra step to double check with smaller providers such as localized city transport companies and drivers we use for transfers and touring and the status of their vehicle ownership/financing before releasing payments. This is a weak link for every supplier.

• We have reserves and pay all of our invoices per contract terms and conditions.

## "Designed Differently. Explored Sustainably."