

ADL AVIATION



Who we are

- Founded in 2009, ADL Aviation LTD (ADL) is a key partner of Ethiopian Airlines in East Africa, UAE and the EU, handling over 34,000 MT of cargo in 2025. Our network has expanded to include GSSA sales and services in Europe and the UAE. ADL Europe proudly serves as the Cargo Sales Agent (CSA) for Ethiopian Airlines at the European hub in Liège.
- With extensive experience in transporting a wide range of products, we provide agents with optimal solutions for their cargo movement needs.
- We collaborate with leading international agents, along with regional and local representatives. ADL Aviation has crafted tailored solutions for our clients' cargo needs, offering services such as charters, freighter operations, and specialized door-to-door options.



About Us

ADL is committed to serving leading airline carriers with representation and management of cargo operations.

We have a longstanding partnership and deep understanding of Ethiopian Airlines and continue to work closely with you in East Africa. We are currently Ethiopian's General Sales & Service Agent (GSSA) in Kenya (since 2009), Uganda (since 2015) & Rwanda (since 2019) and your Cargo Sales Agent (CSA) for ET in Tanzania (since 2019) and UA (since Dec, 2025).

ADL also represents LAM Mozambique airline in Tanzania, Malawian Airlines in Kenya and Uganda.



Our solutions in Africa and network of offices

ADL has a significant presence in East Africa, supported by dedicated teams that deliver targeted solutions on the ground, addressing challenges all the way to the last mile.



About us

Service & capabilities



Aircraft Handling

Proven expertise in handling various aircraft types (B737, B767, B777, B787 and A350-900), including narrow and wide body

E2E Cargo Services

Comprehensive cargo coverage, by providing our clients with an extension of their own operations and brand activities

Qualified Personnel

Our team comprises of experienced, well-trained professionals who have worked with top airlines and forwarders

Why ADL?



Focused Customer Service and Oversight

We have a very experienced sales and operations team, developed over many years, with a thorough understanding of Ethiopian Cargo.

Unique Solutions

We strive to continuously work to provide customers with unique solutions according to our customers needs.

ADL has a dedicated team in ADD at the hub to control and follow the shipments in transit and inform customers in details.

Qualified Personnel

Our team comprises of experienced, well-trained professionals and we have built an extensive network of partners including leading forwarders within the market

Strong partnership with Euro Cargo Aviation (ECA)

UAE & Europe

Africa Direct Ltd (ADL Aviation) and Euro Cargo Aviation (ECA) are strategic partners in Europe and UAE.

With ADL's established CSA leadership and ECA's extensive commercial presence, this partnership unlocks exciting opportunities to accelerate air cargo connectivity, reliability, and delivery on the Ethiopian Airlines network.



Offering comprehensive freight solutions

- . **Dedicated Truck Fleet:** fleet of trucks to move cargo between LGG and other points in EU and the UK ensuring timely and regular transportation of cargo. We also provide this solution in East and Central Africa.
- . **Optimized Schedules:** Implement optimized scheduling to align truck departures and arrivals with flight schedules, minimizing wait times and ensuring prompt cargo handling.
- . **Established offices and Commercial Team**
 - . In partnership with ECA, we have an established network of offices in Europe and a dedicated team of experts based in LGG. We have an extensive customer base to approach and offer solutions as a well-respected CSA partner.
- . **Experienced African Team:** We have implemented systems and infrastructure to ensure our customers are able to receive timely information on the movement of their cargo up to final destination, as well as guide them on movements using our extensive experience with ET and within the African market.

1-State-of-the-art facilities and fleet

ADL has an established infrastructure in Europe and the UK London (and across the UK) with regular transport movements between the key cargo points in the region. This will ensure the smooth and efficient cargo handling at every stage.

2-Dedicated Operations team

Our Operations team will oversee and manage all operational activities and are trained in all areas of the Cargo Spot system to ensure minimal errors and drive efficiencies.

3-Close collaboration with our ADL Addis Ababa office

Consistent communication with the dedicated ADL Addis Ababa offices for transparency and visibility especially on transit shipments. This has brought confidence and transparency for our customers on their shipments.

4-Delivering customer service excellence

We prioritize customer service with consistent communication, online shipment tracking and customer support to foster strong customer relationships and satisfaction.

Management Oversight

Our commercial, operations and finance teams receive full support from ADL senior management who frequently travel to the stations to ensure growth and customer experience.





Meet the Executive Team



Amit Shah *CEO*

With over 25 years in the Logistics industry, Amit brings a wealth of experience and is responsible in overseeing the day-to-day operations of the group.

Tigist Terefe *COO*

Over 25 years of experience in an airline industry managing airline sales, customer service, passenger and cargo operations.

Hitesh Makwana *Country Manager- Kenya and Tanzania*

Senior manager with over 25 years of experience in the Logistics industry and territory management.

Isabella Riro *Group CFO*

Based in Nairobi, Kenya. Isabella has been the group's CFO for over 15 years.

