# BUSINESS MODEL OF LASTING GROWTH IN A DIFFICULT MARKET

**News / Business aviation**




Year 2015 Avinco confirmed once again its leading position in the secondary market of helicopters, and an extensive portfolio of solutions tailored to today's market. Avinco - a global company with assets in Monaco, Ireland, Dubai, Singapore, Russia and the United States has been growing steadily, despite various upheavals in the industry.

Since January Avinco closed 18 deals for helicopters, four of which - sales from its own portfolio in different countries and on different types of helicopters. As noted in the company, it is once again strengthens Avinco as a global leader in the secondary market and justifies the strategic decision to expand its influence in key markets such as Southeast Asia and Russia.

Developing step by step Avinco demonstrated their understanding of the global marketplace and the ability to adapt its services, offering individual solutions to customers in a rapidly changing market. Thanks to extensive relations, Avinco has reliable resources for all participants - buyers,

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renters and aircraft owners, providing professional services even in most difficult situations. This is possible through a combination of knowledge in several areas - market insight, innovative financial solutions and the key ability to offer technical services such as configuration change and modernization.

«Avinco feel very proud that in the last decade we have been able to facilitate the purchase and sale of an asset by offering tailor-made solutions for our customers, both individuals and large corporations - equivalent" - says Francois Gauthier, Avinco CEO and founder. "The situation today is not easy, and customers need a partner they can trust. Customers need to find finances to buy at the right price and to be able to respond quickly to changing market conditions - that's why we are here and what we do best. We are very optimistic for 2015, despite the current market conditions of oil and gas and mining segment. Our strategy of diversification and global presence is paying off, and we have very good prospects in the second half of 2015, especially in the VIP-segment "

Today Avinco offers especially attractive options in the VIP-segment - EC155B1, EC145 Mercedes Benz and EC130B4 / N130. Avinco also offers spare parts for helicopters in a wide range - BO105, EC135 Avionics and other components for the Gazelle, Lama, Alouette III, Ecureuil, Dauphin & Super Puma.

Avinco is also a major player in the market segment of commercial aircraft resource offering remarketing, sourcing, management of lease contracts, technical and financial structuring services around the world. During its 12 years in business Avinco successfully completed transactions for 260 helicopters, 50% of those buying and selling.

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