ROTORTRADE COMPLETES SALE OF FIRST H160 IN THE SOUTHERN CONE REGION

News / Business aviation

Rotortrade completed the sale of an Airbus H160 helicopter to Helipatagonia in Argentina, marking the entry of the first H160 into service in the country and the first of its type in operation in the Southern Cone. The transaction was completed within a short timeframe, from contract signing and certification through delivery and entry into service, demonstrating Rotortrade's ability to manage both the technical and regulatory aspects of complex cross-border transactions. The delivered H160 is configured for executive transport and VIP operations. The aircraft was delivered locally to Helipatagonia with the support of Helicópteros Marinos and Airbus Helicopters in Argentina.

Rotortrade oversaw the entire sales process, coordinating commercial and technical activities between its LATAM and European teams. In support of full operational readiness, the company facilitated pilot training coordination and technical cooperation with Airbus Helicopters and

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Helicópteros Marinos, ensuring a smooth and efficient entry into service.

The helicopter is now operated by Helipatagonia, a leading helicopter operator based in Patagonia, Argentina, specializing in charter flights, adventure tourism, and aerial services since 2010. Operating from its private helipad at Lago Escondido (El Foyel, Río Negro), the company provides year-round services including executive transport, heliskiing, helifishing, aerial photography, cargo transport, and wildlife control using rotary-wing aircraft. With extensive local expertise and highly trained pilots from certified academies, Helipatagonia maintains a strong focus on safety and operational excellence.

The transaction involved multiple stakeholders, including Rotortrade México for LATAM coordination, Helipatagonia, Airbus Marignane, Airbus Cono Sur, Helicópteros Marinos, Sabena Technics, and local authorities, all working in close collaboration throughout the project.

Raymond Lubrano, EVP LATAM of Rotortrade commented: “This project demonstrates our ability to coordinate complex transactions across regions while meeting demanding timelines, regulatory requirements, and operational expectations. The successful introduction of the first H160 in Argentina and in the Southern Cone was made possible through strong cooperation with Helipatagonia, Airbus, Helicópteros Marinos, Sabena Technics, local authorities, and partners, and highlights the strength and operational capabilities of Helipatagonia.”

Alfonso Naish, Operations Manager at Helipatagonia stated: “Working with Rotortrade was a seamless and highly efficient experience. Their ability to manage the transaction end-to-end, anticipate challenges, and coordinate all stakeholders made the process straightforward and reliable from start to finish.”

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