



CORPORATE AIRCRAFT SALES



By Appointment to H.S.H. the Sovereign Prince of Monaco

*"Few aircraft brokers have taken a less conventional route into the aviation industry than Thierry Boutsen. Having made his name as racing driver with three Formula One wins under his belt for the Williams Formula 1 Team in 1989 and 1990, Boutsen now relies on selling Business Jets for his adrenaline fix..."*







## OUR LEGACY

**B**outsen Aviation is the story of a man, and his dream...

**T**hierry Boutsen made his first career as a major player in Formula One, a profession that revolved around precision, excellence, details, and most importantly, a winning team. As he transitioned into his second career in business aviation, it comes as no surprise that he would carry over these values and instill them onto his company.

**T**hierry's initial interest in the aviation sparked during his Mechanical Engineering studies, and developed during his career in Formula One: He bought his first aircraft in 1987, and consequently sold and upgraded it several times throughout his driving career. What began as a casual hobby soon gained the respect and admiration of his fellow F1 drivers, after which he started to advise and assist in the aircraft purchases of his colleagues. The seed of an idea was born as Thierry realized his passion for business and aviation could potentially blossom into an entirely new career.

*"Our sales to date have involved 150 different aircraft models, thus our field of knowledge continues to expand. There is a great deal we can bring to a transaction in terms of advice and consultancy, as well as closing the deal."*





## POSITIONED AT THE TOP

**T**hierry Boutsen created Boutsen Aviation in 1997 with a vision to position himself in the pre-owned business jet sales market. At this time, he could have hardly imagined that within a few years he would be a major player in the highly competitive business aviation industry.

**B**eginning with a Piper Cheyenne II, Boutsen Aviation now manages the sales and acquisitions of aircraft ranging from Biz-Liners to Light Jets and has become one of the leading companies in Europe. Nearly 27 years after creating Boutsen Aviation, the team has sold over 400 aircraft, making them one of the leading European companies in the industry.

**T**oday the management of Boutsen Aviation is made up of Founder and Chairman Thierry Boutsen and President Dominique Trinquet. Together, they are shareholders and board members of the Monaco-based company.



*“Monaco, renowned for its wealth and luxury, boasts the highest GDP per capita in the world, making it an ideal hub for high-end services and international enterprises.”*





## OUR HQ IN MONACO

**B**outsen Aviation is based in Monaco, nestled between the Mediterranean Sea and the French Alps. Surrounded by France and Italy, the small but prominent Principality is home to a multitude of cultures and international businesses, making a perfect center for conducting global transactions.

**T**he European epicenter of exclusivity and luxury, Monaco hosts prestigious events such as the F1 Grand Prix, the Monaco Yacht Show, and the Rolex Masters. The attraction of the Belle-Époque Casino and Prince's Palace housing the Princely Family further add to the aura of utter sophistication and high-class.

**T**he Boutsen family has resided in the Principality for over three decades, developing their network amongst the world's elite.





**Thierry Boutsen** | *Chairman & Founder*

Thierry Boutsen's passion for aviation began during his studies in mechanical engineering. After graduating, he continued to push his limits both intellectually and physically by becoming a professional racecar driver, eventually becoming a renowned Formula One champion.

What began as a casual interest in purchasing and selling his own aircraft along with those of his fellow F1 teammates, Thierry's thirst for new challenges soon led to the development of a second career in aviation brokerage. Boutsen Aviation was founded soon after, holding fast the core values that guided him through his successful racing career.

[thierry.boutsen@boutsen.com](mailto:thierry.boutsen@boutsen.com)



**Dominique Trinquet** | *President*

Dominique's career began with an airline pilot training in 1990. In 1992, he moved to the French West Indies where he served as an airline pilot. Upon his return to Paris in 1993, he flew as a captain on various jet aircraft then decided to build experience by working as sales manager of an aircraft brokerage company in Le Bourget.

Dominique joined Boutsen Aviation in 2000 and is the President of the company since 2015.

[dominique.trinquet@boutsen.com](mailto:dominique.trinquet@boutsen.com)





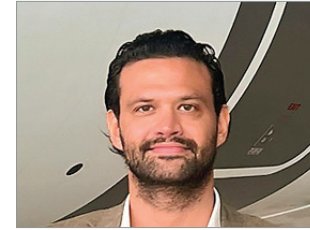
# BOUTSEN AVIATION TEAM



**Benjamin Ribouleau**  
*Aircraft Sales*



**Chris Thalhammer**  
*Head of Sales Central and Eastern  
European Countries*



**Filippo Maria Arcaleni**  
*Sales Representative & Business Developer  
for Malta, Italy, and Southern Europe*



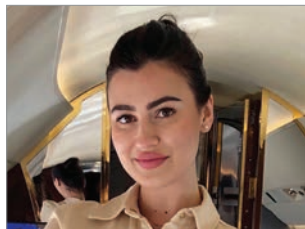
**Erik Vermeersch**  
*NSAC - Sales Representative  
for Benelux*



**Abbas Miri**  
*NSAC - Sales Representative  
for Benelux*



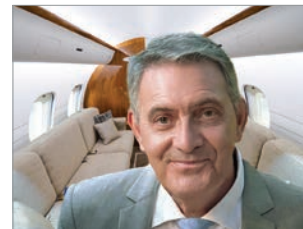
**Roxanne Pedersen**  
*Head of Marketing*



**Amandine Cesaroni**  
*Administrative & Sales Assistant*



**Elise Caraveo**  
*Finance & Administration Manager*

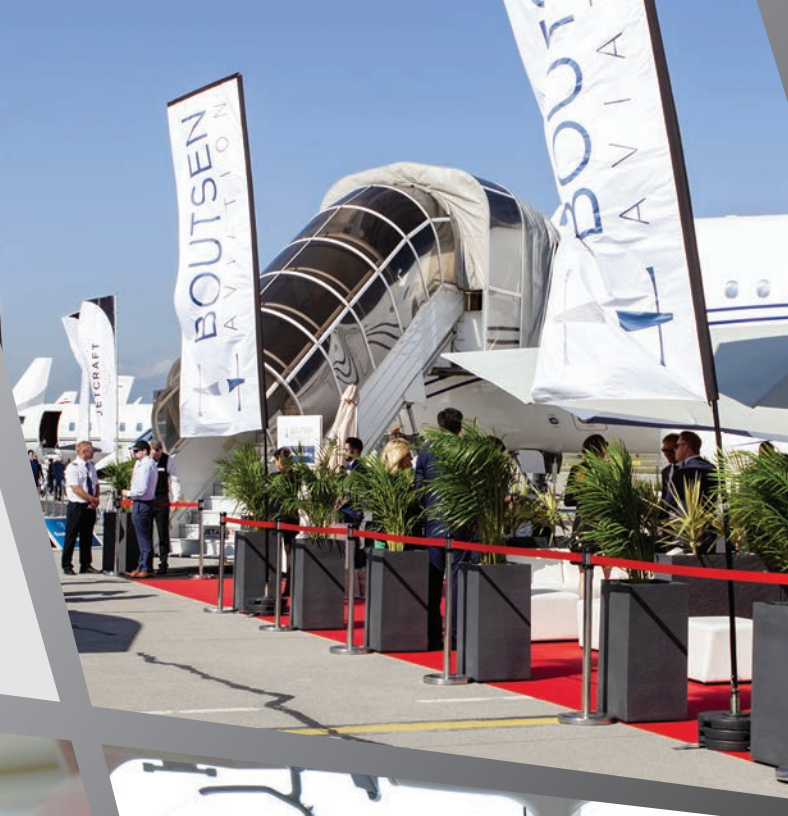


**Laurent Lemonnier**  
*I.T. - Studio*



**Jonathan Courtin**  
*Market Analyst*

*"An important part of our work is consulting. We help our clients to be sure that the aircraft they are looking for is well-suited to their needs"*







## THE ESSENCE OF EXPERTISE

**Boutsen Aviation** specializes in the complete management of corporate aircraft sales and acquisitions.

**Expertise is our essence:** Our entire sales team is comprised of former pilots, enabling the provision of first-hand knowledge in the highly specific industry of business aviation. With 27 years of experience, we ensure our clients' needs are met throughout every step of the transaction process, from **commercial** and **technical** to **legal** and **administrative** elements.

**The relationship with our customers is based on trust and reliability:** We value confidentiality and ethics, and are committed to providing outstanding service. For these reasons, we have been able to maintain the highest level of client satisfaction throughout our history.

*"We concentrate on your aircraft so that you can focus on your business..."*





## HOW WE WORK

**We manage the entire transaction.**

**Sourcing and Appraisal:** We provide a visual inspection of the airframe and the cabin, a logbook review to examine the history of the aircraft while highlighting any aspects that may increase or decrease its market value.

**Commercial:** We take care of all aspects of advertising and marketing the aircraft, including presentations to potential clients, price negotiation, offers to purchase, and opening of the escrow account.

**Technical:** We organize and schedule the supervision of the pre-purchase inspection to protect the asset of our clients and to be sure the aircraft meets all technical standards.

**Administrative:** We manage the organization of the closing, de-registration, certification, export/import tax related issues, and any other administrative task relating to the transaction.

**Legal:** We work with five legal offices located in the United States, Switzerland, and France, all of which specialize particularly in business aviation.



# WE HAVE THE ANSWERS...

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**Do you know the performance specs, characteristics and operating costs of a broad range of aircraft that could suit your needs and budget?**

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**Are you aware of the sometimes subtle and significant changes that airframe manufacturers make to their product line across various models through progressive model years and serial numbers, and their effect on resale value?**

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**Are you familiar with aircraft available on a world-wide basis, and can you evaluate which of those aircraft to avoid due to questionable maintenance or other factors?**

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**Are you prepared to make the time investment to deal with the misrepresentations, nuisance calls, curiosity seekers and solicitations from «part-time» dealers and are you aware how that affects the ultimate price you pay for the airplane?**

**Have you considered the alternatives between a turn-key, ready-to-go airplane vs an airplane with mid-time or run-out components, and the cost-value advantages or disadvantages of each situation?**

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**Do you know about refurbishment, maintenance options and cost, and how to evaluate price vs value between competing interior, paint and maintenance facilities?**

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**Have you checked and confirmed the substance and references of the aircraft dealer or broker you have decided to do business with?**

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**Do you know the ins and outs of aircraft title work and how to deal with clouded titles and obtain a valid Release of Lien?**

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**Are you prepared to evaluate maintenance requirements, time-life items, calendar and other recurring inspections, and the current**

**mechanical and legal airworthiness of the airplane you are interested in?**

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**Do you know the questions to ask, what to expect, and what's expected of you in a pre-purchase inspection?**

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**Are you familiar with all the closing documents and procedures? Can you ensure both you and the seller have all the necessary documents at closing so the transaction won't be delayed? And are you familiar with the legal specifics of documents that will bind the buyer and seller?**

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**Are you aware that the Purchase Agreement you sign may be the single most important document, among the dozen or more documents sometimes required, and which specific items should be included in a proper Agreement? Motivation in effecting a sale?**

## WHY CHOOSE BOUTSEN AVIATION ?

- We are a passion-driven team with a long, successful history of buying and selling business jets for our clients.
- We have an extremely high competitive spirit: Each aircraft sold procures our entire team the same satisfaction as winning a Formula 1 GP!
- We offer turnkey solutions, taking care of the commercial, technical, administrative, and legal sides of the transaction.
- We work as if we were your employees: You can concentrate on your business while we concentrate on your aircraft.



**19 MANUFACTURERS**



**151 DIFFERENT MODELS**



**73 COUNTRIES**



**8 LANGUAGES SPOKEN**



[www.boutsen.com](http://www.boutsen.com)



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**"BUYING & SELLING CORPORATE AIRCRAFT  
IS OUR BUSINESS..."**



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