

Focus on Falcons

Boutsen Aviation closes two 7X Deals in One Week

Geneva - May 22, 2019 - While **Boutsen Aviation** deals with a multitude of aircraft models, ranging from light jets and helicopters to heavy jets and bizliners, one particular model stands out: the **Falcon 7X**. President **Dominique Trinquet** is the company's expert in Falcon transactions, and has seen a substantial amount of activity around this model over the years.



According to **Mr. Trinquet**, twenty percent of all **Boutsen Aviation's** activities are based around Falcons: "We have key connections in the pre-owned Falcon market," he says, "I believe it is due to our close relationship with Dassault and the experience we have developed over the course of a large number of successful transactions." Since joining **Boutsen Aviation**, **Mr. Trinquet** has sold a total of fifteen 7X, ten of them in the last two years. "I believe that the recent activity has been sparked by the post-crisis drop in value prices, making the new generation highly attractive to buyers. Further political changes around tax rebates in the United States incentivized American buyers, and we have seen the sales to

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the US market jump substantially. While globally still a buyer's market, the trend is definitely shifting towards a seller's market with values steadily rising." A milestone was achieved this year when he closed two separate 7X deals (MSN 167 and 136) in the very same week, a feat never before seen in the company's 22-year history. The latter of these two transactions was the 4th and final sale of the **Saudi SPA fleet**. "We have a very good knowledge of the planes and of this market" continues Mr. Trinquet, "and as experience is everything in this industry, it allows us to act in the best interest of our clients wishing to acquire or sell this model."

While **Falcons** have seen much success this year, there has been no shortage of other model activity including the sale of a **Global XRS, a Legacy 650, and a Boeing BBJ**. In fact, diversity across various models and sizes is one of **Boutsen Aviation's** strongest assets. Since its founding in 1997, the company has sold a total 369 aircraft of 131 different models spanning across 71 countries. "We are proud to be able to work with such a wide-range of aircraft sizes, from Cessna Citations to Gulfstream G550 and G650, all the way to Airbus and Boeing" says Founder and Chairman **Thierry Boutsen**. "We have dedicated experts for each and every type of model, and this is something that proves to be of great value to all of our clients."



Falcon 7X MSN 167



Falcon 7X MSN 136



Falcon 7X MSN 167

