

Boutsen Gears Focus on India and Middle East

November 28, 2018 - Monaco – This season, Boutsen Aviation’s activities are highly concentrated east of Monaco, with a combination of events and sales in India, Saudi Arabia, and Dubai.



On November 9th, the company’s Southeast Asia Sales Representative **Atiesh Mishra** co-hosted the Indian Corporate Aviation Summit in New Delhi. Mr. Mishra led an extensive panel discussion investigating the elements of purchasing and selling a business jet in India.

He particularly focused on the practical aspects, including legal and ownership matters, understanding the value and outlook of the sales market, and how to complete a successful aircraft transaction. *“We are very happy to have taken part in this up and coming event”* remarks Founder and Chairman **Thierry Boutsen**. *“This year we have made extra efforts to expand our presence in the Indian and*

surrounding market, and I am sure this symposium is going to effectively enhance these efforts.”

Shortly after this event, the company completed two aircraft sales in one week, both in the Middle East region. The first was **Gulfstream GIV SP #1486**, a special sale that made for **Boutsen Aviation’s 365th aircraft transaction to-date**. The second was **Falcon 7X #112**, the third in the **Saudi SPA Fleet**. *“It was of course an honor and a challenge to take on the sale of such an extensive and esteemed fleet,”* says President **Dominique Trinquet** following the close of #112 on Tuesday. *“But there’s nothing we like more than setting high standards for our company, and I am*

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Mohammed Sindi *Saudia Private Aviation*
Dominique Trinquet *Boutsen Aviation*

sure the fourth and last 7X of this fleet will soon follow." 7X #112 is the third sale following #079 and #087 over the past few months.

Looking ahead, **Boutsen Aviation** will once again be active in the Middle East, as the team heads to **MEBAA in Dubai from December 10th-12th**. **Mr. Boutsen** will be on site with Sales Representatives **Timothée Marcie, Atiesh Mishra,**

and Karim Hijazi to showcase the magnificent **Airbus A319CJ** on the static display. This exceptional aircraft, with interior by **Alberto Pinto Design**, saw much success at **EBACE** earlier this year. "This is the first year we will have a significant presence at **MEBAA**", says **Mr. Boutsen**, "and I believe the **Airbus A319CJ** is a perfect aircraft for the occasion to increase our foothold in this region and this market."

To schedule an appointment with a member of the **Boutsen Team** on site at **MEBAA**, please contact sales@boutsen.com.



Airbus A319CJ - MSN 3826 - G-NOAH

