

Boutsen Aviation moving on 2021



Monaco November 17, 2020 - It is a no-brainer to admit that 2020 has been a whirlwind for the entire world not sparing the business aviation industry. Fortunately, **Boutsen Aviation** experienced a nice rebound in Q3 2020 powered by two sales counting a **Piaggio Avanti II** and a **Bombardier Global 5000** as well as some new additions to the exclusive listing.

Sustaining this momentum, Q4 2020 positively shows up with two other transactions closed in the past few weeks sending a **Gulfstream G550** and a **Bombardier Challenger 350** to new homes. Despite the countries' border restrictions, the sales team organizes and supervises the closings wherever they take place in the world with the same care as in normal times.

In addition to these recent sales, four **Cessna Citation** and one **A319CJ** are currently in deal pending, almost ready to spread their wings and fly towards their future owners. Whereas **Boutsen Aviation** says goodbye to some business jets, the company is glad to welcome three new aircraft for sale. Indeed, a **Falcon 7X** has been added to the listing and a **Beechcraft King Air 350** as well as a **AS350 B3** will soon hit the market.

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2015 Gulfstream G650 MSN 6118



2016 Agusta AW109SP MSN 22356



2009 Dassault Falcon 2000LX MSN 199

Currently, **Boutsen Aviation's** exclusive listing includes one **Lineage 1000E**, one **Gulfstream G650**, two **Falcons**, five **Citation**, one **King Air**, one **Agusta** and one **Airbus AS350 B3** along with eight off-market opportunities.

Regarding the business aviation market, **Boutsen Aviation** is monitoring the progress of the current situation on a daily basis through its worldwide-based team of experts. *"Although geopolitical and pandemic conditions have led to a real economic crisis, we have witnessed a strong resilience in the industry's global activity,"* remarks **President Dominique Trinquet**, *"in fact, we have seen a tremendous upsurge in activity in Q3, all categories included."*

Another point to underline is whether Q4 will be as active as usual. For the moment, prospective buyers of new and pre-owned business aircraft are fewer than usual for Q4 but it is important to keep things in perspective.

"The continued recovery in business jet activity in Europe is coming and we are now observing significant improvements in terms of market activity. Even though

recorded sale prices are lower than what we would have expected, transactions are occurring again and we are identifying more and more buyers shifting their investment priorities to rapidly capture emerging opportunities," comments Market Analyst **Benjamin Ribouleau**.

These recorded transactions allow the company to hope for a return to normality in the year 2021, assuming that the world defeats the pandemic.

"It is a bold new world we've stepped into in 2020 and every obstacle presents a new opportunity. Our passion has kept us in place. New visions, new logics helped us to add new bricks and build the company stronger," says **Mr. Trinquet**.

"2020 will surely be a watershed for everyone but despite the impact it had on the business aviation market, we never stopped carrying out our projects with optimism and always tried to come up with an answer," concludes **Founder & Chairman Thierry Boutsen**. *"In the wake of 2021, we are ready for this new year and really look forward to what it will bring."*

