

Acquisition Opportunity

A Leading EASA ATO, Part 145 and Part 147 for Sale | Southern Europe

Business for Sale

Our client is a well-established Approved Training Organisation (ATO) and Part 145 maintenance entity operating in Europe, recognised for its exceptional training programmes in aviation. The organization has built a solid reputation for providing **high-quality training and maintenance services while adhering to the strictest safety and regulatory standards.** The organization has continually evolved, adapting to market needs and expanding its offerings to include a **comprehensive range of aviation-related services.**

Attractive Location: The organisation is **strategically situated in a highly advantageous European region with a population of around 12 million,** the organization benefits from **excellent infrastructure and a favourable climate, with 88% of days suitable for flying,** ensuring **year-round aviation operations and training.**

Training Programmes: The organisation an extensive range of training programmes catering to aspiring pilots and maintenance technicians, including:

Professional Pilot Training: Comprehensive courses for Private Pilots (PPL), Commercial Pilots (CPL), and Airline Transport Pilots (ATPL), with a focus on both theoretical knowledge and practical flying experience.

Helicopter Pilot Courses: Specialized training for aspiring helicopter pilots, emphasizing safety and operational efficiency.

Maintenance Training Part-147 Accredited programs aimed at training skilled technicians for aircraft maintenance roles. **There is high demand for Aircraft Maintenance Technicians market.**

FNPT II MULTI CREW SIMULATOR: Provide Multi Crew Coordination, which is essential for obtaining the ATPL license

Flight Simulator Training: Utilization of advanced simulators to provide students with realistic training scenarios, enhancing their skills and readiness.

Competitive Advantages:

- **Industry Recognition:** The organisation holds EASA ATO Approval including Pilot training,, Part 145 & Part 147 certifications, ensuring its training programmes are internationally recognised.
- **Comprehensive Curriculum:** The organisation offers an extensive curriculum recognised for its quality, focusing on both theoretical and practical training.
- **High-Quality Instructors:** A blend of full-time and part-time instructors brings real-world expertise, enhancing the quality of education and training.
- **Strong Safety Record:** With zero accidents reported, the client emphasizes a culture of safety and professionalism in all training programs.
- **State-of-the-Art Facilities:** Modern training environments equipped with the latest technology, including advanced simulators that enhance the learning experience.
- **Industry Connections:** Its partnerships with airlines and aviation companies create internship and job placement opportunities for our graduates, facilitating smooth transitions into the workforce.

Documents available: The full documentation package is available for due diligence

Confidential matter: This acquisition is under a strictly confidential agreement. Buyers wanting to access the confidential documents will be subject to Brookfield's due diligence to verify your financial capacity and synergy, thereafter subject to the seller's approval prior to processing the NDA.



P.O. Box 279, Epsom, Surrey
KT19 8YX, England

Brookfield Aviation Finance has evolved to offer services to our clients, including, sale and acquisition of airlines, flight schools, financing and fundraising for airlines, and aviation-related businesses.

Company Highlights

Assets & Values Included in the Sale :

- (1) **Aircraft Fleet:** Comprises **22 aircrafts fully owned- 9 Cessna 152, 3 Cessna 172, 1 Cessna R172K, 4 Cessna 172 G1000, 2 Tecnam P2006T and 1 Robinson R22 helicopter.**
- (2) **Simulator Fleet (fully owned):** **3 advanced simulators—2 ALSIM 250 for basic instrument training and 1 Simnest Airbus A320 for MCC training.**
- (3) **Avionics Upgrades:** **Aircraft equipped with Garmin G5 and Garmin 1000 digital cockpits.**
- (4) **Training Facilities:** **Includes modern classrooms, flight planning rooms with navigation aids, and simulation centers for immersive training.**
- (5) **Maintenance Training Resources:** **Includes equipment for hands-on maintenance training experiences**

Maintenance: The company's Part 145 certification enables it to maintain its own fleet and offer third-party maintenance services. The maintenance division is set up to handle fleet management and general repairs, with plans to expand external service offerings

Staff: A highly experienced executive leadership team with a solid background in flight training industry, aviation management, and Maintenance. The institution employs 68 instructors (flight and theoretical) and 32 additional staff members across various departments:

- Management and Admin: 9
- Maintenance: 11 (including engineering and airworthiness staff)
- Operations: 3
- Safety and other critical functions: 1

The current management team is willing to stay on board to ensure a smooth transition.

Strategic Advantage: The organization's strategic plan centers on service diversification by introducing new training specialties like air taxi operations and aerial work, geographic expansion into neighboring countries to boost student enrollment, and the development of a business hub for the aeronautical sector to promote innovation and collaboration within the industry

Summary Financial Review

Year	2023 (€)	2022(€)	2021 (€)
Total Revenue	7,076,693	5,184,102	3,134,407
Cost of Goods Sold	6,301,374	5,156,997	3,644,653
EBITDA	775,319	27,106	-510,246
Cash + bank account	1,247,444	3,301,821	3,580,517
Total Assets	9,556,792	8,882,182	9,739,635
Current Liabilities	8,384,306	8,384,306	9,638,371
Long-term Liabilities	233,001	158,576	75,526
Total Equity	939,484	339,300	25,738

Anna Tran

V.P. Brookfield Aviation Finance

+44 (0) 1372 569 284

anna@brookfieldav.com

London Office

Nairah Dinah

Mergers & Acquisition Manager

+44 (0) 1372 569 574

nairah@brookfieldav.com

Mauritius Office

www.brookfieldaviationfinance.com