

## PRESS RELEASE

### AVIATIONSCOUTS GMBH EXPANDING PRESENCE IN INDIA

*Lichtenfels / Mumbai, 13.01.2020 – Aviationscouts GmbH further expands their presence in India as in the Middle East through a strategic alliance with AeroChamp Aviation.*

Aviationscouts GmbH, known as a one-stop shop and market leader for buying and selling surplus aircraft seats has formed a strategic alliance with aircraft cabin specialist AeroChamp Aviation, to support customers more effectively throughout India and the Middle East.

“The aviation industry has seen phenomenal growth in this region within the last 15 years” comments Thomas Bulirsch, founder and CEO of Aviationscouts GmbH. “Our target market is dominated by privately owned airlines and low-cost carriers many of whom are seeking to find ways to reduce capital expenditure while at the same time maintaining the high-quality standards of their aircraft cabin. With its large ready to ship inventory and all services of a one-stop-shop, Aviationscouts brings a unique advantage to the region through this strategic alliance. With AeroChamp’s local presence in Mumbai and Dubai and our well-maintained warehouses in Germany, we are able to provide streamlined logistics to support our customers’ operations on a global scale”.

Dr Praveen Srivastava, the founder of AeroChamp Aviation, who is recognized as a cabin specialist in the Indian Subcontinent, speaks confidently about his strategic alliance with Aviationscouts, which he believes will be very beneficial to the airlines in India and the Middle East. Having sold the highest number of currently flying aircraft seats in last two decades, Dr. Srivastava understands the aircraft cabin industry in the region and feels confident in providing the best aircraft interior refurbishment and upgrade solutions in partnership with Aviationscouts: “This level of expertise is extremely valuable in a region where airlines and operators are relatively young in comparison to the aviation industry in Europe and North America. Our alliance will contribute effectively to the alignment of airline costs with the maximization of operational efficiency.”

#### **About AeroChamp Aviation Pvt. Ltd**

Over the years of being into the aviation industry, AeroChamp has established strong relationship with the OEMs, DOAs, MROs and Repair shops. With a collective experience of more than 80 years of the founders and a team of professionals with specific domain knowledge, AeroChamp brings the best of products and services from its globally renowned partners who are the market leaders in their segment. AeroChamp offers complete package including product options, assistance in product selection, project execution, project monitoring, certification and regulatory compliance.

#### **About Aviationscouts GmbH**

Aviationscouts GmbH, represented by CEO and founder Thomas Bulirsch, operates a successful trading agency for the aviation industry, as well as an online marketplace for buying and selling surplus aircraft passenger seats - aviationgate.com. With over 20 years of expertise in buying and selling aircraft interiors,

Aviationscouts GmbH equally supports sellers and buyers by offering a one-stop-shop for interior requirements. Aviationscouts GmbH has over 4,500 square meters of storage capacity for more than 12,000 PAX and an extended shop area in partnership with EIS Aircraft, which operates a permanent repair service at the local facility and headquarters in Lichtenfels / Germany.

Hence Aviationscouts GmbH has a capacity of up to three narrow body shipsets for the cleaning, repair and refurbishment by using dry ice technology under EASA Part-145 and FAA. Additional services include promotion, logistics, engineering and certification of "As Removed" passenger seats for Airlines, Leasing Companies, MROs and Resellers.

Aviationscouts Contact:

Christophe Hafhouf, Sales  
aviationscouts GmbH  
Tel. +499571 947907 – 18  
[christophe@aviationscouts.com](mailto:christophe@aviationscouts.com)  
[www.aviationscouts.com](http://www.aviationscouts.com)

AeroChamp Contact:

Manish Bhiwandkar, Sales  
AeroChamp Aviation Pvt. Ltd  
Tel. +91-22-27563638  
[manish.b@aerochamp.net](mailto:manish.b@aerochamp.net)  
[www.aerochamp.net](http://www.aerochamp.net)