

Boutsen Aviation Team Marks 400th Aircraft Sale



Monaco, October 13th, 2021 - There's a cheerfully busy atmosphere in the Monaco offices of Boutsen Aviation as the company just sealed a symbolic deal marking the 400th aircraft sold to date. This significant milestone has been reached this month with the sale of a stunning Dassault Falcon 7X.

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Now off to France, this heavy jet is the 37th Falcon sold by Boutsen Aviation and the 17th Falcon 7X. *“It’s especially pleasing that the 400th transaction is a Dassault tri-jet destined for a prestigious French client and its esteemed partners,”* comments Dominique Trinquet, President of Boutsen Aviation.



400th aircraft sold...

The majority of transactions have been carried out worldwide over the last few years. A French sale marks a genuine return to the roots for the company, even if the home market has never been set aside. This milestone is the result of 24 years of sheer hard work, during which Boutsen Aviation has seen its reputation grow and its relationships with industry partners strengthen. *“We have key connections in the pre-owned Falcon market and I believe it is due to our close relationship with Dassault,”* remarks Mr. Trinquet. *“Once again, we have worked hand in*

hand with the ‘Dassault Family’ on this transaction. This sale was also the result of a fruitful collaboration with the business jet operator Astonjet & European FBO leader Astonsky, both managed by Charles Clair and known for their high level of service. Our combined efforts resulted in success.”

Only three years ago, the company celebrated its 350th aircraft sold. It’s recognition for Boutsen Aviation to hit this new milestone especially after these recent times of uncertainty. The company



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Thierry Boutsen
Founder & Chairman



Dominique Trinquet
President



Timothée Marcie
V.P. Sales

has managed to overcome several downturns in 24 years of business thanks to the combined efforts of the whole team.

“We are proud of it but, it’s not a question of numbers, it’s about getting the most out of every transaction we have overseen for over 20 years,” says Mr. Trinquet. “Our primary role is to ensure that each transaction closes smoothly for the satisfaction of all parties. This requires a great deal of experience, a mastery of all the different aspects of a transaction, whether it is legal, technical, operational, compliance and that’s not forgetting the human factors. This is what we have developed with the Boutsen Aviation team over the years. The experience we have acquired allows us to overcome each and every obstacle of a transaction (and there are many) so that at some point, as if by magic, a button is pressed to make a new owner happy as well as the seller.”

This achievement is a rewarding conclusion for 2021 even if several other closings still await Boutsen Aviation. *“It began with a dream in 1997 and we have*



James Hughes
Sales Director Northern Europe



Jean-Louis Cehovic
Sales Director Eastern Europe



Benjamin Ribouleau, Atiesh Mishra,
Victor Roinson - Sales Team



Timur Devyashov
Russia Sales Representative

so much to be thankful for as we celebrate our 400th aircraft sold today. We owe a huge thanks to all our customers, partners and friends who have trusted us and helped make it possible for us to reach such a milestone. I would also like to thank every member of our team, their passion for performance is just exceptional. We are now highly anticipating when we will get to celebrate the next one!” concludes Chairman Thierry Boutsen.

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