



Passion for excellence and innovation

A MoU with AVIAMOST, a Russian-based regional air transport player

GECI International confirms the signing of a Memorandum of Understanding on November 30, 2011, between AVIAMOST and Sky Aircraft, a subsidiary of GECI Aviation. This MoU concerns the acquisition of 40 Skylander aircraft, with an option of 260 additional aircraft. The first batch of 40 aircraft could represent potential revenues of USD 260M. The sales contract is scheduled for signature in the first quarter of 2012.

AVIAMOST and GECI International are currently considering adapting the Skylander to suit operating conditions in Russia's cold climate, the procedure for making the Skylander compliant with Russian certification standards, the pilot and mechanic training modules adapted to local requirements, and the import terms and conditions for the Skylander.

RUSSIA: A huge market for regional air transport

Leonid Koshelev, President of the Russian association "Aircraft Owners and Pilots" and influential figure in the aeronautics domain, describes the needs of the general aviation segment as "extensive": "access to the most remote regions is a real problem in Russia".

The opening up of regions in Russia will have a major impact on the country's economic development: more than 25,000 towns and villages are isolated with only basic or even inexistent infrastructures. The fleet of aircraft is ageing and needs renewing.

The practically inexistent Russian offer has led the Federal Government to support initiatives dedicated to the modernization of air transport, implementing legislation favoring the importing of aircraft to its market.

The Russian Minister of Transport approved this incentive legislation, and also authorized financial facilities to acquire regional aircraft. These subsidies will benefit Russian and non-Russian aircraft manufacturers.

AVIAMOST

The private Russian firm AVIAMOST was established in this favorable climate in 2009. Its aim is to play a key role in regional air transport, in particular in Russia, Siberia and the easternmost regions, positioning itself as an importer and distributor of Skylander aircraft in Russia for passenger and cargo air transport operators.

Victor Medvedev, CEO of AVIAMOST states "We have weighed up a number of possibilities, and have selected the Skylander as the best solution in today's market. We are currently looking into the ability of the Skylander to operate at very low temperatures, in addition to the Russian certification process for the aircraft and the introduction of a support center. Russia is penalized by its lack of infrastructures and an aircraft such as the Skylander would prove a real asset in terms of its development."

About GECI International

For 30 years, GECI International has been established as a specialist in high technology engineering, with a preponderant presence in the world of aeronautics. Working in the four corners of the world, GECI International's 1,000 staff, engineers and researchers are constantly ready to meet today's and tomorrow's technological challenges.

GECI International combines excellence, passion to innovation to propose, on the one hand, via its GECI Engineering division an offer of expertise and global solutions in the fields of aeronautics, transport and infrastructures and, on the other, via its GECI Aviation a range of twin turboprop aircraft: the F406 and the Skylander SK-105.

The F406, produced by Reims Aviation Industries, is recognised by operators worldwide as an aircraft that is particularly suited to surveillance missions. The Skylander SK-105, produced by Sky Aircraft, stands out due to its exceptional performances, its ability to operate in extreme environments and its very competitive purchase and maintenance costs.

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