



AVTRADE



Sales, Loans  
& Exchanges

Contract  
Support

Repair  
Management

Leasing

Inventory  
Management

|   |           |
|---|-----------|
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# The UK company with a global outlook.



AVTRADE.COM

**Avtrade understand the value of a global perspective, that is why we offer the largest available aviation component inventory in the world.**

Our global offices are the core of our business, providing valuable local knowledge to strengthen our unrivalled worldwide network.

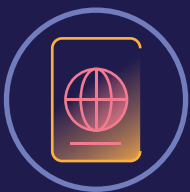
Wherever our path may lead us, we never lose sight of our vision: to be the world-leading independent UK company with the largest pool of quality spares, backed by our superior service and support.

**300+**

GLOBAL EMPLOYEES

**650**

AIRLINES

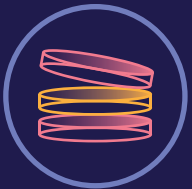
**32**

NATIONALITIES

**41**  
LANGUAGES**110**  
COUNTRIES

TRULY GLOBAL





**\$800M**  
OF INVESTMENT



**24/7**  
ONSITE STAFF  
AVAILABILITY



GLOBAL  
NETWORK



# We live aviation. Introducing Avtrade.

Passion, flexibility, honesty, innovation, ownership and family have been the driving forces of our business since its inception in 1985.

Our mission is to provide unlimited access to the world's largest quality component inventory, whenever and wherever you need it.

We achieve this through constant investment and a commitment to our core values:

#### **PASSION**

Our talented teams always strive to be the best at what they do, and are driven by a passion for the world of aviation.

#### **FLEXIBILITY**

We have invested in a skilled and knowledgeable team who are flexible and responsive to the ever-changing demands of the aviation industry and the global economy.

#### **HONESTY**

Our integrity and transparency build trust and strengthen relationships with all our clients and industry partners.

#### **INNOVATION**

We have become an industry leader by pushing the boundaries of aviation. Forward thinking is a critical element of our innovative approach and investment in stock and facilities is a testament to this, from the expansion of our 300,000 sq ft Global HQ to the development of offices and logistic hubs across the world.

#### **FAMILY**

Family values have been at the heart of everything we have achieved since our foundation in 1985.

#### **OWNERSHIP**

We invest time and resources to continually review and optimise our services to give maximum support, cost reductions, and the most flexible tailored solutions.

#### **SERVICES**

- Sales, Loans & Exchanges
- Contract Support
- Repair Management
- Leasing
- Inventory Management
- Logistics Solutions



**30 MINS**  
DISPATCH TIME



**27,000**  
REPAIR ORDERS  
PER YEAR



**5000+**  
SHIPMENTS PER  
MONTH



# Customer support and service.

Our knowledgeable, approachable global team are dedicated to innovation, with a passion for aviation that is at the heart of all we do.

We are renowned for constantly fine-tuning our services in line with customer needs to provide the most responsive and comprehensive component solutions. To complement these services, our customer support sets new standards.

- ▶ High levels of certified stock, ready to ship when you need it.
- ▶ Quality and reliability above industry standards.
- ▶ A programme of global expansion to provide even greater levels of service.
- ▶ Unparalleled expertise from dedicated account managers.
- ▶ Dedicated to building and maintaining strong relationships to fulfil customer needs.

## Capabilities

Avtrade offers an extensive inventory across the majority of Boeing and Airbus platforms, as well as ATR & Embraer.

### BOEING

737CL, NG & MAX  
747, 757, 767, 777, 787

### AIRBUS

A320 Family CEO & NEO  
A330 CEO & NEO  
A340, A350

### EMBRAER / ATR

E170/175, E190/195  
ATR 42 & 72

# → UK

**Our Global HQ is the heart of our global network and a testament to our investment in people and performance.**



LONDON  
UK

51.5072° N  
0.1276° W





## London

**ESTABLISHED**  
1985

**LOCATION**  
Sayers Common,  
West Sussex, UK

Our Global HQ is set amongst the rolling hills of the South Downs, an inspirational environment for our staff of 300+ who work here.

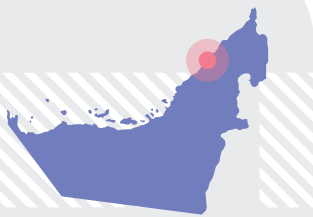
From our 230,000 sq ft Logistics Hub, we distribute the world's largest available component inventory across our international network. Our multilingual, multinational team share the same diversity and depth, drawing from a rich repository of expertise and dedication to support over 650 airlines worldwide.

With Gatwick Airport just moments away, our UK base offers a complete 24/7 service to meet global demand. This stands as a testament to our investment in facilities, people, and performance, setting Avtrade apart.



# UAE

Diverse, dynamic and always moving forward, Dubai is an inspirational place to live and work.



DUBAI  
UAE

25.2048° N  
55.2708° E





## Dubai

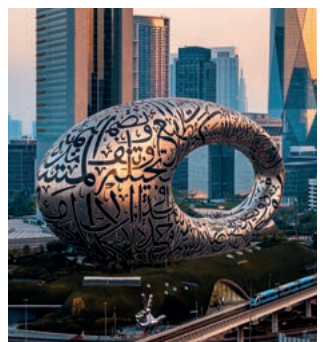
**ESTABLISHED**  
2008

**LOCATION**  
Jumeirah Lakes Towers,  
Dubai, UAE

As a major global transport and commercial hub, Dubai was the natural choice for establishing Avtrade in the Middle East. Here, we are well-served by connecting hubs across MENA and the Indian subcontinent. The strong supply route from our Global HQ guarantees 24-hour processing and shipping.

Loyalty and trust are vital elements in establishing good business relationships in the region. We make it our priority to listen to the needs of MENA's aviation providers and tailor our services to them.

Dubai is a truly multicultural city, where we have established a close network of friends and colleagues from diverse backgrounds. The excitement and dynamism of the city inspire us and enrich our lives every day, both at work and at play.



# China

Inspiration, innovation and expansion - the spirit of Guangzhou reflects the Avtrade ethos perfectly.



GUANGZHOU  
CHINA

23.1291° N  
113.2644° E





## Guangzhou

**ESTABLISHED**  
2016

**LOCATION**  
Tianhe District,  
Guangzhou, China

Guangzhou is one of China's most dynamic commercial centres. The city's spirit of innovation and constant development perfectly aligns with Avtrade's ethos.

China's third-largest city is a major business and transport hub. Our office is located close to Baiyun and Shenzhen International Airports, ideally situated with our Hong Kong warehouse only 80 miles away.

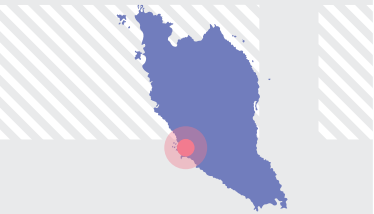
Most of our expert team members are from this vibrant and thriving city. Not only are they experts in the aviation field, but they also possess a deep understanding of Chinese culture and commerce. This enables us to maximise the support provided to our customers across China and the North Asia region.





# → Asia

The exciting fusion of Western and Asian cultures has inspired our success across the region.



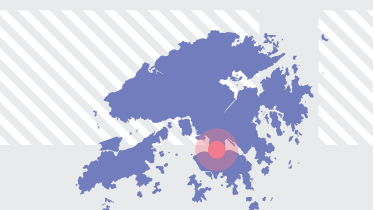
KUALA LUMPUR  
MALAYSIA

3.1319° N  
101.6841° E



SINGAPORE  
SINGAPORE

1.3521° N  
103.8198° E



KOWLOON  
HONG KONG

22.3186° N  
114.1796° E





## Kuala Lumpur

**ESTABLISHED**  
2024

**LOCATION**

Solaris Dutamas,  
Kuala Lumpur, Malaysia

Kuala Lumpur, Southeast Asia's most vibrant economic powerhouse, aligns seamlessly with Avtrade's ethos of progress and innovation. As Malaysia's capital, it is a key business hub.

Our Kuala Lumpur team are experts in aviation and local practices, and provide exceptional support to clients in Malaysia and Southeast Asia, meeting market-specific needs.

Malaysia's landscapes and infrastructure foster business and innovation.

Our expansion here highlights our commitment to growth and excellent service. Establishing roots in Kuala Lumpur allows us to leverage local talent and insights, enhancing our service and contributing to Malaysia's aerospace sector.

**SINGAPORE & HONG KONG**

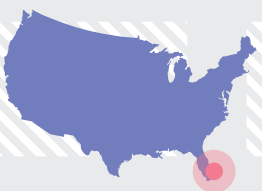
Avtrade's Singapore and Hong Kong warehouse solutions provide additional support for the steadily expanding Asia, China and Australasian market. The sites feature a varied stock of Boeing and Airbus rotables, which include CAAC and FAA/EASA certified components.





# → USA

**This colourful and exhilarating international crossroads more than deserves the title of The Magic City.**



MIAMI  
USA

25.7617° N  
80.1918° W





## Miami

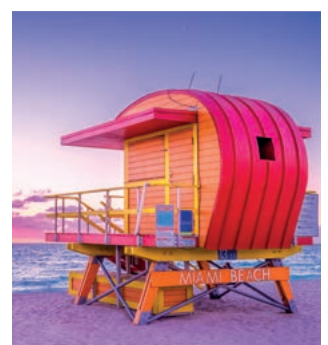
**ESTABLISHED**  
2013

**LOCATION**  
Doral, Miami, Florida, USA

This inspirational global crossroads is our hub in the US, providing support across North & South America and beyond.

Our US base is a 50,000 sq ft state-of-the-art warehousing facility close to Miami International Airport. It is from here that we offer an unrivalled component inventory, backed up with MRO support from our world-class partners.

Miami is a rapidly expanding cultural melting pot that more than lives up to its nickname of 'The Magic City'. It provides the perfect backdrop for the inspiration and enthusiasm that drive Avtrade's flourishing international partnerships.





# → Europe

**Our multinational team are dedicated to satisfying the needs of this culturally diverse region.**





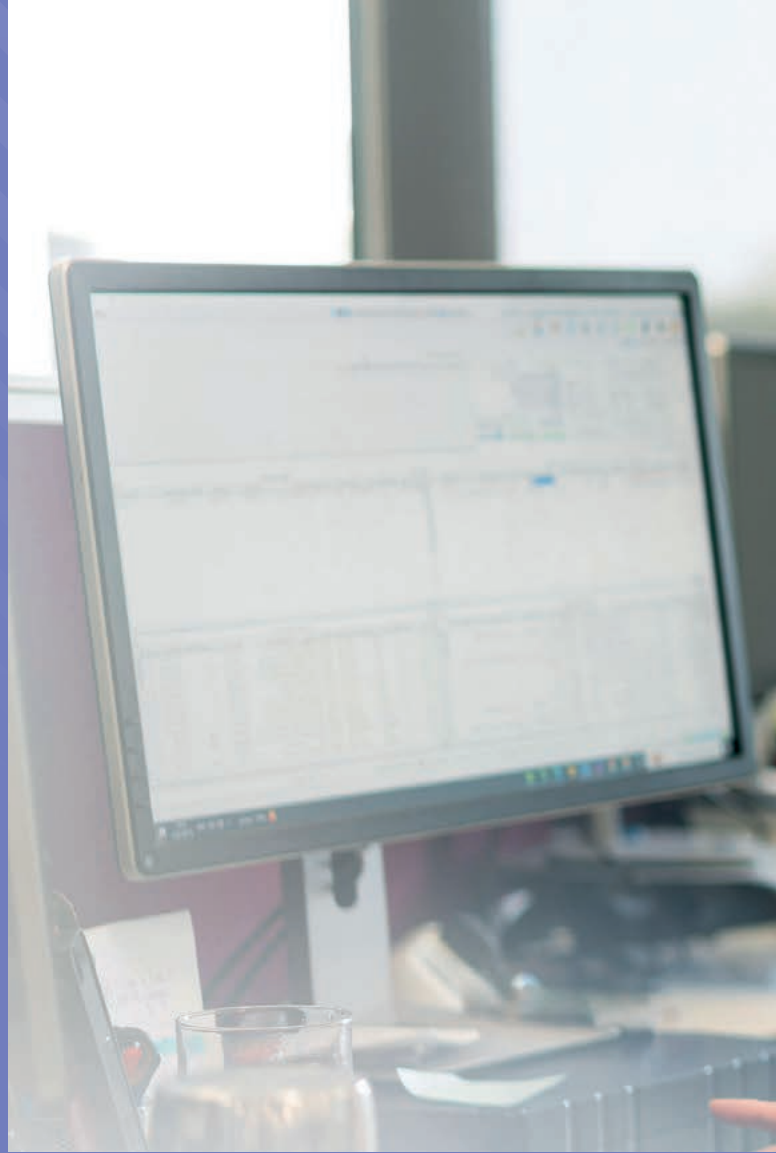


## Europe

Avtrade was established in the UK in 1985 and quickly became a fixture in the field of aviation component services. 40 years later, we have expanded into a major global player while remaining true to our European roots. We are dedicated to continually refining and expanding our exceptional levels of support throughout the region.

We have built a dedicated multinational, multilingual team, and in a region that features such a wide cultural diversity, we are proud to serve the varied needs of our European customers as efficiently as we do for the rest of the world.





An introduction to...

# Sales, M & Exch





**loans  
changes.**

# The nose-to-tail solution.

**Some people say that size does not matter, but they do not have unlimited access to the world's largest available aircraft component inventory.**

We not only offer size, but speed and satisfaction too, with immediate global dispatch 24/7 on a sale, loan or exchange basis.

Avtrade's aviation component pool is truly 'nose-to-tail', covering everything from rotables, APU's, nacelles and landing gear, and all available immediately from our expert sales and AOG team.

Traceability is guaranteed, and all aircraft rotables are supplied with appropriate airworthiness release certification from OEMs and approved workshops.

## **Sales**

Consistent investment into varied product types means we have the stock ready to go. Whether it is for live requirements, stock replenishment or an uplift, we are ready to support you.

## **Exchanges**

Sometimes you need someone else to invest in and handle the repair, Avtrade can offer quick solutions to resolve your requirement whilst handling the administration of your defective component.

## **Loans**

Whether you need a short-term loan to avoid AOG risk or a component on-wing whilst yours is being repaired, our competitive loan rates make Avtrade the easy choice.







- ONSITE 24/7 OPERATIONS
- QUICK DECISION MAKING
- COMPETITIVE AND MARKET LEAD PRICING
- GLOBAL LOGISTICS' SUPPORT
- DEDICATED ACCOUNT MANAGEMENT

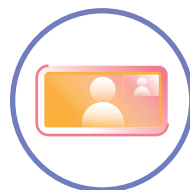
**Immediate access to the world's largest available component inventory.**



BY PHONE



BY EMAIL



BY VIDEO CALL



FACE TO FACE



An introduction to...

# Contract Support





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# We are right by your side.

**Avtrade can tailor support to your requirements across a range of capabilities, allowing you the perfect partnership of flexibility and control.**

With Avtrade, guaranteed support has never been so flexible. Avtrade's vast inventory, access to capital, logistical solutions and exceptional customer service mean that we can offer truly bespoke support to fulfil your aircraft component needs.

Access to Avtrade's extensive pool under a service level agreement ensures unlimited, guaranteed support with unparalleled service levels, along with complete cost awareness.



PROVEN CUSTOMER  
SATISFACTION



INCREASED GLOBAL  
REACH FOR CONTRACTED  
AIRCRAFT SUPPORT







Options include price per transaction, fixed price, and flight hourly or monthly rates, giving you the choice of total budgetary control or pay-as-you-go. This ensures you have complete control with zero operational risk.



MONTHLY, QUARTERLY AND YEARLY REPORTING

By utilising Avtrade's pooling solution, customers are provided with continuous availability of components anywhere in the world, whilst removing the need for significant investment in inventory and storage costs. This will provide benefits of off balance-sheet financing, a reduction in storage and administration overhead and streamlined costs.

You can monitor your entire request on Avnet, our bespoke ordering system, which provides details on progress, paperwork, and shipping. This can then be utilised to support tailor-made KPI reporting, as well as reliability trends from your defective cores.



AOG SUPPORT



ONLINE ACCESS TO AVNET



An introduction to...

# Repair Manag





ement.

# Component repair can be a stressful business.

Passion, flexibility, honesty, innovation, ownership and family have been the driving forces of our business since its inception in 1985.

Managing multiple workshops, negotiating numerous contracts, tackling supply chain challenges, and ensuring on-time delivery can be a juggling act. Let Avtrade take the stress out of your repair management needs.



**650**  
MANAGED VENDORS

With Avtrade overseeing every aspect of the RM cycle, we ensure the highest quality work, offer the most competitive and flexible finance options, and deliver on time - every time.



**24 HR**  
REPAIR ORDER  
PROCESSING TIME



In excess of  
**\$100**  
**Million**  
Annual Repair  
Buying Power







Avtrade is the world's largest independent aviation component service provider, and the scale of our operation reflects our core commitment: delivering the highest quality components and services, anywhere in the world, on time, every time.



EXTENDED WARRANTIES  
AVAILABLE

AVTRADE.COM

## The complete component repair management solution

- ▶ Avtrade can manage turnaround times to meet your requirements and will provide live status updates for order tracking.
- ▶ Average shop processing of 28 days.
- ▶ Unforeseen delays supported by a vast inventory pool.
- ▶ Access to in excess of 650 quality approved, audited vendors and OEMs worldwide.

- ▶ You'll also benefit from the preferential warranty terms that we enjoy with many workshops, along with box warranty on parts from Avtrade's pool.
- ▶ Flexible finance.

## Dedicated team

We will assign you a dedicated account manager for the entire RM process. Our expert representatives will continuously monitor vendors and OEMs, ensuring detailed knowledge of customer order books and guaranteeing first-class service, maximum efficiency, and on-time delivery.

TRULY GLOBAL



An introduction to...

# Leasing





g.



# Our size is our strength.

**At Avtrade, we believe in strength in numbers. By leveraging our financial power and expertise in valuing components and recommending base kits, we provide a comprehensive leasing package that really adds up.**

We understand that many customers do not want to tie up capital in non-core business such as investment in aircraft and components. Entrusting the financing of these to Avtrade, therefore, can greatly improve liquidity and solvency.



LONG-TERM  
PARTNERSHIPS



**25+ YEARS**  
EXPERIENCE





**AIRCRAFT SUPPORTED****BOEING**

737CL, NG & MAX  
747, 757, 767, 777, 787

**AIRBUS**

A320 Family CEO & NEO  
A330 CEO & NEO  
A340, A350

**EMBRAER / ATR**

E170/175, E190/195  
ATR 42 & 72

Avtrade has been leasing components to our airline customers for over 25 years. With multi-million dollars worth of components currently leased, we believe our size is our strength.

Avtrade's leasing expertise, and commitment to constantly increasing our component pool, will provide you with a unique partner who can help to unlock a flexible solution to meet your needs, through a wealth of support and analysis.

Our dedicated team use their extensive knowledge and experience to support your leasing requirements from start to finish.



**CONTACT OUR  
DEDICATED  
LEASING TEAM  
NOW**



An introduction to...

# Invento Manag





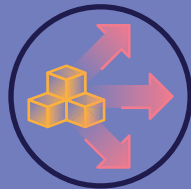
dry  
ement.

# Let Avtrade make the investment.

Whether it's airline surplus, an aircraft teardown or buying direct from the OEM's, Avtrade is ready to make the investment.

At Avtrade, we simplify and streamline the management of surplus components. We understand that when fleet changes occur, the focus will be on the new aircraft, so let Avtrade take care of the inventory that goes hand in hand with an aircraft phase-out.

Our asset team can easily identify the value in your inventory and create a speedy solution to take the surplus off your hands.



SURPLUS  
MANAGEMENT



ASSET ANALYSIS



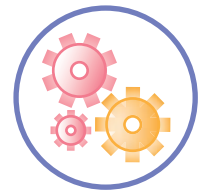




We are consistently reviewing our inventory and identifying where we need to further invest. As well as supporting our customer by relinquishing your surplus inventory, we are adding to our pool by purchasing full aircraft for teardown at one of our approved teardown facilities.

Our procurement team has also established strong relationships with the OEMs to support our buying strategy for new products. With Avtrade's forward planning we take on the lead times and investment, so that we have that inventory ready to go for your requirements.

We pride ourselves on fostering strong, mutually beneficial relationships with all our partners, and our inventory management service is no exception.



OEM FOCUSED  
PROCUREMENT



MULTI-LOCATION  
WAREHOUSING



**24/7**  
ONSITE STAFF  
AVAILABILITY



GLOBAL  
NETWORK



# Wherever you are, we are.

Avtrade boasts an experienced team of multilingual logisticians, specialising in global export, import, and transportation operations.



Tailor-made, comprehensive logistics and shipping solutions, along with support, are designed to fulfill the needs of both the customer and the business. Authorised Economic Operator (AEO-C) and CAA Known Consignor accreditations demonstrate Avtrade's commitment to security and compliance within the international supply chain.

## Experience led

- ▶ 24/7 Global Logistics shipping solutions offered through our dedicated and accomplished teams comprising: Export, Import, Export Control, Trade Compliance, Dangerous Goods and AOG Logistics.
- ▶ Strategic Forward Stocking locations positioned in Singapore, Hong Kong, and Miami which offer 24/7 logistics and shipping support managed by our experienced UK Logistics team.
- ▶ Third-party integrated APIs are in place to maximise shipment processing efficiency, visibility, tracking and data/document transfer and integrity.
- ▶ Established strong partnerships with world leading Fast Parcel Operators, Freight Service Providers and Haulage Operators.
- ▶ Adoption of customs simplifications to reduce any downtime of shipments transiting through the UK border.



## Sustainability & Environmental Values

Avtrade is aware that the aviation industry plays a major role in climate change. In recent years, we have taken steps toward a more sustainable operation.

The components that we supply are sourced and reconditioned from existing aircraft. These parts are maintained to the highest quality, ensuring exceptional reliability on wing, thus reducing the need for regular replacement and logistical resource.

In addition:

- ▶ We have invested in solar power and CHP systems.
- ▶ Where possible waste is either recycled or incinerated for biofuel.
- ▶ We provide electric car charging points for employees and visitors.
- ▶ We are moving to a paperless environment.
- ▶ Our HQ features lakes providing a safe habitat for local birds and migrating species.

We constantly assess our carbon footprint and tailor our business practices to reduce our environmental impact. We also endeavour in every way to contribute to the preservation of the landscapes shown in this brochure for future generations.



# Committed to Quality

Performance driven to continually improve levels of efficiency and excellence, Avtrade is certified to the requirements of EN9120:2018, ISO9001-2015, ASA-100 & ACOO-56B and Authorised Economic Operator (AEO) standards.



By integrating quality into each of our management systems, we have developed the most effective internal procedures, achieving greater efficiency, consistency and productivity.

Avtrade promotes a regulated industry and is a member of ASA (Aviation Suppliers Association).

## Quality

- ▶ Aviation industry certified inventory with EASA, FAA, CAA and CAAC airworthiness certification.
- ▶ Approved suppliers who meet Avtrade's exceptional standards.
- ▶ The best quality aircraft components to ensure on-wing reliability.
- ▶ Use of OEM and independent workshops.
- ▶ Cost effective aircraft repair solutions.
- ▶ MTBR/MTBF trend analysis to ensure high quality aviation components.
- ▶ Expert staff.
- ▶ Commitment to first class service and performance.



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