SIGNIFICANT DEVELOPMENTS IN THE NORDIC MARKET POST-CRISIS POSTED BY AVIATOR

News / Airlines, Airports / Routes

As a full-range provider of aviation services at 15 airports across the Nordic region while having the full support of Avia Solutions Group PLC as the sole shareholder, Aviator Airport Alliance AB has posted significant development and activity in contract extensions and renewals with prominent Nordic airports and international airlines and as the aviation industry transitions into a post-crisis period. For the month of July, Aviator announced successful agreement extensions with Norwegian to provide ground handling services for the airline until March 2024 at 10 stations in Norway and additionally in Stockholm-Arlanda and Malmo in Sweden. Previously, the company had successfully signed ground handling agreements with Scandanavian Airlines for the next 5 years at Landvetter Airport in Gothenburg and Malmo Airport, starting from 1 September 2020. Furthermore, Aviator secured agreements to service SAS stations in Tromso, Bergen and Kristiansand from February 2021 and Bardufoss, all in the coming 5-year period.

Jo Alex Tanem, the CEO of Aviator, expanded on these developments saying, "The results from our Norwegian and Swedish Aviator teams have been outstanding, their effort to

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secure our partnerships with SAS at 8 airports in the Nordics and extended contracts with Norwegian at 12 airports has bolstered our clients‘ faith in us as a long term provider and cemented our position in the Nordics going forward. Our new owner, Avia Solutions Group, has also played a significant role in our recent positive development, by making our partners confident that we have substantial support and a strong financial background in the years to come. These developments will allow us to focus on further expansion and introduce further services to our region."

In addition, Aviator‘s development encompasses a successfully extended agreement with the Lufthansa Group (LH, OS, LX and SN) at Copenhagen (CPH) until May 2024. The company’s CEO further addresses this development saying, “The Lufthansa Group is an important part of the operational foundation of one of our three companies in Denmark. Securing a contract extension with the Group, after having been served by SAS Ground Handling for successive decades, clearly shows how valuable our Copenhagen operations are to all the airlines in the LH Group, and again, this achievement having been established by our Aviator Danish team.”

In addressing the activity and growth of the company as the markets enter into a recovery period, Jonas Janukenas, the CEO of Avia Solutions Group commented on Aviator‘s activity stating, ”As the industry enters into a post-crisis period which will entail significant recovery activity from multiple companies across many of the industry‘s sectors, Aviator has been prominent in securing valuable business activity in the ground handling sector for the coming 5-year period and as a member of Avia Solutions Group. This is just the beginning for Aviator’s expansion in both size and breadth, leading to an extension in the range of services offered to top tier clientele, and as the company‘s growth strengthens our position in the market, it further highlights our capabilities in providing sound and reliable aviation services to our clients.“ Aviator is a part of Avia Solutions Group, the largest aerospace business group from Central and Eastern Europe with 83 offices and production stations providing aviation services and solutions worldwide.

Gediminas Ziemelis, the Chairman of the Board of Avia Solutions Group shared his view affirming that “Avia Solutions Group has been strong coming out of the pandemic, with our companies reflecting positive recovery growth and significant activity from Baltic Ground Services and Aviator as our ground handling service providers. Aviator has expanded our presence in the European markets and going forward, this will allow for flexible and sustainable expansion in our current markets and in new markets as well, as the group navigates the fundamental changes taking place in the industry.“

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