



JETEX EXPANDS FBO NETWORK IN MEXICO AND JAPAN

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Jetex Flight Support is expanding its presence in the **Mexican** market by announcing a partnership with local company Eolo to co-brand its FBO at Toluca International Airport. The facility is now being run jointly by the partners at what is Mexico's main business aviation gateway.

In addition to its Dubai headquarters, Jetex already has a network of FBOs in Paris, Shannon (Ireland) and Santiago (Chile), as well as flight support bases in Miami, Kiev (Ukraine), Beijing, Tokyo, London and the Philippines. It has a presence at more than 37 locations in 27 countries.

According to Jetex, the scope and level of services available at the Toluca FBO will now adhere to its standards at other airports around the world. The facilities include an executive lounge, full ground handling capability, office space, fueling services and aircraft parking. The FBO's staff can speak a mix of languages, including Spanish and English.

"We have been working diligently on our presence in Latin America, and 2015 has seen the company grow from strength to strength in the region," said Jetex CEO and president Adel Mardini. "By partnering with some of the region's most prominent names, we aim to expand our service offerings and ensure the clients in Latin America have their needs met."

For its part, Eolo sees the alliance as a chance to raise the bar for ground handling services in Mexico. "We are in a new time where customers are asking for exceptional service, and it is simple, we need to be customer-orientated and give world-class service," said Eolo general director Fernanda Hinojosa. "We assessed ourselves and looked for the right ally to take us to the next level. We are confident Jetex is the right business partner that embraces our culture and

values. The best is still to come.”

Expansion in Japan

Meanwhile, Jetex also has launched a licensing agreement with Japan’s Air Conrail to provide ground handling services at Tokyo’s Narita and Haneda airports. Under the agreement, Air Conrail will rebrand its existing FBOs under the Jetex name.

The full range of Jetex services will be available at both airports, marking the Dubai-based group’s entry into the Japanese business aviation market. Air Conrail’s staff will be trained to meet Jetex’s global service standards. The company’s facilities include an executive lounge, as well as customs and immigration, fueling, ground handling support, and concierge and security services. Its staff speaks Japanese, English, Korean and Chinese.

“We see great potential in the region and we are excited to extend our global reach there,” said Mardini. “Asia-Pacific is an important market for us and we plan to continue our strategic expansion throughout the region.”

Tokyo is set to host the 2020 Olympic Games and these are expected to drive growth in business aviation traffic. Slot availability at the Japanese capital’s airports has improved in recent years.

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