PILATUS ACQUIRES GERMAN AIR ALLIANCE AND STRENGTHENS ITS PRESENCE IN EUROPE

News / Business aviation, Manufacturer

Founded in 1993, Air Alliance GmbH is recognized for its expertise in the sale of Pilatus aircraft, maintenance services and flight training. The entire workforce of approximately 120 employees will be retained under the acquisition. René Petersen, the current Managing Director, will remain with the company as CEO. He and his team will lead further operations under the new ownership structure.

Air Alliance has been an authorized Pilatus Sales & Service Center since 2014, overseeing sales and technical support for the PC-12 and PC-24 in Germany and Austria. The company's portfolio of services also includes a flight training school and commercial flights with the PC-12 and PC-24 Super Versatile Jet under a professional aircraft management program and air operator certification (AOC). This puts Air Alliance in touch with the entire value chain: from sales and maintenance through to operational management.

Unicair GmbH, the Air Alliance Group's subsidiary, which provides global ambulance flights, is not part of the acquisition and will remain an independent company.

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.

Growing European market

The acquisition builds on a successful partnership of many years. It provides an opportunity for Pilatus to expand its market presence and strengthen the quality and consistency of its portfolio of services in Europe, with the aim of moving even closer to its customers and of consistently leveraging synergies between manufacturing, sales and operations.

Pilatus Chairman of the Board of Directors, Hansueli Loosli, commented: “Europe, particularly Germany and Austria, is a very important market for Pilatus, and offers potential for further growth. This acquisition gives us the opportunity to leverage synergies and move even closer to our customers with the Pilatus brand and our own services. I’m delighted that we have Air Alliance and its employees on board with us to fulfill our mission together – Welcome to the Pilatus Family!”

The merger opens the door to new opportunities for Air Alliance, too: “Pilatus will allow us to embark on further growth in our markets and areas of strengths – something which we could not have achieved at the planned pace without a partner as strong as Pilatus”, said René Petersen.

Markus Bucher, CEO of Pilatus, stated: “Going forward, we will do everything possible to work together to provide our customers with the exclusive, first-class service they are entitled to expect as purchasers or owners of a Pilatus aircraft. We all look forward to building an even closer partnership in the future.”

The transaction is subject to the usual regulatory approvals as well as the approval of the German Federal Aviation Authority.

09 APRIL 2026

ARTICLE LINK:
https://50skyshades.com/news/business-aviation/pilatus-acquires-german-air-alliance-and-strengthens-its-presence-in-europe

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.