



ROTORTRADE LAUNCHES BRAZILIAN SUBSIDIARY TO STRENGTHEN PRESENCE IN LATAM

News / Business aviation



Rotortrade announced the launch of "Rotortrade do Brasil", a wholly owned subsidiary based in São Paulo. This milestone marks a major step in the company's long-term commitment to serving the Latin American market with proximity, agility, and excellence. With Brazil representing the largest rotorcraft fleet in Latin America and one of the most dynamic aviation markets globally, the new subsidiary reinforces Rotortrade's ambition to provide tailored, on-the-ground support to local operators through a permanent presence in the country.

Rotortrade do Brasil will offer the full scope of the group's services, including:

- Helicopter sales and acquisitions
- Technical advisory and inspections
- After-sales support coordination
- Access to Rotortrade's global inventory
- Financing and leasing solutions
- Close cooperation with Rotortrade's worldwide network of partners

Operating under the supervision of Rotortrade LATAM - the company's regional office based in Mexico - the new Rotortrade Brasil subsidiary will be managed by Rotortrade Sales Manager Gabriel Durif, who has successfully overseen the country for over two years. The Rotortrade Brasil

team will be reinforced with the addition of local professionals to expand commercial reach and improve local responsiveness.

Gabriel Durif commented: "It's incredibly rewarding to now be based in Brazil and work even closer with our clients. Our local presence will allow us to better understand operators' needs and offer faster, more customized solutions." "Brazil is not only a key market for us—it's also a country where relationships and reactivity make a real difference. Being here, on the ground, is essential to deliver the level of service we stand for at Rotortrade."

Focusing strongly on the corporate and VIP segments, Rotortrade will offer high-end pre-owned helicopters, including the H125, AW109 variants, H145, AW139 and H160 specifically dedicated to the Brazilian market. This strategy will leverage asset swaps and local trade-in options, helping clients maintain favorable import tax structures while upgrading their fleets.

Raymond Lubrano, Rotortrade Head Of Region LATAM and leading Rotortrade's expansion in Latin America, stated: "Brazil is a key market with enormous potential. Our goal is to bring high-quality, flexible helicopter solutions to local operators, backed by the same agility and creativity that made Rotortrade a trusted partner globally."

In parallel, Rotortrade will continue to build on its track record in the offshore segment, leveraging a fleet tailored to Brazil's growing energy sector. The company has already worked with several major offshore operators in the country and plans to deepen these partnerships moving forward.

Philippe Lubrano, CEO of Rotortrade, said: "Opening Rotortrade do Brasil is a clear reflection of our strategy: we invest where the market is growing, and we do so with the intention to stay. Brazil deserves dedicated support, and our new local entity will help us deliver quicker, closer, and more customized service to our partners across the country."

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