AVORA AVIATION NAMED OFFICIAL TECNAM DEALER FOR BALKANS

News / Manufacturer

Avora Aviation appointed as official Tecnam Dealer for Balkan region, representing the brand in Bulgaria, Croatia, Slovenia, Serbia, Bosnia and Herzegovina, Kosovo, North Macedonia, Albania, and Montenegro. This strategic partnership marks a significant expansion into general aviation for Avora, bringing Tecnam's industry-leading aircraft to regional flight schools, private owners, and commercial operators.Under this new agreement, Avora Aviation will offer an extensive lineup of Tecnam aircraft, including the P92 Echo MKII, P2002 Sierra MKII, P2008JC NG, P-Mentor, P2010 series, and the twin-engine P2006T NG.

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As Tecnam's official dealer for the Balkans, Avora expands its portfolio into general aviation and will build a dedicated leasing product centered around the Tecnam range. By pairing training-proven aircraft with flexible financing, Avora aims to empower flight schools exclusively within its designated sales territory to renew their fleets with modern, efficient aircraft without the prohibitive upfront costs of outright purchase.

The versatile Tecnam fleet, of which Avora currently operates seven aircraft, is a natural fit for Avora Aviation Academy, an EASA-approved Approved Training Organisation based in Sofia, Bulgaria, certified in early 2026. While a new entrant, the Academy operates from a position of considerable strength as part of the wider Avora Group, alongside Fly2Sky, a Bulgarian AOC-holding ACMI and charter airline operating an Airbus A320/A321 fleet, and MX Technic, the Group's EASA Part-145 maintenance organisation. Unlike standalone flight schools, Avora Aviation Academy cadets train within a live commercial aviation ecosystem. This vertically integrated pipeline gives graduates a clear, direct route from the training fleet to the flight deck with Fly2Sky, reflecting a controlled, quality-first approach to pilot development.

Alim Lakhiyalov, CEO of Avora Aviation commented: "Being appointed Tecnam's dealer for the Balkans is a significant step in broadening Avora's reach beyond commercial leasing and trading into general aviation. A central part of that vision is access to capital: the single biggest barrier to fleet renewal for flight schools is the upfront cost of modern aircraft. To address this, we will develop a dedicated leasing product around the Tecnam range — pairing trusted aircraft with flexible financing so training organisations across the region can renew their fleets without the burden of outright purchase. It also reinforces our own training mission, with Tecnam's training-proven fleet a natural fit for Avora Aviation Academy in Sofia as we develop the next generation of pilots."

Giovanni Pascale Langer, Managing Director at Tecnam, stated: "We are thrilled to welcome Avora Aviation to the Tecnam family as our official dealer for the Balkan region. Their innovative approach to aircraft leasing, combined with their vertically integrated aviation group and airline-backed training academy, makes them an ideal partner. Together, we look forward to expanding the presence of Tecnam's modern, efficient, and safe fleet to support the next generation of aviators across Bulgaria, Croatia, Slovenia, Serbia, Bosnia and Herzegovina, Kosovo, North Macedonia, Albania, and Montenegro."

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