

## EXCLUSIVE GSE PARTNERSHIP WITH SATAIR FOR MIDDLE-EAST / AFRICA

This agreement is the first to be signed between the two companies, is effective from February 1, 2016 and covers a five-year term. Under the terms of the agreement, Satair Group will become Dedienne Aerospace's marketing conduit into customers based in this area for the Ground Support Equipment products due to the Group's already strong business contacts and proactive sales force.

Steen Karsbo, Vice President of Business Development at Satair Group commented: *"We are delighted to welcome Dedienne Aerospace to become a new business partner of Satair Group. Their track record over decades of forging strong GSE partnerships with major aerospace powerplant and airframe OEMs is very impressive. We are looking forward to the opportunity of increasing Dedienne Aerospace's penetration into the important Middle East market and the promising African continent."*

Working closely with Dedienne Aerospace, Satair Group will establish a marketing strategy for the region together with a sales and business plan. Satair Group will organise visits to current and potential customers with Dedienne personnel remaining responsible for technical selling. In addition, Satair Group will promote Dedienne Aerospace's GSE products at exhibitions, will handle all routine ongoing sales activities, customer order handling, invoicing and customer payment management.

Zaher Elshahili, General Manager of Dedienne Aerospace added: *"Our commitment to our customers is to deliver high quality products, as well as premium service and high reactivity. With a strong partner as Satair Group, we ensure that our GSE tooling will benefit from excellent marketing, commercial strategies, with proven solutions such as Full Service Distribution and Integrated Purchasing Program. Customers will be the first to benefit from a partnership that we are very pleased to start and we believe that it will be a great success."*



DEDIENNE AEROSPACE is a worldwide leading company specialized in ground support equipment and precision maintenance tooling for civil and defense markets.

Since 1947, we have established strong partnerships with various prestigious OEMs in the world. We are now proud to support programs of Rolls-Royce, CFM, Pratt & Whitney, UTAS and BOEING as an official licensee, as well as AIRBUS and COMAC in the field of industrial partnership.

From Design to Customer Support, our aim is to provide our valuable customers with highest quality of products and services.