

 **AEROAFFINITY**  
HOLDING CORPORATION



**AERO AFFINITY HOLDING CORPORATION**

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United States of America

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*For aircraft owners we are a one-stop shop.  
For aircraft manufacturers we are a strategic bridge to the USA.*

***Aero Affinity offers services in English, Spanish, French, Portuguese and Hungarian.***

## ABOUT AERO AFFINITY

Aero Affinity Holding Corporation is a company that holds the rights of representation, commercialization, and servicing distinguished and prominent international aircraft brands in the United States. We also provide customers with flight training, aircraft maintenance, consultancy, and support.

Our company invests in a select and experienced **team of professionals** with vast experience in Aviation, and holders of multiple certifications, many of us with a military background, business orientation, and or skilled operations training.

## OUR LOCATION

We are strategically located at DeLand Municipal Airport, Deland, FL (KDED), the capital of Sport Aviation and home of the busiest skydiving activities airport in the US. DeLand Airport is also the venue of one most prestigious annual Sport and Recreational aviation events in the US, the Sport Aviation Showcase.

DeLand Municipal Airport is also advancing a major Sport Aviation Enterprise: The **DeLand's Sport Aviation Village**. This will be a premier location for manufacturers of recreational aircraft and related components. This will leverage DeLand as the greatest trend in Light Sport Aviation's World and a center for recreational aircraft manufacturers, dealers, and aircraft owners.

Another side-note about our address: DeLand is the capital of Volusia County and is located just 20 miles from Daytona Beach, home of the well known Embry-Riddle Aeronautical University which graduates hundreds of pilots and aeronautical engineers every year; also, DeLand is just 40 minutes away from Orlando, and one hour from the Space Coast and its Aerospace Cluster. This location is a key and strategic convenience for any aeronautical business when it comes to suppliers, skilled labor, research, and commercial connections.



**DeLand Municipal Airport**



## AERONAUTICAL BRANDS representation

Currently, Aero Affinity owns the rights of representing the following brands in the US market:



**FUSION**212



## SERVICES

Aero Affinity can assist your company to achieve the US market most efficiently. We act as a “moral fiduciary” helping you build your brand in the North American market. From continued airworthiness to institutional matters, from logistics to aircraft certification and sales, we can handle it all on behalf of your company. With our support and service you do not have to worry about anything. You can focus on production only.



### 1. INSTITUTIONAL SERVICES

Aero Affinity can represent your company in the USA by providing your business a virtual address, concierge services, representing you in talks with the media, and stakeholders such as insurance companies, financial institutions and others. You do not need to be present in the US, we can handle it all for you.

**Virtual Address** - Your company does not need to spend thousands in rent and keeping an office running in order to have a US presence. Aero Affinity can let your company use our address as your virtual address.

**Concierge Services** - We offer a dedicated phone calls answering and distribution service so your company will look professional.



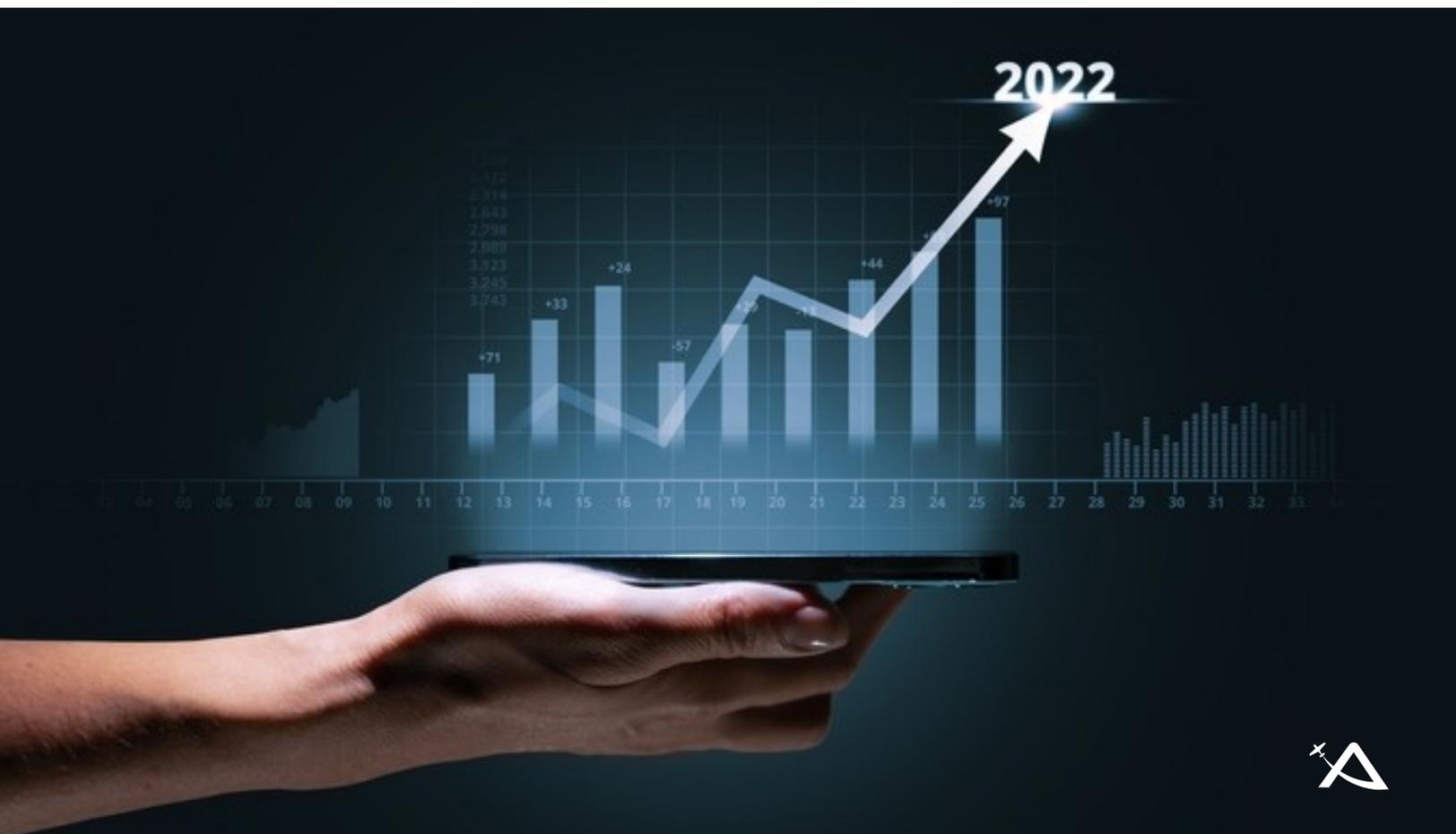
**Public Relations** - From the first moment we build the brand, introduce you to the market, develop and share press releases. Also, we provide professional Media Relations.

**Advocacy Services** - We can represent your company and advocate your demands with stakeholders such as insurance companies, financial institutions, class institutions, representatives, FAA, and others.

**Financing Solutions** - We can assist your company to structure operations and to be compliant in order to receive benefits from the US credit system and financial institutions. We can help you to define strategies, elaborate business plans, etc.

**After Sales Support** - We understand the challenges of taking care of “picky” customers demands overseas. It involves logistics, it requires time, it can get costly. Hiring someone in the US that already knows your customer and the market practices is always the most consistent solution.

**Insurance Solutions** - Insurance can be a deal-breaker. For this reason, we are always in touch with insurance companies pitching them and bringing awareness on the safety features of the aircraft we represent. Pitching insurance underwriters is a very necessary “behind-the-scenes” task for a successful sale environment.



## 2. MARKETING AND SALES

Aero Affinity has built and invested in a select and experienced dedicated team that is very familiar with the US aviation market and customer behavior. We have been doing this for over 15 years. We offer a dedicated sales team capable to take care of your customer leads. We can also assist your brand to optimize your website and develop other marketing materials to reach the US audience. Newsletters, Media Relations, Airshows, Showcases, Demo-flights, Magazines, Press Releases, you name it, we take care of it all for you.

**Brand Awareness** - Aero Affinity's penetration in the market allows us to interact with key stakeholders and opinion makers in order to capitalize and optimize your brand awareness efforts in North America.

**Airshows, Expos, Events** - We represent your company in events. If it requires logistics by flying your planes, setting up your booth, etc. We have the capable manpower and are ready to throw up a show for your brand. You do not need to fly your staff to the US, provide lodging and all costly amenities involved. You just save money and focus on your production back home and we take care of the rest for you.

**Demo-Flights** - Aero Affinity interacts and provides demo flights for your customers and leads. We search and find these leads for you, fly them, and do our best to pitch your aircraft to them. We have a competent and experienced team of pilots and CFIs.

**Transition Training** - On a side note when it comes to showcasing/flying your company's plane, we also provide basic and transition training for customers who want to log some hours before purchasing, or even after purchase, so your company does not need to send pilots or instructors to take care of this portion. We take care of it all, from start to end in-house, keeping your customer's loyalty and putting safety first.

**Professional Website Services** - If your company does not have a webpage for the American market yet, we will provide you with a professional sales and institutionally effective website, with optimized tools and adequate language dedicated to the US market.

**Social Media** - We can assist you with Social Media content creation, as we also display your information on our channels from time to time.

**After Sales Relations** - We take care of your brand image with your customers, therefore you do not need to invest your time in other things than production. We act as your brand ambassadors, or professionally "moral fiduciaries" for your brand amongst your customers.





### 3. SUPPORT AND AIRWORTHINESS

An accessible technical support is key for the customer's satisfaction. Mostly in a word-of-mouth environment, which is predominant in aviation. Aero Affinity is capable of taking care of every aspect of technical support with your customers and aircrafts.

**Aircraft Setup** - When you ship an aircraft to the US, we will receive it, unload from the shipping container, have it securely grounded, provide the arrival inspection, assemble the aircraft and provide the setup, so the aircraft is presentable to the FAA and your customer.

**Airworthiness Inspections** - We also submit the application and follow up the Airworthiness Inspection with the FAA DAR, representing your company or your customer in the inspections procedure and complying with the DAR requests.

**Test Flights** - If any test flights, or Airworthiness phase two are required, based on the manufacturer's test program our experienced test pilots complete all necessary flights and testings on behalf of you.

**Final Assembly** - Our Holding is happy to offer our final assembly capabilities. If you need to do the installation of engines, avionics or any other equipment after your aircraft arrives in the US, we have a complete team of A&Ps, Avionics experts to complete all remaining tasks.

**Factory Extension** - AeroAffinity acts as "factory extension". Your factory can implement services in the US thru us, this way, adding an "Assembled in the USA" tag to your product and complying with the FAA directives.



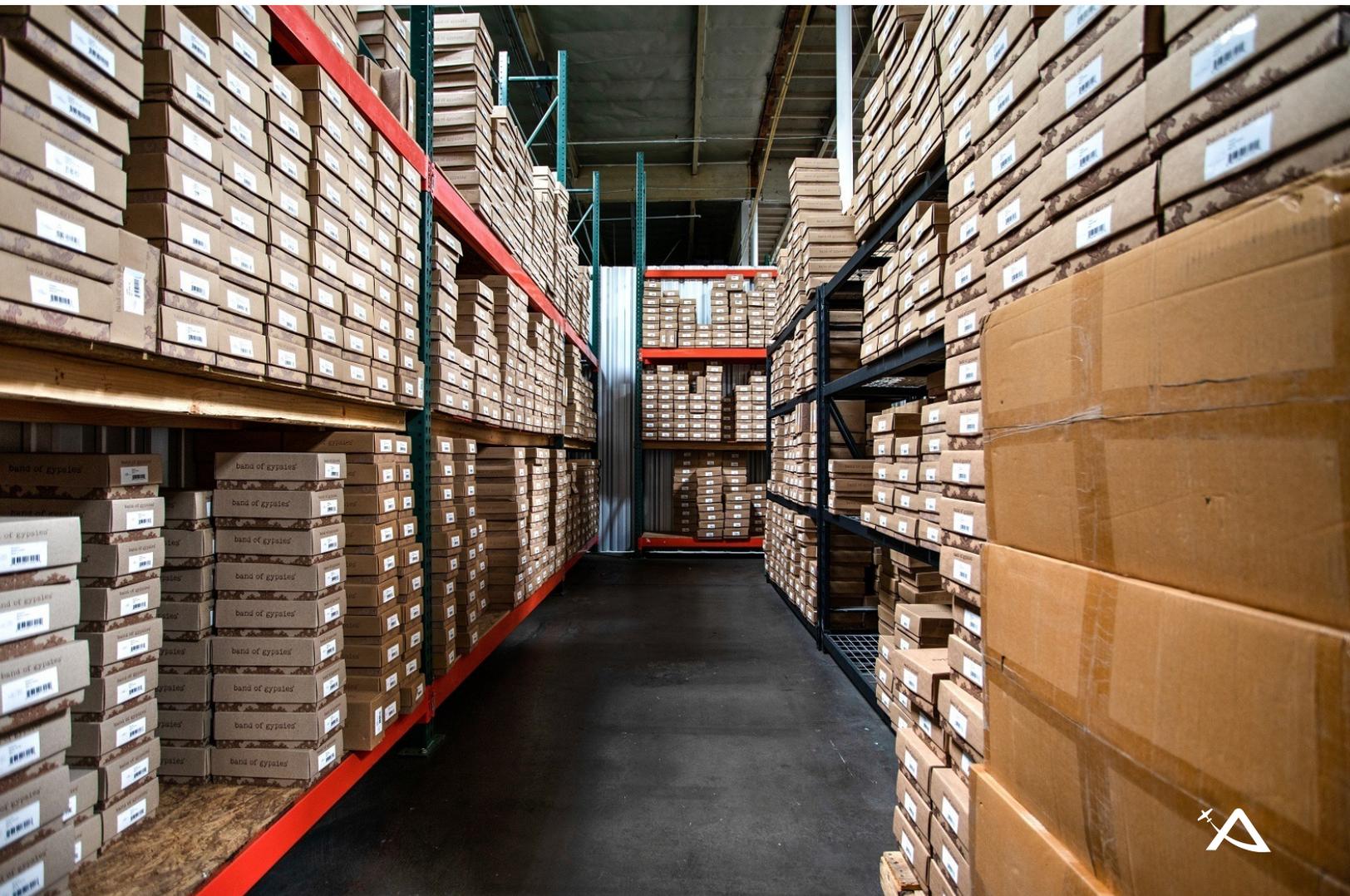
**Annuals Inspection** - Aero Affinity provide annual and conditional inspections for your customer, guaranteeing a continuous airworthiness and safe operation.

**Troubleshooting / Technical Support** - Delivered a plane and it is in your warranty period? There is when your headache starts. Minor troubleshooting can be very time consuming, mostly when you are overseas and with your hands tied up. Our professionals can take care of your customer and make sure every warranty care is fairly solved.

**Certification** - Aero Affinity can help you to navigate the aircraft Certification path. As we have Certified our own brands in the past, we are very familiar with the FAA requirements and processes. We can provide you either consultancy services to fulfill your needs or do it from start to end.

**A&P Services** - We have a dedicated A&P team, composed mostly from military background with multiple certification to provide compliant maintenance and support to your customers and all your US based aircrafts.

**Pre-Buy Inspections** - We provide all kinds of pre-buy and sale inspections on aircrafts.



#### 4. LOGISTICS AND OPERATIONS

We know that red tapes and bureaucracies are painful when it comes to international trade. A single operation can end up costing way more than what you have budgeted. Most of this happens because usually this is not your company's main business and you have to rely on a lot of paperwork that contains language that you are not familiar with. Regardless of paperwork, other challenges are the priceless time you can't afford to spend when it comes to valuable goods handling. For this, Aero Affinity comes with a package of solutions.

**Warehouse Services (import/export)** - You can keep your goods with us, and do not need to send them anywhere else. We can handle the logistics according to your production schedule.

**Aircraft Parts Shipment and Mail Handling** - As we are in the aviation business, we know like no one else how aircraft parts can be sensitive and need special care. We keep an inventory of your aircraft parts, handle them and expedite it to your customer as we were a true extension of your business in the USA.

**Load and Unload container** - Do you need to ship an aircraft to a customer? Not sure if logistics will be handled properly? Let us take care of those tasks too keeping all necessary protocols.

**Hangar Space Availability** - You do not need to keep a hangar in the US all year-round if you only ship a few or a dozen planes a year. We can keep your aircraft stored while transitioning with Airworthiness documentation, flight-tests and deliveries.



## 5. FLIGHT TRAINING AND FLIGHT OPERATIONS

Aero Affinity holds a unique body of experienced pilots with expertise in multiple kinds of planes. Our company provides demo flights, basic and transition training, land and and seaplane ratings, upset and spin recovery training, TAA time building and advance training in our own flight school. For manufacturers, we provide test flights on new or repaired aircraft.

We offer flight training, familiarization processes and fun flying in our local Flight Simulator Center with multiple training devices, such as CRJ 200, Boeing 737 MAX, Cessna, Diamond, Cirrus, Seamax M-22, and others.

## 6. OTHER TRAINING PROGRAMS

Aero Affinity also offers Light Sport Repairman (LSR) programs such as:

**LSR-I** - Light Sport Repairman - Inspection rating

**LSR-M** - Light Sport Repairman - Maintenance rating

## Our packages

	Silver	Gold	Platinum
Permit to use our location as your address/destination in the USA	Included	Included	Included
Concierge Services	Included	Included	Included
Factory extension in the USA	-	Included	Included
Public Relations (Media, AOPA, SPA, etc)	-	-	Included
Permit to use our address as warehouse for import/export	-	-	Included
Optimized Website for US market (for internationals)	-	-	Included
Advocacy with insurance companies and underwriters	-	-	Included
Media Plan (Dan Johnson, Mojo Grip, Experimental Aircraft Channel, In-Flight USA, Aviation Digest)	-	Basic	Premium
Airworthiness Inspections	-	20% discount	Included (unlimited)
Container unload and Basic Setup	-	20% discount	Included (unlimited)
Container unload and Setup including wings assembly	-	10% discount	20% discount
Social Media Plan	Basic	Basic	Premium
Holding Website Marketing	Tier 2 Banners	Tier 2 Banners	Tier 1 Banners
Discount in all other services	-	5%	10%





Presents

AERO  
SHOWCASE



DELAND, FL  
OCT 21-22, 2022

