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## **Viking Reinforces Twin Otter's Position in Brazil's Regional Aviation Market**

### **International Jet Traders of Sao Paulo Named Series 400 Twin Otter Sales Representative**

**Sao Paulo, Brazil, September 6<sup>th</sup>, 2016:** With the recent focus by Brazil's government to develop policies that foster regional air transport links to remote locations throughout the country, Viking Air Limited of Victoria, British Columbia, anticipates increased demand for the Twin Otter Series 400 within the Brazilian marketplace.

In order to substantiate the Series 400 Twin Otter's position as the best suited and most capable aircraft to service this burgeoning regional airline market, Viking has appointed International Jet Traders (IJT) of Sao Paulo as the exclusive sales representative for the Twin Otter aircraft in Brazil.

IJT was selected for their knowledgeable team of industry experts with over 30 years' experience developing sales opportunities in the region for commercial airlines, private charter companies, military agencies, industrial operators, and high net worth individuals.

"IJT are extremely well connected in the Brazilian Aviation market and have demonstrated strong segment sales in Brazil for other OEM's," said David Caporali, Viking's regional sales director for Latin America.

Said Renner Lima, IJT's sales director in Brazil, "For IJT, it is a privilege to participate in the process of rebirth of the Brazilian regional aviation market, especially with the Twin Otter Series 400, arguably the best platform for this market. It's the perfect fit for new low density Regional Airlines; the amazing field performance, improved safety, low operating costs, durability of the airframe, reliability, and the simplicity in the maintenance program places the Twin Otter at the top of the list compared to other aircraft in the market."

To date, over 120 Series 400 aircraft have been sold to 29 countries worldwide, bringing the Twin Otter active fleet total (all models) to more than 600 airframes in 57 countries with 128 different operators. The Twin Otter Series 400 is in the final stages of approval by the ANAC (National Civil Aviation Agency), the last necessary step for it to be ready to beginning operations in Brazil.

#### **About International Jet Traders:**

With offices in São Paulo, Brazil and Fort Lauderdale, Florida, International Jet Traders (IJT) has become an important player in aircraft sales in Brazil. For over 30 years, IJT has provided personalized aircraft brokerage and acquisition services to an ever-expanding international client base, earning a reputation for integrity by consistently operating in customers' best interests. IJT's vast industry knowledge led them to be a dedicated representative of Gulfstream in Brazil for the past 15 years, where they positioned the OEM to become the market share leader in large cabin jets and making Brazil one of the most important global markets for Gulfstream.

#### ***VERSATILITY THAT WORKS***

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VIKING is the manufacturer of the Twin Otter Series 400 aircraft, and provides complete support for the de Havilland legacy fleet.



**About Viking:**

Headquartered in Victoria, BC, Viking is the global leader in utility aircraft support and services, and the manufacturer of the world-renowned Series 400 Twin Otter. Viking is the Original Type Certificate holder for all out-of-production de Havilland aircraft, from the DHC-1 Chipmunk through the DHC-7, and provides exclusive spare parts manufacturing for the legacy de Havilland fleet.

In June 2016 Viking entered into an agreement to acquire Bombardier's amphibious aircraft program, including the Bombardier CL-415 water bomber and its variants, as well as the earlier CL-215 and CL-215T versions. The acquisition includes the Type Certificates (manufacturing rights) for all variants of the aircraft and Viking will also assume responsibility for product support, parts and service for the fleet of 170 water bombers in service around the world. The transaction is expected to close before fall 2016.

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