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AMAC AEROSPACE  
*by Jim Simon*

# STRENGTH AND RESILIENCE

AMAC Aerospace Soars into 2025 with Optimism and Expansion.

**A**s AMAC Aerospace looks ahead to 2025, the company is poised for growth, innovation, and a continued commitment to excellence. With significant investments in infrastructure, a robust demand for aircraft refurbishments, and an ever-evolving technological landscape, AMAC Aerospace's leadership remains confident about the future.

The insights from Mauro Grossi, Group Chief Financial Officer; Tarek Muhiddin, Chief Operating Officer at AMAC Aerospace Basel & Turkey; and Eric Hoegen, Director of Group Sales, paint a picture of a company not only ready for the coming years but actively shaping the industry.

### Investments in Growth and Stability

Despite the challenges faced by the aviation sector in recent years, AMAC Aerospace has emerged stronger, focusing on strategic investments that will ensure long-term success.

Mauro Grossi highlights the company's commitment to expansion, stating, "We see a positive future at least for a foreseeable period of the next two to four years. We have pipeline in all business areas. This optimistic view of the future from the management is underlined by the investments we are undergoing in the new hangar."

This new facility will allow AMAC Aerospace to expand its maintenance services and increase capacity, reinforcing its reputation as a leader in aircraft completion and maintenance.

Clockwise: Mauro Grossi, Group CFO; Tarek Muhiddin, COO; AMAC Aerospace Basel

Photos courtesy of AMAC Aerospace



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Additionally, Grossi points to AMAC Aerospace's expansion into new sectors, including the helicopter business and digital aircraft maintenance records, stating that these new areas have "big growth in this year." With a diversified approach to business, AMAC Aerospace ensures that it remains resilient amid market fluctuations, offering services that cater to various customer needs across different segments of aviation.

#### **Booming Demand for Refurbishments and Maintenance**

A key driver of AMAC Aerospace's optimism for 2025 is the increasing demand for aircraft refurbishments. Tarek Muhiddin notes, "The market is full. The ability is there in the market for refurbishment, for the latest technology equipment being requested on aircraft."

The second-hand aircraft market is also seeing a surge, with more customers purchasing jets and seeking high-end refurbishments.

Muhiddin predicts: "We are expecting to see growth in the refurbishment sector whereby customers will go and purchase an aircraft and then want to refurbish whether it is soft finishings, hard finishings, or doing a few changes."

This trend presents significant opportunities for AMAC Aerospace, positioning the company as a go-to provider for high-end customisation and technical upgrades.

In addition to refurbishments, AMAC Aerospace continues to see strong demand in maintenance services. With a reputation for reliability and quality, the company boasts a high rate of returning customers.

Muhiddin says, "Our customers know that they have the confidence being able to trust our team delivering good maintenance, reliability, and I think most importantly is the flexibility of AMAC Aerospace." This flexibility allows AMAC Aerospace to service aircraft globally, ensuring clients receive top-tier service regardless of location.

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### Expanding Global Reach

AMAC Aerospace's expansion efforts are not limited to infrastructure; the company is actively exploring opportunities in new markets. Muhiddin shares that AMAC Aerospace is planning to increase its footprint in Turkey, stating, "We have been studying an expansion plan for the last two years and we are hoping to have plans come to fruition in the next two months." This expansion aligns with the increasing demand for AMAC Aerospace's services, particularly as new and returning customers seek top-quality aircraft modifications and maintenance.

The company's sales operations are also growing to match the rising demand. Eric Hoegen explains that AMAC Aerospace has expanded its sales division to accommodate its presence in six countries, ensuring that clients receive seamless service across all locations. He emphasises the importance of international reach, saying, "We see a dynamic completions market with both OEMs, Airbus and Boeing, increasing their sales significantly. Every one of these sales includes a completion project." With



aircraft sales on the rise, AMAC Aerospace stands to benefit from the increase in demand for VIP completions and modifications.

### Technological Advancements and Innovation

Innovation remains a cornerstone of AMAC Aerospace's strategy, with a strong focus on adopting new technologies. Connectivity and passenger experience are evolving rapidly, and AMAC Aerospace is at the forefront of these changes. Muhiddin observes a shift in customer preferences, stating, "Whereas in the past we might have been requested to put an onboard inflight entertainment system, the trend is starting

Top: AMAC Aerospace Bodrum  
Below: Eric Hoegen, Director of Group Sales

to go more toward using PEDs, personal electronic devices." By integrating advanced connectivity solutions, AMAC Aerospace ensures that customers have the most up-to-date technology available.

The company is also making strides in satellite communications. Hoegen highlights AMAC Aerospace's role in implementing groundbreaking technology, sharing, "AMAC Aerospace has recently been selected to do the first Low Earth Orbit sat coms installations on Airbus and Boeing aircraft." This project will introduce a new level of connectivity, revolutionising the aviation industry with high-speed internet solutions.

### A Strong and Resilient Workforce

Behind AMAC Aerospace's success is its dedicated workforce, a factor that all three executives recognise as integral to the company's continued growth. Grossi describes AMAC Aerospace as "an innovative company with a strong, strong team". He emphasises that the company's employees are deeply invested in its success, stating, "They have big identification with the company and we also feel it with the outside stations". This sense of unity and dedication ensures that AMAC Aerospace remains a leader in its field.

Muhiddin echoes this sentiment, praising the company's collaborative culture: "One of the things that is most important is this family spirit that we have. The openness and opportunities that everyone gets to speak and talk to management in order to be able to improve." This supportive environment fosters innovation and encourages employees to contribute to the company's growth.

### Looking Ahead to a Bright Future

The company's outlook is overwhelmingly positive for 2025. With strategic investments, a booming refurbishment market, global expansion plans, and cutting-edge technological advancements, AMAC Aerospace is well-positioned for sustained success.

Summing up AMAC Aerospace's strengths, Hoegen describes the company in two words: "Diversity and competence". With a diverse team and unmatched expertise, AMAC Aerospace is ready to take on the challenges and opportunities of the future, soaring to new heights in the aviation industry. **J**

### 2025 IS OFF TO A FAST START FOR AMAC AEROSPACE WITH IMPRESSIVE ANNOUNCEMENTS:

- AMAC Aerospace's Turkey facility welcomed two Dassault Falcon 900EX EASy aircraft. Of the two, one was scheduled with very short notice. Although the aircraft was received Friday evening, AMAC Aerospace redelivered the aircraft by noon on Monday. Even more impressive, as the hangar space was pre-booked for other aircraft, AMAC Aerospace leveraged the Istanbul Atatürk Airport ramp to conduct the maintenance.
- AMAC Aerospace announced that they had completed heavy maintenance and A checks for a long-term Airbus A320 customer. Careful inspection uncovered internal damage to one of the engines leading to repair and reinstatement.
- Two Dassault Falcon aircraft leveraged AMAC Aerospace's Istanbul, Turkey facilities where the aircraft underwent maintenance. In one case, an engine was inspected and a faulty landing gear wheel was replaced.
- AMAC Aerospace's Basel facilities performed a pre-purchase inspection and prescribed maintenance on a Gulfstream IV.
- A Dassault Falcon F2000EX EASy received 12-month, 24-month, 1B, and engine inspections at one of AMAC Aerospace's Turkey facilities.
- AMAC Aerospace's Bodrum, Turkey facility completed an airline's Boeing 737-800 C check within the allotted time, ensuring that the check did not impact the aircraft's return to service.