# **Bucharest European Aviation Training Center (BEATC)** Romanian Aviation Training Center

### The Market

The airline industry is growing at a rapid speed. According to the International Civil Aviation Organization (ICAO), the "global air transport network" doubles in size at least once every 15 years, and that it's expected to do so again. By 2030 the airlines industry will require 25,000 new aircraft. Almost 500,000 new engineers and technicians will be required to maintain these aircraft. So, there is a huge demand for Aircraft Maintenance Engineers and it is going to increase in the coming days.

According "2016 Boeing Pilot and Technician Outlook", the global demand for civil aviation pilots will be 617,000 from 2016 to 2035 among which there will be 248,000 in the Asia-Pacific region. The demand of China market is the largest and it will be 100,000 pilots and 106,000 technicians.

However, the shortage of aviation professional talent has always been the bottleneck which restrict the development of the aviation industry in China. The policy of "Much starker choices-and graver consequences-in" also provides a good environment for China aviation training market with the rapid development of China's civil aviation and general aviation. It's necessary to cooperate with international partners to satisfy the increasing demand of pilots and technicians.



Located close to the Henri Coandă International Airport (Bucharest Otopeni) - 12 minutes by Car



### **Investment Highlights**

Opportunity to invest in an exclusive and highly attractive project

To establish a fully-fledged Aviation training center

To invest in a long term and collaborate with top-tier industry

Provide advanced aviation training program to Chinese aviation industry.

# The Training Center

**BEATC** - Bucharest European Aviation Training Center SA, Bucharest, Republic of Romania. BEATC equipped with training flights and flight simulators that will assist the pilot training course, and providing national and international standard-flight training to cockpit and cabin personnel.

BEATC is fully regulated by EASA, European Aviation Safety Agency, https://www.easa.europa.eu

#### **Business Partners**

- Aviation Group SA (www.sim.aero) which is one of the large independent flight simulator operators in Europe.
- Romanian airline Tarom;

#### Team

The team of 9 is led by Mr. Dan luhas, CEO of BEATC, several years working experience in aviation industry, also has flying qualifications for Airbus, TRE and other aircrafts. MECU Mircea, technical director, senior technical expert to different mode of aircrafts and years' of experience. Silviu Gageanu, deputy technical director, commander for variety of aircrafts and helicopters for many years. Miclea Anda Veronica, head of training, working in aviation for around 15 years.



http://www.obor-invest.com



# **Investment Opportunity**

The BEATC is seeking EUR 7 million in bond investment to develop the aviation training center, to patent the equipment and to complete the center setting. Based on the net profit generated by BEATC in year 3 and a multiple of 6 the pro-rata value of the investors' 35% share in capital will be EUR 3.5 million providing an extra return of 50% in the first three years.

### Indicative terms of bond offering:

**Borrower:** BEATC SA, Bucharest, Republic of Romania Total amount: EUR 7 million in denominations of EUR 500'000

4th quarter 2017 **Disbursement:** 

5 years Term: Security: Unsecured

5% p.a. Payable yearly in arrears Interest rate:

**Equity incentive:** Investors will get in aggregate 35% of BEATC's capi-

tal which has been invested together with the business plan and intellectual property rights by

the founders

**Board representation:** OBOR will provide one member to the Supervisory

Board of the Borrower

Applicable law: **Swiss** 

In EUR 000			
	Year 1	Year 2	Year 3
Revenues	5000	6000	7000
Costs	4700	5000	5200
Gross Profit	300	1000	1800
Taxes	45	150	270
Net Profit	255	850	1530







