

London, Gatwick
26 November 2015

Air Partner and Air Cargo Integrators (ACI) Sign Representation Deal in the UAE

Air Partner's Freight division has signed a Memorandum of Understanding with Air Cargo Integrators (ACI DWC LLC) of the UAE.

The two companies will now work together strategically to develop both their freight charter and global air freight products. Under the terms of the deal, Air Partner Freight has appointed Air Cargo Integrators (ACI) as its official freight sales and marketing representative in the vital Middle East hub of the UAE in order to develop its aircraft charter and project air cargo charter products. In turn, ACI has appointed Air Partner Freight as its sales and marketing partner in Europe and the Americas for the company's Air Direct Connect (DQ/521 MAWB) airline product. By virtue of the new agreement, Air Partner's representative office in the UAE will now be provided by ACI and clients will have full visibility of both companies at all times.

The deal comes after a sustained period of co-operation between both companies in the provision of aircraft charter and air freight services to a shared customer base within Europe and the UAE, and represents a re-consolidation of Air Partner's fast growing Freight product in the Middle East region.

Air Partner plc is a global aviation services group that provides high value aviation solutions in the areas of aircraft charter and remarketing, specialist travel management, aviation safety & security and crisis & emergency planning. The company has its HQ in London Gatwick, is listed on the London Stock Exchange (LSE: AIR) and has 20 offices globally across four continents with 240 staff. The group includes the leading aviation brands Air Partner (aircraft charter), Cabot Aviation (aircraft sale and remarketing) and Baines Simmons (world-leaders in aviation safety consultancy).

Air Partner's Freight division is globally represented with offices across Europe and the US, providing aircraft charter, part-charter, on-board carry and urgent air freight forwarding solutions for a number of national and international organisations. These include corporates from the Oil & Gas, automotive and commercial aviation sectors, governments worldwide (including six of the G8 group of governments), NGOs and aid agencies, as well as international and UK royalty. The company is also an Indirect Air Carrier in the USA.

Air Cargo Integrators (ACI DWC LLC) is a UAE-based premier provider of neutral air cargo consolidation solutions, and also a trusted supplier of freighter and passenger aircraft solutions to difficult-to-reach places in the Middle East and Africa. The company has been present in the UAE since 2001, with its Head Offices located in Jumeirah Lake Towers and other operations offices and warehousing based in DWC Dubai and Sharjah airports. ACI has long been known internationally for its own controlled freighter capacity to Iraq and Afghanistan and it complements these products with in-house services such as cargo acceptance, warehousing, documentation, cargo clearance and wider freight forwarding services by air and sea.

ACI also benefits from being an airfreight carrier, by way of being able to offer the AWB services of its partner company, Air Direct Connect (DQ/521), an IATA cargo carrier with a network across the Middle East and East/Central Africa. ACI is also due to shortly break ground on a new facility in the DWC airport area.

Stuart Smith, Global Business Development Manager for Air Partner Freight, commented: *"The UAE marketplace is such a vital logistics platform for the wider MEA region: despite some of the wider difficulties facing a number of traditional air charter industries around the world, the Middle East - and the UAE in particular - remains a vibrant market in which to offer creative airfreight solutions to a wide sector client base. More than ever, and as our industry peers have also recognised, charter companies must step up to the plate and provide added value services to their clients. Air Partner remains a true aviation specialist, and we are pleased to have found a partner like ACI, which really understands the nuances of the UAE market and will enable us to widen our product offering and allow us to offer ever more innovative solutions to clients."*

Lionel Smith, Chief Executive Officer for Air Cargo Integrators, said: *“We have had a congenial relationship with Air Partner for a number of years, the fruits of which have resulted into an alliance which will definitely benefit all our customers in the United Arab Emirates and beyond. Our focus, as always, is to provide enhanced and innovative products that will improve connectivity to multiple destinations without compromise on quality and safety, which is our priority, and the collaboration with Air Partner will make it easier for customers and major freight forwarders to entrust ACI/AP for seamless air solutions. ACI looks forward to working closely with Air Partner taking air cargo transportation to the next level.”*

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About Air Partner

Founded in 1961, Air Partner is a global aviation services group that provides worldwide solutions to industry, commerce, governments and private individuals. The Group is structured into four reporting divisions: Commercial Jets, Private Jets, Freight and Baines Simmons. The Commercial Jet division charters large airliners to move groups of any size. Cabot Aviation, which is formed within the Commercial Jet division, provides comprehensive remarketing programmes for all types of commercial and corporate aircraft to a wide range of international clients. Private Jets offers the company's unique pre-paid JetCard scheme and on-demand charter. Air Partner Freight charters aircraft of every size to fly almost any cargo anywhere, at any time. Baines Simmons is a world leader in Aviation Safety Consulting which specialises in aviation regulation, compliance and safety management. Air Partner is headquartered alongside Gatwick airport in the UK. Air Partner operates 24/7 year-round and has 20 offices globally. Air Partner is listed on the London Stock Exchange (AIR) and is also ISO 9001:2008 compliant for commercial airline and private jet solutions worldwide. www.airpartner.com

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