



# EL SALVADOR

## AERONAUTICS

### A rising option in Aeronautics



# Key Reasons

## Credibility

Existing successful world class operations with strong continuous expansions!

- ✓ More than 31 years of successful experience
- ✓ Annual growth 20%
- ✓ 5,900 employees in the sector
- ✓ Key players already working together under a cluster strategy:
  - Airport private companies
  - Government institutions
  - Universities, international cooperation
- ✓ Aeronautical Engineering
- ✓ Our international clients
  - Major U.S. operators
- ✓ Components shop and ground services

## World class quality

Highest world standards in place

- ✓ FAA, EASA, CASE, DGAC, ANAC, ASA, ARSA
- ✓ ISO 9001:2000, ISO 9001-2008

## Our institution:

PROESA is El Salvador's National Export and Investment Promotion Agency.

Its main goal is to promote exports, investments and public private partnerships to help boost the economy and create more and better job opportunities.

Investment related services provided by PROESA:

- Promote Foreign Direct Investment (FDI) in strategic sectors.
- Advise potential investors in the country assessment process.
- Comprehensive guidance and assistance to investors throughout the evaluation, establishment and expansion processes.
- Assist in the making of tailor-made agendas for site visits of potential investors.
- Provide information and statistics on investment and business opportunities.
- Provide proposals oriented to help improve the business climate in the country.

El Salvador's main investment sectors are Aeronautics, Agroindustry, Energy, Light Manufacturing, Offshore Business Services, Specialized Textiles and Apparel, and Tourism.

Para más información contáctenos/For more information, please contact:

PBX: +503 2592 - 7000

FAX: +503 2592 - 7069

Email: aeronautics@proesa.gob.sv

[www.proesa.gob.sv](http://www.proesa.gob.sv)

# EL SALVADOR



## Labor cost advantage

Up to 40% more competitive than U.S./Mexico border operations



El Salvador is one of the most attractive countries within the region to set up and operate a business.

Over the last years, The Financial Times journal fDi Intelligence ranked El Salvador as the most cost-effective country in Central America.

## High Productivity

High productive labor force

- ✓ Recognized not only in the Central American region, but also at an international level
- ✓ > 98% on time aircraft

Labor annual turn over

- ✓ Less than 2%
- ✓ Key factor for specialized performance and training

Fast learning curve

- ✓ Assures absorption of engineering and technical knowledge required for world class operations

## El Salvador in the world map of Aeronautics emerging opportunities



### Strategic location:

#### Close to key markets

- ✓ A dominant airport certified A1 by the FAA linking important cities
- ✓ Closeness to the vital maritime routes
- ✓ A natural bi-oceanic logistics corridor
- ✓ Container terminal ready for Post Panamax ships



Latin America's Aviation Industry is expected to be one of the fastest growing markets in coming years

## Key Players



[www.aeroman.com.sv](http://www.aeroman.com.sv)

- ✓ First MRO repair station in the Americas to be certified with ISO 9001:2000, over 31 years of experience.
- ✓ World class quality standard, reliable turnaround time and cost advantage.
- ✓ Certified by FAA, EASA and regulatory entities from several Latin American countries.
- ✓ Founding member of the Airbus MRO network.
- ✓ Over 2,100 qualified employees.
- ✓ 12 production lines for narrow body aircraft in 4 hangars with 52,098 m<sup>2</sup>.
- ✓ Currently under an expansion project to increase capacity more than 50%.
- ✓ Maintenance with focus on Airbus A320 family and Boeing B737 type aircrafts.

**Customers:** Major U.S. and Latin-Americans carriers



Provides corporate and commercial flight operators with a reliable, efficient, personalized ground assistance service.

AirSupport has over 20 years of successful operations at El Salvador International Airport, from passenger services and ground handling, to flight line maintenance. Their wide array of products is recognized as the best in its class, and they are now expanding operations to Honduras and Panama.

**They Offer:** Ramp services, line maintenance, flight dispatching, cargo handling, passenger services, flight crew services, corporate aviation handling, ground support equipment (GSE) rental, parts logistics management, commercial and operative representation, operation 24/7.



[www.helica.com.sv](http://www.helica.com.sv)

During its almost 25 years of experience, has been in the helicopter market working contracts with the UN, the tuna fishing industry and USAID. Helica currently hold an Air Operator Certificate, Maintenance Service Certificate, Flight Training School and Robinson Helicopter, Eurocopter and MD helicopter dealerships in El Salvador.



Is the Central American Corporation for Air Navigation Services, and the Air Traffic Controllers Center (ICCAE), with more than 45 years of experience.

They have trained representatives from: Mexico, Belize, Guatemala, Honduras, El Salvador, Nicaragua, Costa Rica, Panama, Cuba, Dominican Republic, Colombia, Bolivia, Ecuador, Peru, Paraguay and Venezuela.



[www.aviotradegroup.com](http://www.aviotradegroup.com)

**AvioTrade:** Creative and innovative solutions in the sales, consolidation, and distribution of routable parts, chemicals, consumables, general hardware, ground support equipment and on-board service materials to airlines, air transport operators, and aircraft maintenance companies.

**AvioTechnology:** Repair facility with FAA, EASA and local certificates for a wide range of aircraft components. Highly competitive prices with total OEM support.

**San José Aviation Cluster:** A duty free complex, dully suited for the establishment of distribution, warehouse and logistics operation of aviation spare parts and component shops.

**Customers:** More than 12 years of successful relationships with operators. Existing VMI contracts with Avianca Group, Aeroman, Latam, VRG, Trip-Azul, TAP Maintenance, and Aeromexico.



[www.hitrainningcenter.com](http://www.hitrainningcenter.com)

Aviation Training Center Certified RAC - 147 No. CO-IOM-007HTC approved by the AAC of El Salvador; impart and develop courses Airplane type, Engines, Aluminum structures, composite materials, preparation for TMA / FAA licenses and specialized training aircraft according to customer needs; they have experienced instructors and customers as AEROMAN, CIAC of Colombia, and Aeroestructuras of Colombia.



[www.icarus-sv.com](http://www.icarus-sv.com)

Consulting division: an aviation consulting company that provides objective, independent regulatory and technical guidance to aviation clients, including airlines, MRO, airports, financial institutions, government agencies. They have positioned their consultants in North, Central and South America, Europe, China and Asia, helping aviation clients manage projects, assets and operations, mitigate risk, and maximize return on investment thru a technical advisory.

**Logistics division:** an exclusive service of Sales representatives and Marketing for original equipment manufacturers companies, thru a range of services with a comprehensive solution to the supply chain operations (JIT, Kanban, ISO) of aircraft parts.



Don Bosco University is a Catholic-based, non-profit institution dedicated to higher education, cultural enrichment, scientific research and technological development that was founded in 1984.

The Aviation Maintenance program has been certified since 2005 under the Organization of Aircraft Maintenance Instruction 147 of the Civil Aviation Authority of El Salvador (AAC). In 2015 they launched the Aeronautical Engineering.

They have established agreements with national and international aerospace companies and have partnerships with international universities to meet the demand in specialized human resources.

## Key Advantages

Selected as an Strategic Sector for El Salvador's Development



### Infrastructure

The World Economic Forum's (WEF) Global Competitiveness Report 2013-2014 places El Salvador among the nations with best infrastructure in the world and the best in the Central American region.

### El Salvador International Airport -AIES

- ✓ Stands out as an important regional hub and according to the WEF, El Salvador has the best airport infrastructure in the Central American region.
- ✓ It's classified as Category 1 by the Federal Aviation Association (FAA).
- ✓ It's near sea level altitude (25m ASL) facilitates the safe take-off and landing of aircraft at 100% capacity.
- ✓ Has land available for industrial development, especially in Aviation (167 Ha.).

AIES is in the 6th place among the Top 20 fastest growing airports within Central America and Mexico, according to OAG, with a capacity growth of 32.4% (2014 vs 2010).

### Human Capital Formation

#### The country offers:

- ✓ High School specialized in Aviation Maintenance - ITEXSAL
- ✓ High School specialized in Military Aviation - FAS (Salvadoran Air Force)
- ✓ Aircraft Technical-Career and Aeronautical Engineering - UDB
- ✓ More than 8 training institutions certified by the Civil Aviation Authority of El Salvador.

"The success of AEROMAN has been achieved through a Salvadoran labor force highly skilled, which shows that our people can meet quality standards world-class high-tech industries."



Santiago Salinas  
Head of business strategy, AEROMAN  
Aeronautic Industry

### Preferential Access to International Markets

- ✓ El Salvador has trade agreements with 45 countries in the Americas, Europe and Asia. Together they represent a potential market of 1.2 billion consumers.
- ✓ These agreements provide flexible rules of origin and major reductions in import tariffs.

### Incentives for Investors

#### The Law of Industrial Free Zones and Commercialization

El Salvador has 17 Free Trade Zones with excellent road connectivity to major ports and airports.

#### Benefits granted by the Law:

- ✓ Income Tax exemption
- ✓ Value Added tax exemption
- ✓ Local tax exemption
- ✓ Tax Free introduction into the free zones of machinery, equipment, tools, raw material and semi manufactured and intermediate products

#### The International Services Law

Benefits granted by the Law:

- ✓ 100% exemption from import duties on machinery and equipment
- ✓ 100% exemption from income tax
- ✓ 100% exemption from general consumption tax (VAT)
- ✓ 100% exemption from municipal taxes, among others
- ✓ Repatriation of earnings and/or dividends



## Investment Opportunities

- ✓ Commercial aircraft maintenance service operations
- ✓ Ground Support Services
- ✓ Helicopter maintenance and assembly operations
- ✓ Light Sports Aircraft (LSA) airframe part manufacturing
- ✓ Painting and maintenance of commercial aircraft interiors
- ✓ Wire Harnesses Operations
- ✓ Plastic and Metal Mechanic Parts Manufacturing
- ✓ Aerostructures Sub Assembly
- ✓ Components Shops
- ✓ Service Parts Logistics



"31 years of successful management supports the development of a pioneer company in the aviation maintenance industry in Latin America. AEROMAN is recognized by customers as synonymous of quality, safety, reliability, competitiveness and customer satisfaction."

Ernesto Ruiz  
Chairman of the Board, AEROMAN, Aeronautic Industry

