



OMNI HANDLING EYES NEW FBO OPPORTUNITIES

News / Business aviation



Visitors of last EBACE had an opportunity to see a brief overview of each European country business aviation: number of movements, market trends. Actually, an amazing idea, we are sure numbers and trends have been memorized by industry professionals :)

Let's have a closer look to Portugal. According to WingX data, business aviation movements in and out of Portugal have grown 22.2% in the first quarter of 2019.

Portugal's leading executive aircraft handling company, Omni Handling, is ready to expand in its local and regional markets, reflecting the strong growth in business aviation growth these past 12 months. Already holding a 50%-plus market share in Lisbon, Cascais, Porto and Faro, the company has positioned itself in readiness with a revamped brand image and logo, together with an enhanced website.

"To boost our growth and maintain our leadership, we believe the time is now ripe to widen our offering," said CEO Ricardo Pereira. "We have some exciting new projects and territories planned. Top of the agenda is a brand new 150 sqm FBO in Faro and new stations in Santa Maria (Azores) and Madeira."



The first quarter of 2019 saw over 500 large jet movements. Bombardier Globals topped the leader board with 92 departures in the period, representing a 33.3% growth (18% of the total), Gulfstream G650/G600 departures were up 150% during the first three months of 2019. In the light bizav category, Pilatus PC-12 movements were up 14% in the first quarter of 2019, delivering a 10% year on year growth.

Faro, capital of the Algarve is doing especially well with a 10.4% in movements, while Cascais, another main Omni Handling station, grew 19.5% in the same period. "We want to capitalise on the growth, support our existing customers and attract new ones," Mr Pereira concluded.

Founded in 1998 Omni Handling is a leading executive handling business, focused on delivering outstanding quality customer care. Omni Handling is present at Lisbon, Oporto, Faro and Cascais stations and offers supervised handling in Cape Verde at Sal, Boavista, Praia, and São Vicente since 2011 as well as in Angola, Mozambique and São Tomé e Príncipe since 2019."

Omni Handling, with its team of 29, is an ISO 9001:2015 accredited quality certified executive ground handling agent. Omni is an EBAA and BACA member

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