

# AWAS expanding relationship with customer VivaAerobus with Purchase and Leaseback of four new A320 passenger aircraft

## Assisting successful, low cost carrier in Mexico with fleet transition and modernisation programme

Dublin, 24th April 2015

AWAS, announced today that it has agreed to the purchase of four new A320 aircraft from its customer, VivaAerobus, and will then place them on long-term leases with the successful Mexican low cost airline.

Juan Carlos Zuazua, CEO of VivaAerobus stated, "AWAS truly understand the value of a relationship; they were a supporter of ours when we launched eight years ago, and now together we cement the future of our business, as we jointly invest in our new state of the art A320 aircraft which will form the backbone of our fleet which will help us further reduce our costs and thus our fares, create jobs in Mexico, improve our reliability, punctuality and the overall passenger experience."

Ray Sisson, President and CEO AWAS commented on the deal, "VivaAerobus is a prime example of how AWAS works with our customers. We identify and forge relationships with airlines like VivaAerobus early-on, ones with a clear vision, business plan and strong management. And then as they succeed and grow into their next phase, we are there with additional solutions to assist them."

VivaAerobus operates intra-Mexico and international flights providing comfort, quality and international standards at market leading low fares.

### **About VivaAerobus**

Based in Monterrey, NL, Mexico, VivaAerobus started operations on November 2006 being created with the combined expertise of IAMSA and Irelandia. It operates a 15 Boeing 737-300 and 5 Airbus A320 aircraft fleet in 50 domestic routes and 6 in the United States.

IAMSA is Mexico's leading company of ground transportation services. It operates a fleet of 11 thousand buses in 22 states and transports over 300 million passengers a year, reaching over 70% of the population. It employs over 24 thousand people. Irelandia, is the investment vehicle of the Ryan family, founders of Ryanair, the largest and most successful low cost airline in Europe. Irelandia is the leader in the development of low cost airlines around the world. It has also invested in other airlines such as Tiger Airways in Singapore, Allegiant in the United States and expanding the Viva brand with VivaColombia in Colombia.

### **About AWAS**

AWAS is one of the world's leading aircraft leasing companies. Our team of industry professionals serves every major and developing commercial aviation market around the globe from our Dublin headquarters and offices in New York, Miami, and Singapore.

AWAS owns a portfolio of more than 300 modern aircraft from Airbus and Boeing including a number of next generation aircraft. The aircraft portfolio is on lease to over 110 airline customers in 49 countries. The AWAS fleet features a full range of the most popular aircraft types which includes both narrow-bodied and wide-body aircraft.

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