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## **Armavia Signs With AFI KLM E&M For A320 Family Component Support**

**Satisfied with the support provided for a first aircraft, the Armenian carrier broadened the scope of its contract.**

**Paris, Amstelveen, 28 September 2011** – Armavia decided to extend the provisions of the contract signed with AFI KLM E&M in June 2010 to its entire Airbus fleet. The contract now covers component support services, including pool access, repairs, and the provision of a Main Base Kit at the carrier's Yerevan hub.

### **AFI KLM E&M responsiveness to urgent needs**

The initial agreement was for component support services for an Airbus A320-200. Quality of the service delivered, together with AFI KLM E&M's proven expertise with the A320 family of aircraft, convinced Armavia to extend component support to its entire Airbus fleet, totaling two A320-200s and four A319-100s – including the Presidential Jet. Another clincher was AFI KLM E&M ability to instantaneously build and offer a support solution that meets the Armenian carrier's urgent requirements.

Norayr Beluyan, Armavia Chief Executive Officer, emphasized "this reactivity regarding our expectancy was decisive for us. Thanks to its adaptiveness and expertise, AFI KLM E&M offered a full support service in no time".

### **Continuing a privileged relationship**

The initial contract and its recent modification are a continuation of the commercial cooperation that already existed between the two airline groups in the shape of a code-share agreement. In the appropriate framework of a knowledge transfer, AFI KLM E&M is also offering to assist Armavia in its plans to develop its own engineering capability.

Fabrice Defrance, AFI KLM E&M Senior Vice President Commercial, said: "it is quite satisfactory to be consolidating our relationship with Armavia in the maintenance sphere, in addition to the commercial cooperation that already exists between our two groups. AFI KLM E&M will strive hard to live up to the trust shown and nurture a long-term MRO relationship."

### **About Armavia**

Armenian flag-carrier Armavia was founded in 1996. From its hub at Zvartnots International Airport, Armavia operates scheduled domestic and international flights to around 30 destinations in 13 countries in Europe, Asia, and the Middle East.

### **About AFI KLM E&M**

Air France Industries and KLM Engineering & Maintenance, which joined forces following the Air France KLM merger, are world-leading multi-product MRO (Maintenance, Repair, Overhaul) providers with a joint workforce of over 14,000, offering comprehensive technical support for airlines, ranging from engineering and line maintenance to engine overhaul, as well as the management, repair and supply of aircraft components, structured around a powerful logistics network. AFI KLM E&M supports close to 1,300 aircraft operated by 150 major international airlines.

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