

Acquisition Opportunity

Flight School ATO - AMO | South Africa

Profitable Business for Sale

Our client is a well-established flight training school with 15 years of history. Provides aviation training from O-ATP, plus Flight Instructor Training, and has AMO, which supports operations of up to 1,200 flying hours per month. Based in one of the most dynamic airports with 24-hour ATC service.

Strategically located at the main taxiway of the airport, with 24-hour ATC service, a single runway of 3,100m x 45m, and a 1,600 square meter facility. There is an additional base one hour drive from the main airport, fully approved by SACAA, non-tower airfield with night and NDB facilities, and refurbished 6 aircraft hangar with offices.

Training Programs: Private Pilot Licence, Night Rating, Commercial Pilot Licence, Airline Transport Pilot Licence, Type Rating (C208, BE200, Airbus A320, Airbus A340), Instrument Rating, Simulator Training, Instructor Rating, RNAV, TCAS, RVSM, Restricted and General Radio Licence, English Language Proficiency Rating.

Student accommodation: 22 rented apartments nearby and a secure area, in which 15 three-bedroom and 7 two-beds units. (Expect to take out some new leases on additional units in 2024). Presently house 76 students.

Company Structure: The total staff complement currently stands at 30 people, ATO Admin: 6 | AMO: 5 | Flight Instructors: 11 | Drivers: 4 | Cleaning Staff: 4.

Documents available: Executive summary of the company, ATO certificate, and List of Aircraft can be provided after signing an NDA. The Financial Statements can be provided after a virtual meeting with the owner. The rest of the information for the Due Diligence Process can be provided by the owner after receiving a LOI.

Company Highlights

Guide Price: USD 2.4 Million (Sell 100%)

19 Aircraft in total: 15 aircraft owned by the company and 4 (used as security for financing the new simulator): **C172** x 11 | **PA34-200T** x 2 | **SLG2** x 3 | **PA28-140** x 4.

4 Vehicles in total: 3 owned by the company and 1 under finance: **Toyota Avanza:** 6 seats | **Toyota Quantum:** 10 seats | **Toyota Quantum:** 14 seats | **Mercedes Benz Sprinter** Bus: 23 seats (under finance).

Students: The main source of students is from India and the Middle East, predominantly self-sponsored students, introduced by a commission payable to agents.

Simulator: AL250 FNPT2 expects the complete certification by the end of Feb 2024 (owned outright).

The management can stay and support during the transition.

Summary Financial Review

Year	2020	2021	2022	2023	2024 (EST)
In Rand (R)					
Revenue	R17,421,178	R16,432,768	R26,371,222	R30,318,028	R33,000,000
EBITDA	R1,006,240	R1,254,913	R1,770,357	R1,921,955	R2,213,841
In USD					
Revenue	\$940,744	\$887,369	\$1,424,046	\$1,637,173	\$1,782,000
EBITDA	\$54,337	\$67,765	\$95,599	\$103,785	\$119,547

Exchange rate Rand/ USD: 0.054

The financial year ends on 28 February.



Brookfield Aviation Finance has evolved to offer services to our clients, including, sale and acquisition of airlines, flight schools, financing and fundraising for airlines, and aviation-related businesses.

P.O. Box 279, Epsom, Surrey
KT19 8YX, England

Anna Tran
V.P. Brookfield Aviation Finance
+44 (0) 1372 569 284
anna@brookfieldav.com
London Office

Felipe Cabezas
Investment Project Specialist
+44 (0) 1372 569 258
felipe@brookfieldav.com
Colombia Office

www.brookfieldaviationfinance.com