

NYCO Bets Big on Indian Aviation Ecosystem



NYCO is an expert in offering tailor-made solutions in high-performance lubricants and synthetic ester bases for Aeronautics, Defence, Industry, and Automotive. Now, NYCO is looking at enhancing its brand visibility by leveraging its global operations and joint venture with AVI-OIL India (P) Ltd in the Indian sub-continent. In an interview with Aeromag, Pedro Dasi, Director, Civil Aviation, said NYCO sees Wings India 2024 as a significant opportunity for his company to connect with the Indian aviation ecosystem and tap the rapidly growing domestic market for field-proven lubricant solutions.

Pedro Dasi
Director, Civil Aviation, NYCO

Could you share an overview of your company's global operations? What are the expansion plans?

NYCO is a European independent and privately-owned company, expert in the development and manufacturing of high-performance lubricants and synthetic ester bases for Aeronautics, Defence, Industry and Automotive sectors. Our global operations are sustained by more than 300 employees located in nine territories, manufacturing a comprehensive range of 300+ products, having customers worldwide in more than 100 countries.

NYCO ventured into the civil aviation sector many years ago, aiming to diversify its historically defence-oriented activities. The swift implementation of this new initiative was facilitated by the company's robust chemistry knowledge, high-quality products, and a culture of innovation.

In recent years, NYCO's expansion plans have been strategically directed towards broadening its footprint to cater to civil aviation customers and enhancing its brand visibility. This strategy involves leveraging our global operations, with entities situated in Europe, North America, South Asia, and here in India through our enduring joint venture with AVI-OIL India (P) Ltd, celebrating 30 years of its operations in the Indian sub-continent.

Given the inherently global nature of the

civil aviation market, NYCO recognises the necessity of a presence in each territory to ensure the service levels expected by our customers.

Research is at the heart of our activities to develop tailor-made solutions for our customers and to meet the most demanding specifications. We are proud to lead multiple projects to support the sustainability transition for the aviation industry.

Can you detail the successes NYCO has had globally in the civil aviation sector?

Since the inception of our civil aviation business, NYCO's strategy has been to introduce a high-quality lubricant option for airlines worldwide. This approach, coupled with our strategic location, initially led to success with numerous companies, including major airlines like easyJet, Air France, Air Arabia, Spirit Airlines, and Flydubai. NYCO's presence in the civil aviation market is spread across North America, Europe, Middle East and Asia.

A significant milestone was achieved when NYCO secured a long-term agreement to be the lubricant supplier for all Airbus Group entities globally.

Looking ahead, the Indian market emerges naturally as a critical and strategic target. We eagerly anticipate local operators benefiting from our established and field-proven lubricant solutions in the years to come.

How do you look at Wings India 2024? What can we expect from the company at the show?

Wings India 2024 presents a significant opportunity to connect with the Indian aviation ecosystem, a critical part of our strategy to penetrate this rapidly growing market. We are delighted to participate in this major event and look forward to meeting our customers, prospects, OEMs and partners here.

What are the highlights of your participation in the Singapore Airshow? Any new announcements?

The Singapore Airshow is one of the top aviation events, offering a prime opportunity to engage with major partners and prospects in the dynamic Asian aviation market. Our local teams will be present throughout the week, facilitating discussions on implementing NYCO lubricants in the region. Given the rapid growth in the Asian aviation sector, our presence is essential for exploring collaborations and staying abreast of industry developments. The airshow serves as a strategic platform to solidify NYCO's position and contribute to the advancements in aviation technology within the region. We are looking forward to the next edition in February 2024.