



infinite solutions in aviation since 1994



AIRLINES

- AIRCRAFT & ENGINES
- ON BOARD EQUIPMENT
- MAINTENANCE
- CONSULTING AND APPRAISALS
- OTHER PRODUCTS & SERVICES

EXECUTIVE

- AIRCRAFT
- MAINTENANCE
- CONSULTING AND APPRAISALS
- OTHER PRODUCTS & SERVICES

HELICOPTERS

- HELICOPTERS
- MAINTENANCE
- CONSULTING AND APPRAISALS
- OTHER PRODUCTS & SERVICES

TRAINING CENTERS

- FLIGHT SIMULATORS
- EMERGENCY TRAINERS
- CBT

LESSOR & FINANCE

- AIRCRAFT
- TECHNICAL SERVICES
- MANAGEMENT SERVICES
- CONSULTING AND APPRAISALS

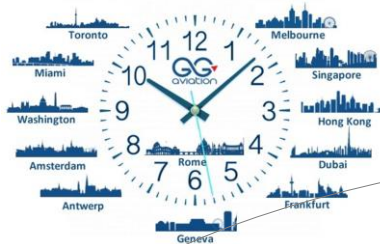
AIRPORTS & MRO

- EQUIPMENT & SERVICES
- INFRASTRUCTURES & SYSTEMS





COOPERATIONS



PARTNERSHIP



REPRESENTATIONS



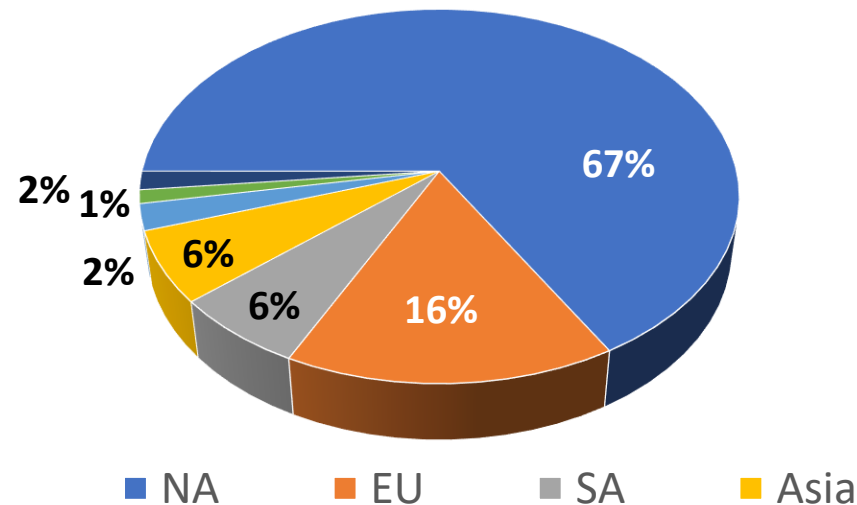
All the above elements allowed to offer to each customer, for over 25 years, a perfectly tailored support and



INFINITE SOLUTIONS

**The european market for business aircraft
is the second in the world**

Distribution of business jets



**but is only about 1/4 of the one in North America
and only 16% of the worldwide one**



Legal aspects of buying and selling business aircraft

Any aircraft transaction is complex and interdisciplinary as it involves commercial, technical, legal, taxation, importation, registration, insurance and other aspects that have to be evaluated by the relevant experts.

The coordination of such aspect is very important

Our role is to coordinate and manage all the inputs from the specialists and ensure that the transaction can be finalized smoothly and with the best satisfaction of all parties involved

This requires high experience, creativity and mediation skills that we in matured in almost 26 years in the field



Pitfalls in acquisitions and maintenance transactions

Aviation transactions are extremely complex and have a number of potential pitfalls which are hard to detect, without the proper experience, and may sensibly vary the deal; some are the following:

- Different wordings in a purchase agreement or a non accurate pre-buy inspection may imply hidden costs or exposures
- Technical requirements becoming effective in the near term need to be verified and evaluated
- Costs of additional activities proposed by the maintenance facility during an inspection can be reduced/avoided by proper monitoring and quick evaluation
- A good auditing of maintenance invoices could also bring to recover some undue or excessive charges

use the services of real experts

even if well paid, will pay back a number of times their cost



Technical pitfalls for leased aircraft

The leasing of private aircraft is still limited (<24% of units in operation per Jetnet) if compared to commercial airliners

Private aircraft is an asset and rarely used more than 500 FH/Yr
As these aircraft are normally covered by PBH maintenance, the main pitfalls in a lease are connected with possible restrictions to area of operations or to the chartering activity

Airliners are a business tool and are used over 2500 FH/Yr

The main concern is in the amount and administration of the maintenance reserves and performance of the relevant inspections and with the requirements of the return conditions

A careful evaluation of all these aspects in the lease agreement may save big amounts of money and avoid operational limitations



Financing and leasing jets and helicopters

Only a few specialized organization offer financing or leasing to private jets and helicopters owner on the basis of the aviation asset. Banks may provide a financing to clients that they know because of other activities (entrepreneurs, corporations etc.)

Type and age of the aircraft may have an influence on the ability to find a proper financing therefore forcing the client in his selection

Given the complexity and the possible (even sensible) difference in terms, it is certainly advisable to

use a finance broker

who already knows the best path for the specific kind of financing needed by the client and how to present it to enhance approval by the lender



Anatomy of a business jet deal

The basic process foresees the following steps:

- Definition of the aircraft type(s)
- Identification of suitable available aircraft
- Signature of a Letter of Intent (LOI)
- Basic inspection of the aircraft
- Negotiation and signature of the Purchase Agreement
- Pre-buy inspection and aircraft acceptance
- Title and money transfers between seller and buyer
- Aircraft delivery to buyer

each of the steps may have several different variations and specific constraints that, in effect, make

each one a unique deal

The role of a qualified broker is essential to guide the parties into the process and ensure that all aspects have been taken in due consideration and be managed properly.



Aircraft valuation

The evaluation of any aircraft is pretty complicated because affected by several technical, commercial, and general factors as well as the changing environment.

Even more so in the last months with the unprecedented situation created by the COVID

The large differences in the values published by the various specialized companies, for the same type and vintage, confirms that

it is quite difficult to assess “one” value for an aircraft

Being active in actual aircraft transactions in different markets provides us a direct perception and more tools to make an accurate and tailored appraisal



THANK YOU

for additional details please visit

www.ggaviation.com

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