



**9th Mediterranean Business Aviation
12 November 2020**

OFF MARKET TRANSACTIONS

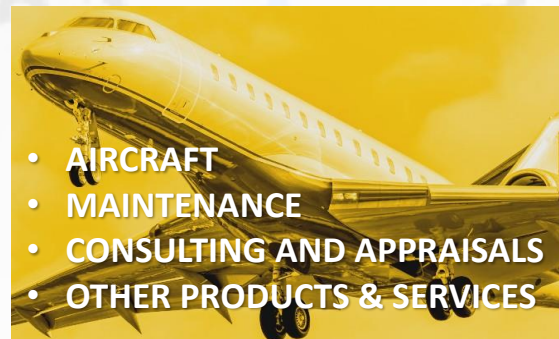


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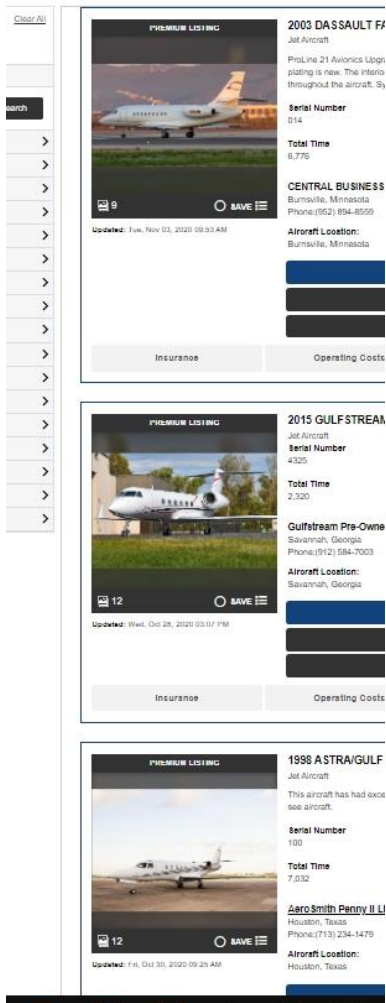


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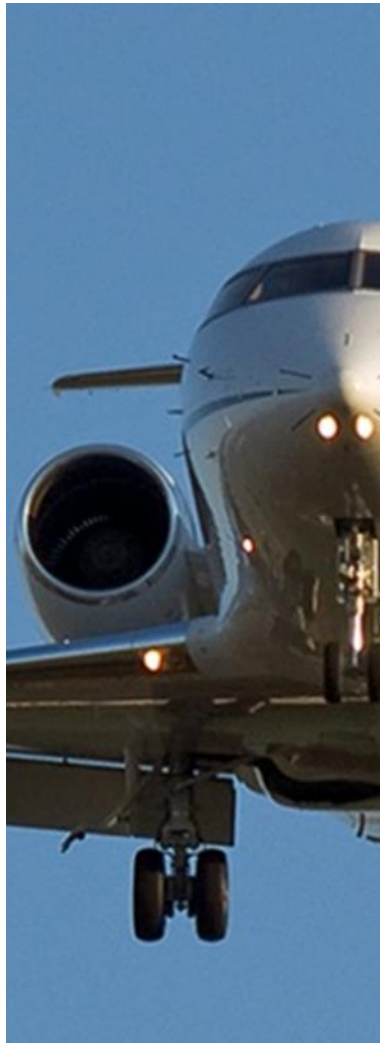
Markets were changed by the new media

In the past few decades any market has been revolutionized by the increased availability of information and possibility to compare them instantly

Despite the complexity of an aviation transaction, this applied also to the aircraft market

Several internet portals allow anybody to easily search for an aircraft for sale, with certain features, providing the feeling that the need of professional assistance is no longer essential

this affects the quality and the confidentiality that would be required in aviation transactions



What is an off-market deal

While the modern media provide general benefits there is an increasing request of off-market deal from brokers, buyers and owners who look for:

a deal which is known only to a few, directly involved, people and carried in a professional way

This approach provides a sort of filtering which grants a better environment for the transaction enhancing the chances of a positive finalization. For such reasons

some people are starting to discard aircraft widely publicized even if perfectly matching their needs



Main benefits

Some of the benefits provided by an off-market deal are:

- Avoid overexposure of the availability or request
- More privacy for the parties
- Personal approach
- Less competitive environment
- Better control of transaction terms

The combination of all these elements, beside offering an overall better condition for the deal results in a

reduction of wasted time



How to handle off-market deals

The access and handling of off-market opportunities requires:

- constant direct monitoring of the market
- wide network of personal reliable contacts
- fast response to market inputs
- flexibility to adapt or create deal structures
- high reputation and experience

Such features and capabilities can only be built with time and maintained by daily dedication, that's why it is important to rely on the services of

a long established and highly professional advisor



Our approach

In 26 years of company activities we gained a wider view of the aviation world through the synergies provided by operating with different types of aviation entities and matters.

Such view, along with the capability of quick reaction, creativity, the expertise allowing to coordinate the transaction in every step and the appreciation and trust obtained from our customers and counterparts put us in position to effectively handle and promote off-market deals.

In addition we developed:

TWO POWERFUL TOOLS

A GLOBAL NETWORK AND DATABASE



The information coming daily from our regular and reliable correspondents located around the world, and those from other sources, are verified and stored in our database, which includes on and off market availabilities and requestes, with

over 400 new opportunities per month

A WEB SITE WITH A NEW APPROACH



off-market
aircraft deals

airliners, business jets, helicopters, engines

It combines the power of internet with long standing expertise and real professional service

- **All opportunities are shown in the same anonymous manner**
- **Additional infos are provided only to qualified counterparts really interested**
- **Free of charge until a deal is actually closed**
- **Usable by all parties in the aviation market**

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THANK YOU

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