



**Malta Corporate Aviation
11 December 2020**

Malta opportunities for aircraft transactions in EU

by



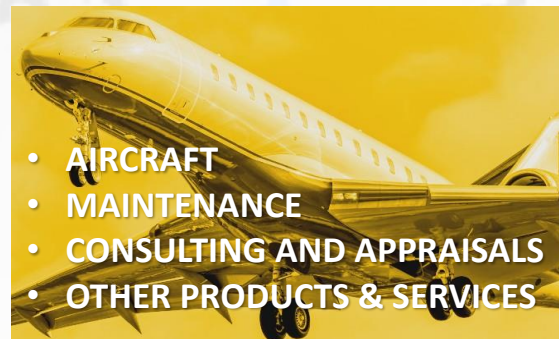
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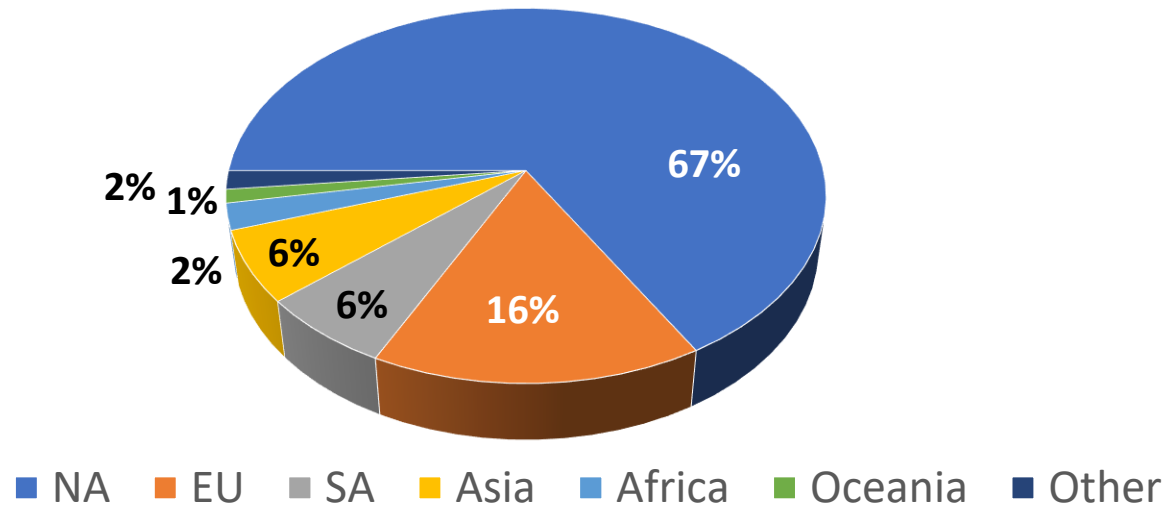
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**The european market for business aircraft
is the second in the world**

Distribution of business jets



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

The majority of the transactions in EU involve aircraft acquired from, or sold to, USA and are normally made in USD



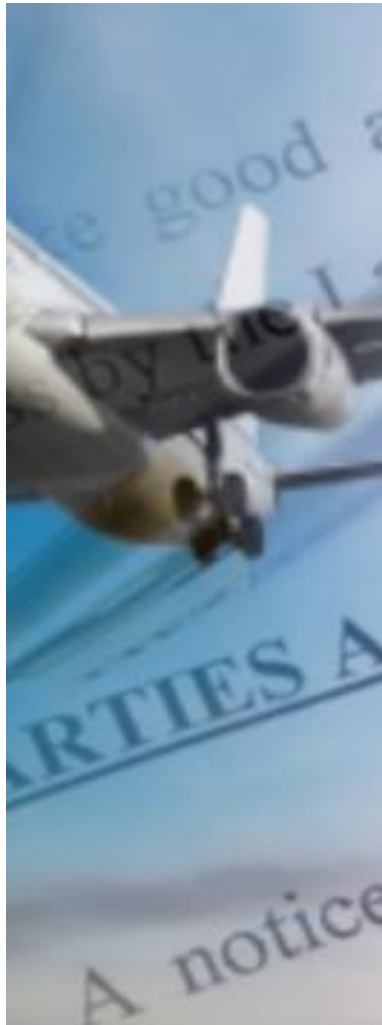
Given the different approaches of the various EU countries, it is important to select the best gateway to be used for the transaction

Main aspects of buying and selling business aircraft

Any aircraft transaction is complex and interdisciplinary as it involves several different aspects including:

- Commercial
- Technical
- Legal
- Financial
- Fiscal
- Importation
- Registration
- Insurance

For transactions, even if entirely made in EU, the choice of the locations for the closing, delivery and management of the aircraft has to take in consideration the above aspects and the priorities of the parties





The positioning of Malta in business

Thanks to its central location in the Mediterranean region Malta has always been a trading center

The policy of Malta remains aimed to attract investors and foreign businesses, in general, providing the ideal environment under several aspects including:

- Being a member of EU
- Ease of company set-up
- Tax system based on a tax refund that allows to reduce the effective rate from a 35% to around 5% and double taxation treaties with over 70 countries
- Solid banking system
- Lower cost and good qualification of workforce
- Legal expertise



Aviation in Malta

Following its established position in the maritime and other business fields, Malta has progressively created a favourable environment for aviation providing:

- Wider possibilities for registering aircraft and engines
- Fiscal incentives for aircraft leasing
- Registration of aircraft mortgages protecting the lender
- Ratification of Cape Town Convention
- Short depreciation Periods
- Tax incentives for MRO
- Infrastructures (i.e. Safi Aviation Park)

Aviation in Malta

As a result of the mentioned support and incentive schemes many international lessors, brokers, MROs, operators, training centers and aviation related businesses have established offices and facilities in Malta, including large maintenance hangars.

This ensures to owners a full and qualified support for their aircraft and infact

**Almost 500 aircraft are registered in Malta
including about 190 business jets**





Steps 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



Off-market deals

While the typical structure of an aircraft deal is the one described, and notwithstanding the large availability of information on internet, there is an increasing request from brokers, buyers and owners for:

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

An Off Market deal infact provides a sort of filtering which grants a better environment for the transaction enhancing the chances of a positive finalization and reducing the waste of time.



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 creativity, the capability of quick reaction, the expertise and the appreciation and trust of our customers and counterparts put us in position to effectively source and handle aircraft deals including off-market transactions.

In order to support such activities we developed, and use

THREE POWERFUL TOOLS

A global network and a 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 requests, with

over 400 new opportunities per month

A web site with a new philosophy



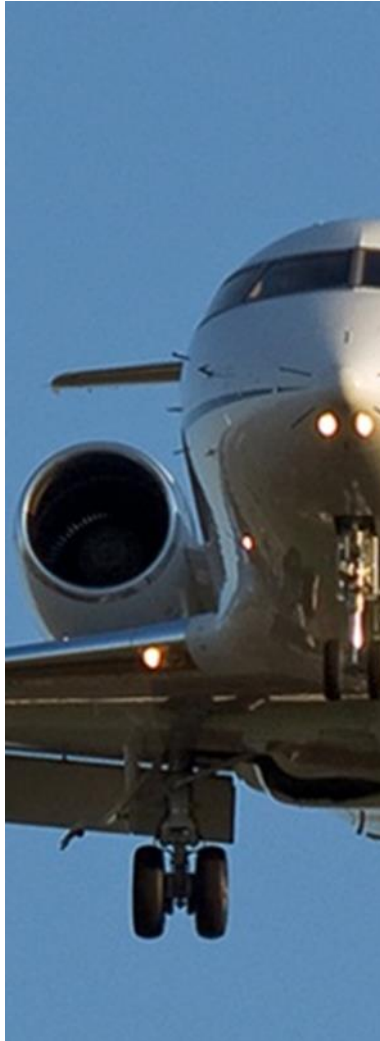
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**combines the power of internet with
expertise and real professional service**

- **All opportunities are shown in the same anonymous manner**
- **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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The importance of overseeing

As seen the expertise of different advisors is essential to ensure that all aspects have been taken in due consideration and be managed properly

It is equally important that the various advises are subject to
a central and professional coordination

Thanks to its high experience and mediation skills G&G is in position to coordinate, manage and prioritize all the inputs from the specialists to ensure that the transaction can be finalized smoothly and with the best satisfaction of all parties involved



THANK YOU

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