With over $2.6B in assets under management and additional current committed capacity to lend, Global Jet Capital specializes in financial solutions for the business aircraft market.
**Customized Financial Solutions**
- Deep client understanding
- Flexible, creative and highly responsive
- Focused on helping our clients protect capital and reduce residual value risk
- Not bound by traditional bank process and regulations
- Experts in multi-jurisdictional tax implications
- Wide range of flexible financial products and services designed to help owners and operators fulfil their lift requirements

**Business Aviation Expertise**
- OEM agnostic aircraft experts
- Strong partnerships with all business jet OEMs, brokers / dealers and management companies across the globe
- In-depth knowledge and understanding of market dynamics and residual value
- Expertise in aircraft regulatory environment, including new and existing mandates (i.e. ADSB)
- Aircraft purchase and sales capabilities

Global Jet Capital: Holistic Specialists in Business Aviation Financing
Supporting our clients throughout the aircraft ownership life-cycle

OUR PORTFOLIO OF FINANCIAL PRODUCTS AND SERVICES

- Operating leases
- Finance leases
- Debt / Loan Structures
- Pre-approvals
- Progress Payment / Upgrade Financing
OPERATING LEASE OVERVIEW

Fixed rate with no interest rate exposure

Allows clients to manage risk & maintain flexibility

Allows clients to have precise budgeting & preserve their own capital
ALLOCATION OF CAPITAL

Traditional loan
10-30% down payment
$5-15 million (Non-Refundable)

Due at closing

Loan vs. Lease

$50 million aircraft

$15m

$5m

Operating lease
security deposit
$5 million (Refundable)

Invest $50 million in a depreciating asset?

Or, invest in your growing business?
Global Jet Capital can spread its risk across a portfolio of aircraft, geographies and time.
SELLING AN AIRCRAFT CAN BE COSTLY

It may take time to sell your aircraft. Investment is tied up during this period.

When you do, it will not be cheap.

Process largely out of seller’s control.

Planning ability is limited if a new/different aircraft is desired.

Historical Averages

- Time on Market: 360 days
- Broker Fees = ~2% of Sale price (~1mm)
- Hangar Fees = ~$10k/mo
- Maintenance = ~$5k/mo
- Insurance = ~$4k/mo

$10 - $20mm Value Loss in 2-3 years

Total for 1 Year on the market ~$1.3mm
FLEXIBILITY

**Operating Lease**
Predictable and flexible exit

- Larger aircraft
- Easily adjust to a changing mission

**Traditional Loan**
Un-predictable exit/No control over the market

- Hire Broker
- Put aircraft up for sale
- Wait 6 - 12 months
- Pay maintenance, insurance and storage while waiting.

Do you buy new now?
Or after aircraft is sold?
PREDICTABLE COSTS

Operating Lease

Smooth Costs

Traditional Loan

Soft Market Ahead

Hire Broker to Sell Aircraft

Caution: Low Resale Value
BALANCE SHEET EFFICIENCY

Balance Sheet
Assets:
Liabilities:

Balance Sheet
Assets:
Liabilities:

Shareholder Value

Non core asset

Core assets

Improved Balance Sheet Liquidity
GREATER PRIVACY

An Operating Lease reduces visibility to an aircraft’s end user, as the public records of the register would identify Global Jet Capital as the owner of the aircraft.
To hedge risk, you’ve put your –

engines \ airframe \ avionics

on program.

Think of a Global Jet Capital Operating Lease as a program for your capital.
### OPERATING LEASE SUMMARY

<table>
<thead>
<tr>
<th>Pros</th>
<th>Cons</th>
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<tr>
<td>- Same quite enjoyment as cash purchase, but greater privacy</td>
<td>- Some usage restrictions</td>
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<tr>
<td>- Preservation of capital</td>
<td>- Fees for early termination</td>
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<tr>
<td>- Tailored and flexible lease terms</td>
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<tr>
<td>- No residual value risk</td>
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<tr>
<td>- Predictable annual costs</td>
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<tr>
<td>- No disposition risk – simply return to the lessor at the end of the lease</td>
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</tbody>
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An operating lease shifts the risks of ownership to the lessor while still providing the same exclusive access to the private jet.
INDUSTRY KNOW HOW & EXPERTISE

- Led by experts in private aviation
- Understand the business aircraft market
- Dedicated focus on business aviation
- Transact quickly and efficiently
- Industry knowledge and strength to provide alternative solutions
- One credit and approval committee - less complicated & quick
Is an operating lease the right solution for you?