



GLOBALJET  
CAPITAL

## THE OPERATING LEASE

\ BUSINESS AVIATION SIMPLIFIED.

# WORLD-CLASS FINANCIAL BACKING



THE CARLYLE GROUP



KKR

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.

# HOW WE CAN HELP YOU



## 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

# OUR PORTFOLIO OF FINANCIAL PRODUCTS AND SERVICES



# OPERATING LEASE OVERVIEW



Fixed rate with no interest  
rate exposure

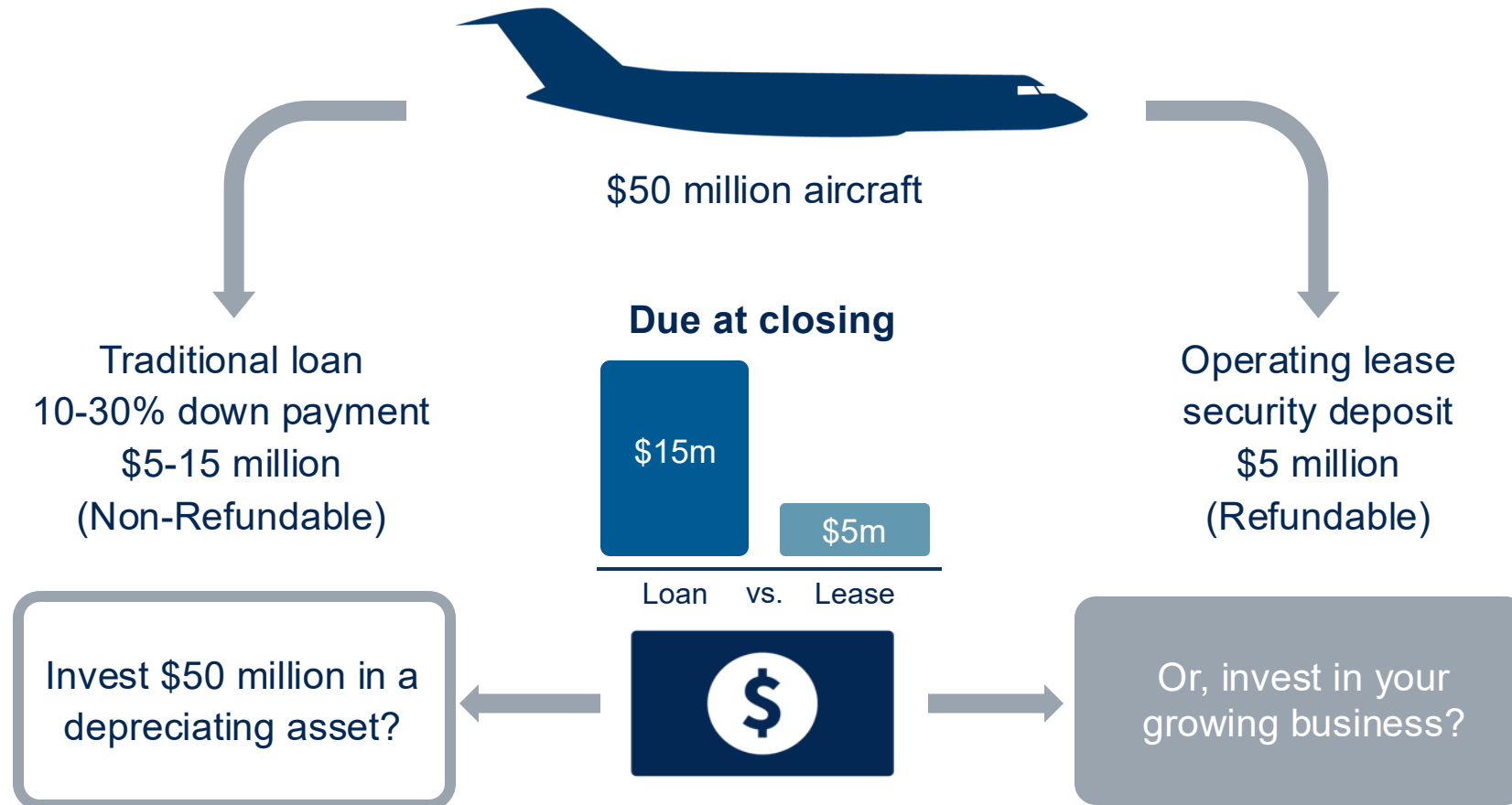


Allows clients to manage risk  
& maintain flexibility



Allows clients to have precise budgeting  
& preserve their own capital

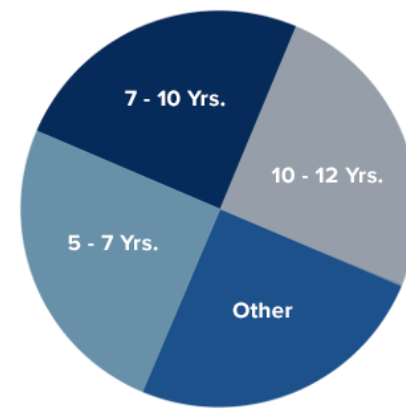
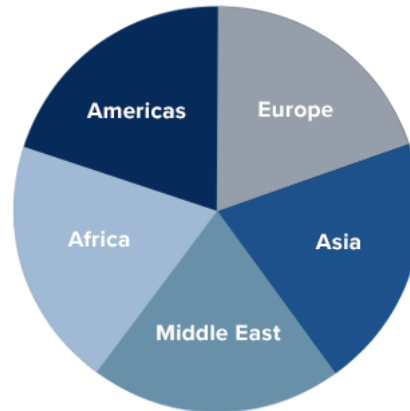
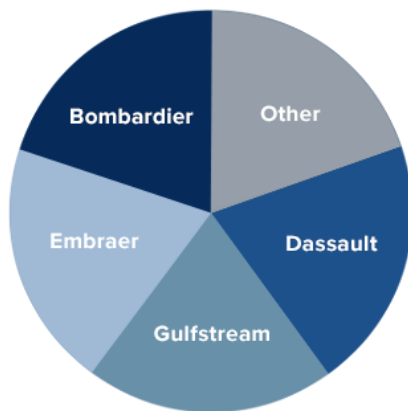
# ALLOCATION OF CAPITAL



# NO RESIDUAL VALUE RISK



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

Remarketing Costs = ~2% of Sale price (~1mm)

Hangar Fees = ~\$15k/mo

Maintenance = ~\$20k - 80k/mo

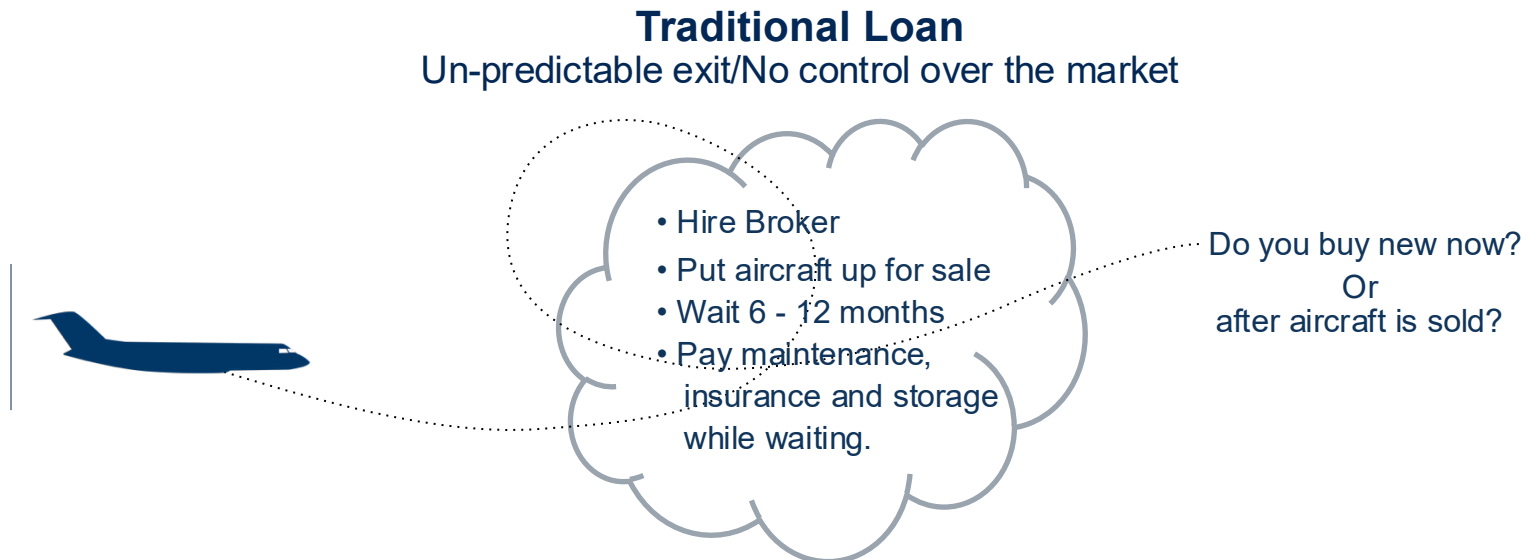
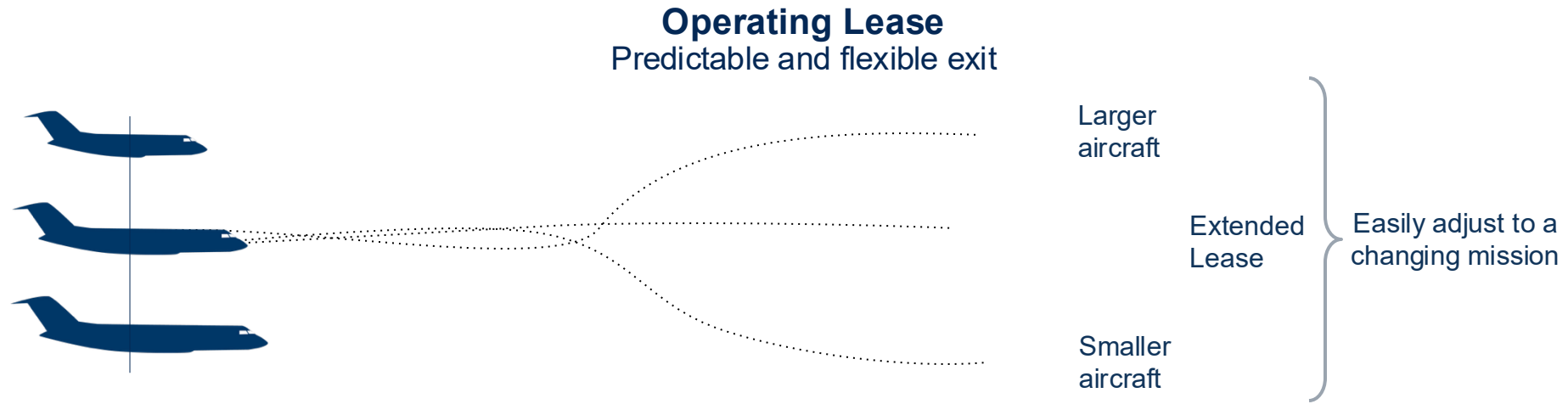
Insurance = ~\$10k/mo

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

Total for 1 Year on the market ~\$1.5mm



# FLEXIBILITY



# PREDICTABLE COSTS

## Operating Lease



Smooth Costs

## Traditional Loan

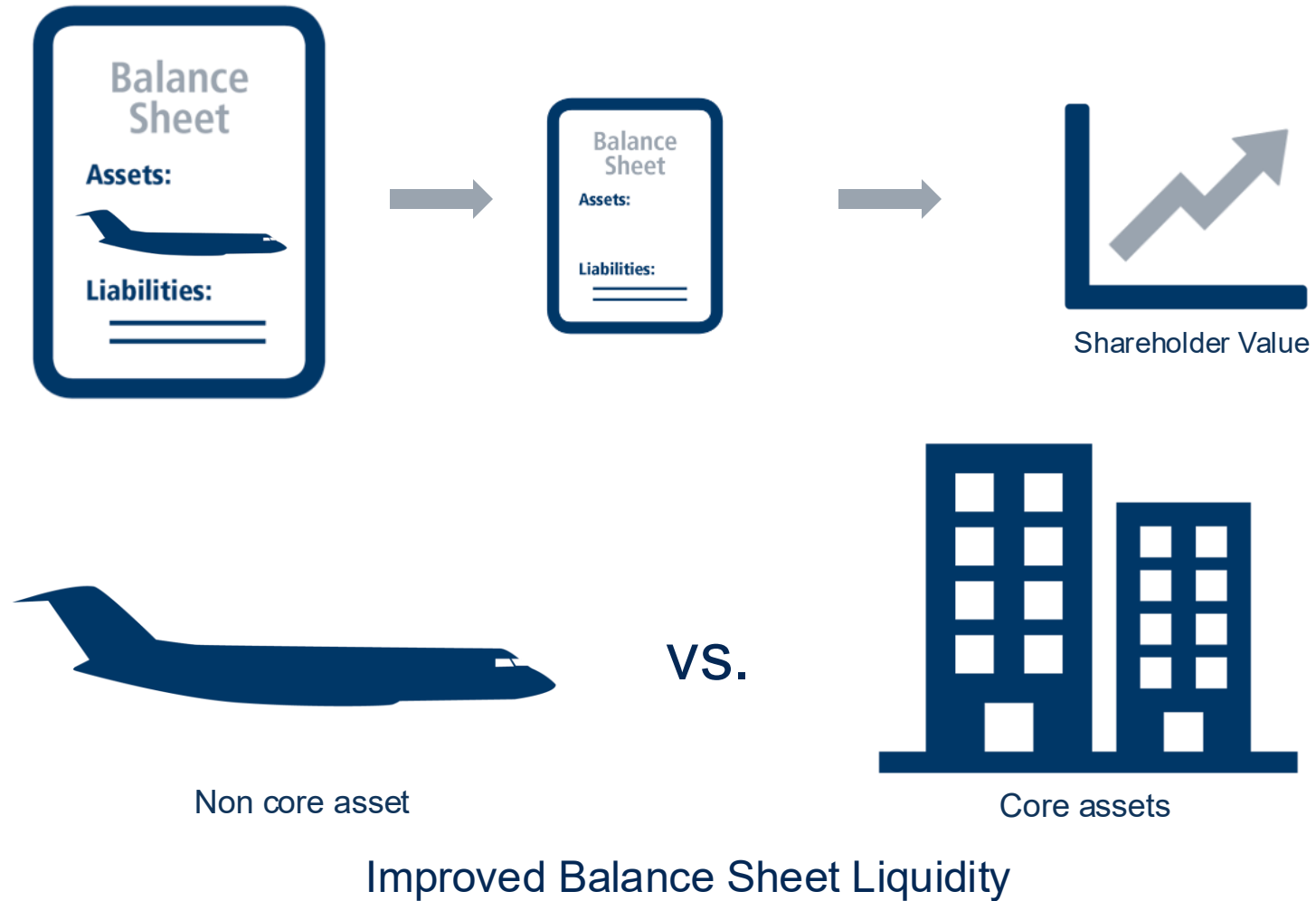


Hire Broker to  
Sell Aircraft

Soft Market Ahead

Caution: Low Resale Value

# BALANCE SHEET EFFICIENCY



# 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

# RISK MITIGATION

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



## Pros

- Same quite enjoyment as cash purchase, but greater privacy
- Preservation of capital
- Tailored and flexible lease terms
- No residual value risk
- Predictable annual costs
- No disposition risk – simply return to the lessor at the end of the lease



## Cons

- Some usage restrictions
- Fees for early termination

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



Seasoned management team

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Understand the business aircraft market

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Dedicated focus on business aviation

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Transact quickly and efficiently

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Industry knowledge and strength to provide alternative solutions

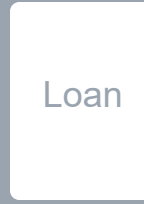
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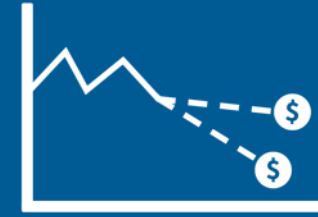
One credit and approval committee - less complicated & quick



Global & Financing  
Leasing Solutions



Allocation of Capital



No Residual  
Value Risk



Predictable Costs



Balance Sheet  
Efficiency



Flexibility

Is an operating lease the  
right solution for you?