

AVIATION CONCEPTS AIRCRAFT SALES UNIT

OVERVIEW

Aviation Concepts handles business aviation's most challenging and innovative trading assignments, deals that require more than pure brokerage – more than the simple buying, selling or trading of a pre-owned aircraft. The Company has innovated an Aviation Sales consultancy for Asia clients without rival in its ability to offer insightful and precise structuring of transactions, rigorous risk management, disciplined aircraft completion management and flawless execution.

RAPID, GLOBAL SOURCING

Aviation Concepts benefits from a strategic alliance with U.S.-based **Jetcraft**, a leader in aircraft sourcing and trading. This enables up-to-the-minute insider access to the U.S. market where 85% of the world's aircraft trading occurs. For Aviation Concepts' clients in Asia, this means expansive entrée to the largest selection of private jets and the ability to act fast in this intensely dynamic market. The Company is wired to the latest private jet listings, 24 hours a day, 7 days a week and can post selling-clients' pre-qualified aircraft with the same immediacy through shared, privileged interfacing with exclusive Internet databases.

FINANCIAL STRENGTH

Partly owned by Japan-based global trading company **Sojitz Corporation**, Aviation Concepts leads a small handful of companies in Asia that can and will take a principal position in pre-owned aircraft. The Company has the financial resources, technical expertise, investment analytic skills and trading savvy to buy new and pre-owned aircraft and to facilitate trades. Aviation Concepts also leverages Sojitz's deep and extensive literacy in Asia's culturally diverse markets – important for navigating the highly localized and complex

regulatory, legal and currency issues of business aviation.

SERVICES

Aviation Concepts works closely with clients to assess their needs and support them with aircraft buying and selling, acquisition planning, legal consulting, tax planning, financing, aircraft inspections, negotiations, maintenance and transaction completion at closing, International ownership and registration options, and the custom design and build-out of aircraft interiors.

Buying & Selling Aircraft

Aviation Concepts offers full sourcing, trading, and brokering expertise for clients looking to buy or sell private jets, including:

- Extensive Research. Dynamic market intelligence for optimum aircraft sourcing and pricing
- Acquisition Agreement. Expert help with establishing the terms and conditions of the acquisition agreement
- Needs Assessment & Cost Analysis. Assistance to determine and establish the right aircraft for the client's needs and budget, including aircraft type, model, year, total time, outfitting and equipment
- Validate & Evaluate. Help with qualifying a first round of recommended aircraft selections based upon total time, year, equipment, engine times, inspections status, damage history, interior conditions, ownership history and maintenance history
- Analyze. Expertise to conduct qualitative analysis of the aircraft's equipment, condition and maintenance, and their effect on overall value-for-price
- Negotiate. Help with securing the best possible price and terms on selected aircraft.

Acquiring Aircraft

Aviation Concepts provides complete acquisition support for pre-owned, recently-repaired or "green aircraft." Services include:

- Evaluation. Complete aircraft acceptance services to inspect and evaluate the aircraft pre-delivery for potential operational/technical problems. Experts evaluate airframe, engine and avionics, and verify the aircraft's equipment, logbook, maintenance history, inspection status and current one-year maintenance projections.
- Registration. Assistance with registration at the International Registry.
- Closing and Delivery. Coordination with the Escrow Company to prepare delivery receipt documents and provide assistance with relocating the aircraft for delivery.

Completing Aircraft Custom Interiors

Aviation Concepts' highly-experienced team of aircraft designers have custom-fitted, managed and operated aircraft ranging from a Falcon 50/900, Gulfstream IV/V/550 and Challenger 604, to the Global Express and Boeing Business Jet. Team members have over 20 years of experience overseeing the design, build-out and maintenance of custom private jet cabins.

The Company emphasizes careful planning and quality execution, along with proper financial controls and measures to monitor expenditures and to ensure minimum variances between budgeted and actual financial performance. Clients can expect on-site project management that includes diagnostic, troubleshooting and technical inspections during every phase of the completion process, and customized solutions that ensure maximum comfort, ease of use, durability, and optimal safety and security.

Business Aviation Consulting

After the purchase, the Company continues to support jet owners with personnel recruitment, crew training and aircraft management, and also facilitates revenue-generating opportunities through its Private Charter Unit.

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