

## AIRCRAFT SOURCING PROCESS

The decision to invest in a private jet entails entering into a complex industry regulated by strict standards. It makes good business sense to embark on such a mission with an informed guide. You can count on our Aircraft Sourcing team to take charge of every detailed aspect of the process.

### PHASE I: ANALYSIS

- 1 Client Meeting
- 2 Questionnaire
- 3 Market Analysis
- 4 Sourcing Mandate

At the client meeting, we take the time to get to know you and to understand the vision and motivation behind your investment project. We identify your tastes and needs through a detailed questionnaire. We then undertake a market analysis in order to find the best matching aircraft type.

### PHASE II: SHORTLIST

- 5 Fleet Compilation
- 6 Desktop Appraisal
- 7 Aircraft Shortlist
- 8 Purchase Offer(s)

We produce a shortlist of aircraft that match all the criteria as defined in phase I. This shortlist comes with an individual aircraft evaluation process. We dedicate the necessary time to explaining the pros and cons of each aircraft, then based on your feedback, we send out purchase offers.

### PHASE III: PURCHASE

- 9 Aircraft Visit(s)
- 10 Letter Of Intent (LOI)
- 11 Pre-Buy Inspection
- 12 Purchase Agreement

We visit each aircraft on the shortlist. As the choice is narrowed down, we submit the Letter Of Intent, which is followed by a Pre-Buy Inspection with a full technical and engineering survey. This leads to the final negotiation, where our role as an informed partner can have a significant positive financial impact. We then set up the Aircraft Purchase Agreement.

## EVERY FACULTY AT YOUR SERVICE: KNOWLEDGE, EXPERIENCE, CONTACTS

At PrivatAir, you will find an aircraft sourcing team with decades of experience, able to provide you with the detailed, current and unbiased advice that is essential for the purchase of your business jet. We are proud to be able to offer:

- Near-on four decades of experience
- A worldwide network of customers and aircraft owners, aviation professionals and associates such as operators, financial institutions, aviation lawyers, brokers, advisers etc. as well as strong relationships with all aircraft manufacturers
- Our experience, not only as an aircraft trader, but also as an operator with combined expertise in engineering, maintenance, crew management, cabin service, dispatch and operation, as well as cost and budget control
- Strong aircraft financing expertise
- The ability to accompany our clients throughout the entire process, from the right choice of aircraft to delivery and beyond, thanks to our experience in aircraft operations



PrivatAir

[www.privatair.com](http://www.privatair.com)



## EVERY BENEFIT ON HAND

### Design & Refurbishment

One of the many advantages of private jet ownership is the prospect of putting your stamp of uniqueness on your aircraft. Whether you are acquiring or refurbishing a jet, we can assist you with the design and installation of the interior, to ensure you gain full enjoyment and efficiency from your investment. We cover all aspects, including in-flight entertainment systems and satellite communications.

### Aircraft Management Service

Our dedicated Aircraft Management team can take on the complete management of your jet, providing a customized service that suits your specific needs. You can enjoy the freedom and flexibility of having your own aircraft at your disposal, without the burden of care.

### Aircraft Charter Sales

Our sales team can manage the chartering out of your private jet, as per your wishes. Available when you need it, earning revenue when you don't, your private jet becomes a sound business investment.



*“ Thank you for offering us a valuable chance to deal with your respected company.*

*I am very grateful for the high quality service and professional work which could not be achieved without your kind assistance. “*

CUSTOMER FEEDBACK

## PRIVATAIR SERVICE EXCELLENCE SINCE 1977

PrivatAir is a renowned leader in business aviation, with a track record of growth and safety spanning near-on four decades. The company's strength lies in its ability to take the best practices of the commercial airline industry and to add the flexibility of business aviation, whilst unfailingly ensuring exceptional standards of service.

PrivatAir is made up of three key divisions delivering service excellence both in the air and on the ground: Scheduled Services, PrivatTraining and Business Aviation – a hub of expertise encompassing Aircraft Charter, Aircraft Management, Aircraft Sales and Sourcing, PrivatJetFuel and Ground Services.

From its beginnings as the corporate aviation division of global conglomerate The Latsis Group, PrivatAir has matured today into an independent, world-renowned, full service commercial operator.

## FURTHER INFORMATION

For more information about Aircraft Sales and Sourcing, please contact Christian Hatje, Senior Vice President, Business Aviation on:

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