

Case Study: Business Jet Asset Management Services

Case:

Empire Aviation Group's (EAG) full lifecycle services utilized by a key client, from advisory services during purchase of an aircraft, complete management services and aircraft chartering to the point of resale of the aircraft.

Client

"ABC"*, a large multinational conglomerate with business portfolio spanning several industries.

EAG Service Offering

Advisory during purchase of aircraft

Aircraft One:

- Provided "buy-side" advisory to ABC during purchase of a pre-owned Bombardier Challenger 604 aircraft ("**Aircraft One**") in May 2012
- Post purchase Aircraft One was registered in **Dubai (A6 registration)**
- EAG was assigned the task of complete management of this aircraft
- Upon the consent of ABC, EAG was also entrusted with the task of running charter operations on Aircraft One; EAG booked commissions from the revenues of every charter flight

Aircraft Two:

- In addition to Aircraft One, in Feb 2013, ABC purchased "brand-new" Gulfstream G450 aircraft ("**Aircraft Two**")
- As earlier, ABC used EAG's purchase advisory expertise during this transaction and helped in obtaining an Isle of Man registration (private registration), operating the aircraft solely for ABC's private flying

Advisory during sale of aircraft

- ABC is contemplating the sale of Aircraft One, and in all probability will consider replacing aircraft one with a newer aircraft
- EAG is representing ABC as the sole sales advisory for Aircraft One and in all probability shall be involved in purchase of the new aircraft, based on ABC's requirements

Key services offered during aircraft management

- Aircraft Induction
- Flight Crew Sourcing, Management & Crew Monitoring
- Flight Planning, Clearances/ Permits, Flight tracking
- Managed Outsourced Services – Ground handling, Fuel, Vehicle
- Hospitality Services – Meet & greet, Catering, Transport, Hotels, etc
- Maintenance Oversight/CAMO
- Routine Compliance Work
- Liaison with Aviation Authorities & OEM's
- Insurance facilitation / renewal
- Compliance with regulations prescribed by relevant regulatory authorities (e.g. GCAA for UAE, Isle of Man CAA, etc) and OEMs for their maintenance schedules
 - Ensuring full compliance as per OEM manual
 - Applying all mandatory updates
 - Use of only genuine / certified spares and parts
 - Maintaining proper aircraft operating history
 - Non violation of any aviation norms or breach of safety

**Client name concealed due to confidentiality*