

CorporateJetInvestor

THE AVIATION FINANCING LANDSCAPE

How to approach your next deal

QUENTIN BOND

Director of Business Development - APAC





JSSI OVERVIEW

MAINTENANCE PROGRAMS

est. 1989

- Engine
- APU
- Airframe
- Tip-to-Tail®

PARTS & LEASING

est. 2014

- **100,000+** parts
- **80+** engines & APUs
- **600+** global vendors
- Rotable programs

ADVISORY SERVICES

est. 2017

- Event management
- Appraisals
- Asset inspections

SOFTWARE

est. 2019

Traxxall

- Maintenance & Inventory Tracking

Conklin & de Decker

- Compare 500+ aircraft

Supporting over 30% of the global business jet fleet

AVIATION
CAPITAL

est. 2023



THE BIZAV FINANCING LANDSCAPE

Criteria	Banks & Private Wealth Management	Specialty Finance
Aircraft Age Focus	0-10 years	5-25 years
Financing Options	Loans and finance leases	Finance leases, operating leases, creative structures
Risk Management / Appetite	Require younger vintage aircraft and strong credit; significant managed assets	Typically more risk appetite
Industry Expertise and Value-Added Services	Aviation typically extension of private bank	Narrow approach to the aviation industry
Clientele	HNW individuals, family offices	HNW individuals, companies, charter operators
Advance Rates	Higher loan-to-value (LTV) and tight credit	Varies based on asset type
Jurisdictional Focus	Regional; dependent on banking footprint	More flexible approach to jurisdictional exposures
Speed of Execution	Large organizational review and approval process	Nimble underwriting and deal structures



USING FINANCE TO OPTIMIZE ACQUISITION PROCESS



Coordination with finance providers early and often is essential for client success



JSSI'S UNIQUE VALUE PROPOSITION IN AIRCRAFT FINANCE

End-to-End Transaction Lifecycle

Global Transaction Support

Local presence provides ability to finance globally

Underwriting

Eight ASA-accredited appraisers perform asset inspections and appraisals both during underwriting and annually, post-close

JSSI maintenance expertise and teardown data provides comfort with "non-bankable assets"

Post-Close Asset Management

Local technical teams provide asset oversight

JAC's team works closely with aircraft management companies





JSSI AVIATION CAPITAL

RECENTLY FINANCED AIRCRAFT

Make	Model	YoM	Region	Loan structure
Bombardier	Global 6000	2021	Middle East	Finance lease
Bombardier	Challenger 604	2005	Africa	Finance lease
Bombardier	Lear Jet 60	2007	Mexico	Finance lease
Embraer	Legacy 600	2008	South-East Asia	Finance lease

**Global focus with
experience financing a
range of aircraft across
various jurisdictions**



OUR TEAM



BEN HOCKENBERG
Chief Investment Officer

Scan for
Contact Info



bhockenberg@jetsupport.com



FABRICE ROGER
EVP, Business Development - EMEA & APAC



froger@jetsupport.com



TREVOR MERSZEI
VP, Business Development - APAC



tmerszei@jetsupport.com



QUENTIN BOND
Director of Business Development - APAC



qbond@jetsupport.com