

AIRCRAFT SALES PROCESS

At PrivatAir, you can rely on service with the strength of deep industry knowledge and a worldwide network of contacts. To assist you in the sale of your private jet, PrivatAir has a team of experts dedicated to covering every detailed aspect of the process.

PHASE I: ANALYSIS

- 1 Client Meeting
- 2 Asset & Market Analysis
- 3 Mandate
- 4 Sales Strategy

At the client meeting, we take the time to clearly understand your expectations in terms of budget, time scale, etc. Following this meeting, we proceed with an in-depth asset and market analysis in order to situate the aircraft within the current market context. We then present the mandate for your approval and develop the sales strategy.

PHASE II: SALES

- 5 Sales & Marketing Materials
- 6 Aircraft Presentation & Offers
- 7 Shortlist Of Opportunities
- 8 Negotiations

To support our sales activities, we create a variety of sales and marketing materials of the highest quality. We then proceed to go out and present the aircraft to potential buyers, ensuring we come back with serious offers. We carefully assess every offer in order to draw up a detailed shortlist. This will be the basis for further negotiations.

PHASE III: CLOSING

- 9 Letter Of Intent (LOI)
- 10 Technical Inspection
- 11 Aircraft Purchase Agreement
- 12 Aircraft Delivery

Once the potential buyer(s) has been identified, we work with lawyers to issue the Letter Of Intent. PrivatAir will also assist the buyer with the technical inspection in anticipation of the aircraft purchase agreement. We then organise and manage the closing in relation to the delivery of the aircraft.

PROFESSIONAL ACCESS TO A GLOBAL MARKETPLACE

At PrivatAir, we provide you with detailed, current and unbiased advice, before accompanying you into the global marketplace. With PrivatAir at your service, you will benefit from:

- Near-on four decades of experience
- An independent, internal aircraft valuation tool to identify the Adjusted Current Market Value (ACMV)
- A worldwide network of customers / potential buyers
- A multilingual aircraft trading team with a focus on European, Middle-Eastern,

African, North American and Chinese markets

- Extensive aircraft management experience that enables us to advise potential buyers on the operation of your aircraft
- An in-house marketing team that will promote the aircraft to PrivatAir's network of customers as well as advertise it through mass emailing campaigns, aviation brokerage platforms, tailor-made letters to Ultra HNWI, PrivatAir's corporate website and magazine



PrivatAir

www.privatair.com



EVERY BENEFIT ON HAND

Aircraft Sourcing

If you are selling your private jet with a view to making a new investment, our Aircraft Sourcing team will be delighted to handle the whole process. It makes good business sense to build a strong working relationship with a partner who can cover your every need.

Aircraft Management Service

Our dedicated Aircraft Management team can handle the complete management of your jet right up until the day it is sold, providing a customized service that suits your specific needs. You can enjoy until the last day, the benefits of freedom and flexibility that come with aircraft ownership, 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 is a sound business asset all the way through to its sale.



“ 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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