



# Business Aviation



## Finance & Support Services



- Onshore / Offshore Ownership - Structured Solutions
  - Competitive International Financing Options
  - Management & Maintenance Contract Advisory
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## Financing

### Loans / Leasing

AFII advises on, and manages Loan / Lease structures for Business Aircrafts that may be brought into the Balance Sheet of the Buyer; alternately, we can structure Lease / Sub-Lease structures to mitigate substantial operating and transaction risk to the borrower / lender.

### Offshore Ownerships

Where the Buyer has substantial business offshore, it may have reasons to locate its Aircraft abroad. Alternately, we remain in the lookout of investment friendly nations and jurisdictions that offer benefits, incentives and facilities for locating Aircrafts and /or engaging in Business of Aircraft Ownership, Maintenance & Operation. Such structures help reduce the initial Capex to be invested for the purpose.

Besides providing Financial, Tax & Legal Services in such jurisdictions, AFII also has its relationships in place for supporting Aircraft Operating and Maintenance Services in most of Europe and the USA.



### Onshore Ownerships

We support in provision of \$/€/INR denominated Lease / Loan facilities for acquisition of Aircraft for Private Use of Indian Entrepreneurs / Foreign Companies desiring to own an Aircraft with VT Registration. The ownership structures can be Modified Off-shore Ownerships, Pure Onshore Structures, with currency denomination according to the choice of the Purchaser.

We access finance from both Indian & Specialized Aviation Finance Institutions abroad with whom AFII has a stable and consistent relationship and track record.

We have a Legal Cell in-house with qualified lawyers supporting the implementation team. However, we seek support of international Law & Taxation firms where required.

## Support Services



### **Aircraft Sale & Purchase Agreements**

We advise our clients on every commercial aspect of the purchase contracts to make them easy understandable to our clients.

We help our clients in negotiating the contract with the Manufacturer / Manufacturers' Agents. We offer sound, practical commercial advice to facilitate the contractual process, and can carry out or assist with most forms of commercial negotiations based on extensive market knowledge.

### **Transaction risk mitigation advice**

We advise Financial Institutions on mitigation of their transaction risk in a new risk situation / jurisdiction besides providing extensive information on local laws, aviation rules and registration / deregistration procedures, political risk assessment and management, protective bankruptcy law provisions' risk mitigation, etc.

### **Debt restructuring & distressed debt workouts:**

We also provide debt restructuring solutions to our clients as per their needs.

### **Aircraft Sale/Lease back transactions:**

Many clients find it more advantageous to purchase aircraft rather than to create a lease arrangement. However, should their objectives change, aircraft owners can become lessees through a sale-leaseback arrangement. There will be no interruption or disruption of aircraft operations. We advise & structure the aircraft sale/leaseback transactions, helping the clients to generate cash and mitigate risk of resale.

### **Aircraft remarketing:**

We assist in remarketing of aircraft at fair value in all market conditions on sale or lease basis through our international tie-ups and existing Client Relationships.



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