



Two Centuries of Success Ready to Serve You

When you partner with Holstein Aviation, you immediately accrue multiple benefits from all of the knowledge, experience and capability gained through:

- ✓ **250** years of total experience
- ✓ **56,000** combined flight hours
- ✓ **3,500** transactions
- ✓ **\$8** billion in revenue

Team members possess type ratings in light, medium and long range / large cabin heavy jets from nearly all major aircraft manufacturers. These individuals are also known across the aviation industry for their integrity, capability and professionalism.

Astute and Experienced Professionals

Holstein Aviation team members have held senior management positions at leading companies throughout the aviation industry:

- Corporate flight departments
- Air charter companies
- Aircraft fractional ownership
- Fixed base operations (FBO)
- Maintenance, repair and overhaul (MRO) providers
- Fixed- and rotary-wing aircraft manufacturers (OEMs)
- Manufacturers of gas turbine engines
- Commercial airlines

Aircraft Leasing (Short or Long Term)

The Holstein Aviation Aircraft Leasing Process

A structured, rigorous and detailed procedure is employed to rapidly develop the most effective and beneficial lease of the best aircraft at the lowest possible lease rate for you. This proven approach, which has saved our clients thousands of dollars, is unfailingly utilized on your behalf and to your benefit.

GATE 1 – Stakeholder Input

Need assessment determined, financial parameters identified and the future projected.

GATE 2 – Identification and Definition

Mission defined and aircraft recommendations developed.

GATE 3 – Total Cost of Ownership Calculation

Every financial aspect is compiled and presented in a multi-year format.

GATE 4 – Asset Vetting

Useful life expectancy set, inspections verified and all relevant due diligence completed.

GATE 5 – Comprehensive and Detailed Documentation

Logbooks researched, registrations verified, maintenance and warranties confirmed, and a complete pre-buy inspection conducted under our watchful eye.

GATE 6 – The Transaction

Expect an anticlimax. Your Holstein Aviation team has done the head work and leg work. Everything is in order.

GATE 7 – Enhance Value and Preparation for the Future

Ongoing process begins to keep you abreast of the market and your asset's position, makes you aware of unique opportunities and gets you ready to meet your next requirement.

The Holstein Aviation Difference

Connections, contacts, credibility and capability.

The Holstein Aviation team knows the industry and the people. We also know how to connect you with the right buyer or resource.

Unrivaled service and support.

Log in to your own personal, private and secure portal at www.HolsteinAviation.com 24/7/365 for access to electronic files with all the documents relevant to your project.

The whole team is on your team. Every team members' knowledge, experience, expertise and contacts are utilized on your behalf.

Knowledgeable specialists.

Specific team members who know everything about specific, and complex subjects, such as contracts and marketing, are dedicated to your project for faster and error free completion.

Global coverage and cooperation. Holstein Aviation team members and affiliates are located around the corner as well as around the world for you. That global knowledge ensures full and complete marketplace intelligence and connections.



Holstein Aviation team members have flown the line, and instructed, trained and managed flight departments.

(Continued on reverse)

The Advantages of Leasing

Lessees and lessors alike can benefit substantially by leasing a business aircraft. The benefits range from maintaining cash flow to avoiding a large capital loss, and from quick access to a business aircraft to the ability to find the right aircraft for your mission through actual trial usage.

Lessees

1. Quickly access the benefits of business aviation assets
2. Delay or avoid a sizable capital expenditure
3. Gain operational experience in various aircraft types
4. Acquire additional lift on an interim basis

Lessors

1. Avoid a large capital loss
2. Reduce recurring fixed costs
3. Retain valued flight department employees
4. Maintain access to the business aviation asset

Types of Leases

Aircraft, Crew, Maintenance and Insurance (ACMI)

- Access to a business aviation asset
- Qualified crew to operate the aircraft
- Hull and liability insurance coverage
- Scheduled and unscheduled maintenance
- Registrations, charts, manuals and loose equipment
- Fixed monthly payment
- Set number of flight hours
- Variations include lower fixed monthly lease cost and hourly flight time charges

Wet Lease

- Another name for ACMI lease
- Terms range from one month to two years
- Longer lease generally lowers monthly rate
- Less than 30 days viewed as ad hoc charter

Dry Lease

- Primarily used by leasing companies
- Lease only includes access to the aircraft
- Lessee provides crew, insurance, fuel and pays to operate
- Aircraft registered by lessee
- Lessee holds operating certificate
- Two variations
 - Operating lease
 - shorter term versus operational / economic life of the aircraft
 - asset does not appear on lessee balance sheet
 - Finance lease
 - aircraft viewed as a purchase; on balance sheet
 - purchase option for agreed price at lease end
 - lease payments exceed 90 percent of aircraft value
 - term of lease more than 75 percent of asset useful life



Holstein Aviation executives' backgrounds encompass senior level management positions from all segments of business, general and commercial aviation.