



SOP for Function: <u>Corporate Aircraft</u>	Operations Procedure Number: <u>1.0</u>
Procedure Name: <u>Global Capabilities Handbook</u>	Revision Number: <u>.2</u>
Procedure Owner: <u>CAF Marketing (Jenn Murphy)</u>	Effective Date: <u>5/5/2009</u> Last Update by: <u>Jenn Murphy</u>

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How to Use Handbook

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List of Countries

If country is not listed below please [contact sales leader](#) for the area in question to obtain financing solutions and information.

Austria	Guatemala	Norway
Australia	Honduras	Panama
Bahamas	Hong Kong	Poland
Bahrain	Hungary	Portugal
Belgium	India	Puerto Rico
Bermuda	Ireland	Qatar
Brazil	Israel	Saudi Arabia
Canada	Italy	Singapore
Chile	Japan	Slovakia
China	Jordan	Slovenia
Costa Rica	Korea	Spain
Cyprus	Kuwait	Sweden
Czech Republic	Liechtenstein	Switzerland
Denmark	Luxembourg	Thailand
Dominican Republic	Macau	Turkey
Egypt	Malaysia	UAE
Finland	Malta	United Kingdom
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Sales Leader Contact Information

Areas Covered	Name	E-mail	Contact #
United States and Puerto Rico	Keith Hayes	Keith.Hayes@ge.com	(972)-713-2522
Asia-Pacific	Daniel Blizzard	Daniel.Blizzard@ge.com	61 (3) 9867 0029
Europe/Middle East/Africa	Elmar Lukas	Elmar.Lukas@ge.com	49 (211) 5350170
Canada	Tony Bergeron	Tony.Bergeron@ge.com	(514) 397-5338
Latin America/Caribbean	Luz Ramirez	Luz.Ramirez@ge.com	(52 55) 5257-6496

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Austria

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Austro Control Register

Perfection

- <http://www.austrocontrol.co.at/en/content/atm/AIS/Products/OeNfL/LFZREG/lfzreg.shtml>

Sales Leader Contact Information

Mireille Meyer
+49-(0)211-5350349
mireille.meyer@ge.com

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Australia

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Split currency funding
- Acquisition of aircraft from globally diverse locations.
- Cross Border Financing

Structures

- Fixed, Floating and Flexible repayment structures
- Floating to Fixed Rate conversation options.
- Specialized financing solutions for non combat military aircraft
- Inventory management / financing solutions for corporate aircraft.
- Structured repayment structures including seasonal adjustments, skip payments, interest only periods.
- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- CASA

Perfection

- CASA

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Bahamas

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Keith Hayes

1-972-713-2522

Keith.Hayes@ge.com

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Bahrain

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Belgium

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
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- Helicopters

Products

- Loans
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- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Belgian Aircraft register

Perfection

- <http://aircraft.mobilit.fgov.be:8080/Aircraft/wbrainc1>

Sales Leader Contact Information

Simon Hines

+44 (0)7768036365

simon.hines@ge.com

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Bermuda

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Keith Hayes

1-972-713-2522

Keith.Hayes@ge.com

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Brazil

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
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Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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Canada

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries
- Must have good balance sheet, history of profitability, adequate cash flow

Favored Assets

- Large, medium and small cabin aircraft
- < 20 years old
- Turbine or turboprop aircraft and helicopters
- Stage 3 noise complaint

Products

- Loans:
 - Range from 5 to 12 years
 - Driven by quality of collateral, term, quality of credit, balloon
- Leases:
 - Offer fixed, floating and floating with option to fix
 - Sale/Leaseback
 - Purchased for 90% of FMV
 - Obligor's credit is evaluated on a case by case basis

Structure

- USD or CAD denominated loan

Civil Aviation Authority in Owner/Operator Database

- Transport Canada

Perfection

- PPSA All Canada except Quebec.
- RDPRM for Quebec.
- Aircraft is registered as any other movable property would be. International registry

Sales Leader Contact Information

Tony Bergeron
1.514.397.5338
Tony.Bergeron@ge.com

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Chile

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Civil Aviation Authority in Owner/Operator Database

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Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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China

Credit Strike Zone

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- Large Public & Private companies that own or require corporate aircraft.
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- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Costa Rica

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Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
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- End-of-term purchase options
- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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Cyprus

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Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
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- Dealer finance programs
- Pre-delivery Financing

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- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Elmar Lukas
+49 (211) 5350170
Elmar.Lukas@ge.com

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Czech Republic

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Favored Assets

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- <20 years old
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- Helicopters

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- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Denmark

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
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Products

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Danish Aircraft Register

Perfection

- <http://dcaa.slv.dk/natregister/>

Sales Leader Contact Information

Per Undin

+46 703 157967

per.undin@ge.com

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Dominican Republic

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
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- Upgrades
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Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Keith Hayes

1-972-713-2522

Keith.Hayes@ge.com

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Egypt

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
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Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

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Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Finland

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
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Civil Aviation Authority in Owner/Operator Database

- Finnish Aircraft register

Perfection

- <http://www.civilaviationauthority.fi/aircraftregister>

Sales Leader Contact Information

Per Undin

+46 703 157967

per.undin@ge.com

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France

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- DGAC Aircraft Register

Perfection

- http://www.immat.aviation-civile.gouv.fr/immat/servlet/aeronef_liste.html

Sales Leader Contact Information

Matthieu Chavrot
+33 (0)1 46 14 77 47
matthieu.chavrot@ge.com

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Germany

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
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- Fair market Value lease
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- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- LBA

Perfection

- http://www.lba.de/cln_009/nn_57320/EN/LBA/Organisation/Abteilung_20B/B5/B5__Uebersicht.html

Sales Leader Contact Information

Mireille Meyer
+49-(0)211-5350349
mireille.meyer@ge.com

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Greece

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Elmar Lukas
+49 (211) 5350170
Elmar.Lukas@ge.com

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Guatemala

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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Honduras

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
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- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
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- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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Hong Kong

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Split currency funding
- Acquisition of aircraft from globally diverse locations.
- Cross Border Financing

Structures

- Fixed, Floating and Flexible repayment structures
- Floating to Fixed Rate conversation options.
- Specialized financing solutions for non combat military aircraft
- Inventory management / financing solutions for corporate aircraft.
- Structured repayment structures including seasonal adjustments, skip payments, interest only periods.
- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Hungary

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

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- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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India

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
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- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater then 85%.

Favored Assets

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- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

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- Upgrade refinancing
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- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Ireland

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
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- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
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- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Irish Register of Civil aircraft

Perfection

- <http://www.iaa.ie/index.jsp?p=93&n=99>

Sales Leader Contact Information

Rob Derbyshire
+44 (0)7785 387 901
robert.derbyshire@ge.com

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Israel

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
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Favored Assets

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- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Italy

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- Established, Large and Middle Market companies, high net worth individuals
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- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Matthieu Chavrot

+33 (0)1 46 14 77 47

matthieu.chavrot@ge.com

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Japan

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
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Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
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- Sale-leasebacks
- Split currency funding
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- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

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Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Jordan

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Early purchase options
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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Korea

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
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Favored Assets

- Large, Medium, and small cabin turbine aircraft.
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- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
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- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Split currency funding
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- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

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Perfection

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Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Kuwait

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
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- Pre-delivery Financing

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Liechtenstein

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

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Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Luxembourg

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
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Favored Assets

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- Turbine or turpoprop a/c,
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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Luxembourg Aircraft register

Perfection

- http://www.dac.public.lu/services/espace_aeronefs/registre/index.html

Sales Leader Contact Information

Simon Hines

+44 (0)7768036365

simon.hines@ge.com

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Macau

Credit Strike Zone

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- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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SOP for Function: <u>Corporate Aircraft</u>	Operations Procedure Number: <u>1.0</u>
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Malaysia

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Split currency funding
- Acquisition of aircraft from globally diverse locations.
- Cross Border Financing

Structures

- Fixed, Floating and Flexible repayment structures
- Floating to Fixed Rate conversation options.
- Specialized financing solutions for non combat military aircraft
- Inventory management / financing solutions for corporate aircraft.
- Structured repayment structures including seasonal adjustments, skip payments, interest only periods.
- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
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Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Malta

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Mexico

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries
- Must have good balanced balance sheet, history of profitability, adequate cash flow

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters
- FAA or DGAC registered

Products

- Loans
 - Progress payment financing
 - 5-12 Year fixed rate
- Leases:
 - Offer fixed, floating and floating with option to fix
 - Sale/Leaseback
 - Non-true leases
- Cross-border leasing and loans

Structure

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Refurbishment/avionics
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and DGAC - Owner Database

Perfection

- FAA
- DGAC and
- International Registry

Sales Leader Contact Information

Luz Adriana Ramirez
 011-52-55-5257-6496
Luz.Ramirez@ge.com

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Netherlands

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Netherlands Civil Aircraft Register

Perfection

- http://www.ivw.nl/custom_error/PageNotFound.aspx

Sales Leader Contact Information

Simon Hines

+44 (0)7768036365

simon.hines@ge.com

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New Zealand

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- PPSR

Perfection

- PPSR

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Norway

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Per Undin

+46 703 157967

per.undin@ge.com

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Panama

Credit Strike Zone

- Established, Large and Upper Middle Market companies, high net worth individuals
- All industries
- Must have a strong balance sheet, history of profitability, sustainable cash flow generation

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turboprop a/c,
- Helicopters
- FAA registered domestic registration in some cases

Products

- Loans
- Sale-leasebacks
- Progress payment financing
- Cross-border leasing and loans

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades
- Forward fix/rate lock

Civil Aviation Authority in Owner/Operator Database

- FAA and Local Registry

Perfection

- FAA and International Registry for N registered aircraft

Sales Leader Contact Information

Luz Adriana Ramirez
011-52-55-5257-6496
luz.ramirez@ge.com

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Poland

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
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- Uneven, skip payment and seasonal payment structures
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- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Portugal

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Matthieu Chavrot

+33 (0)1 46 14 77 47

matthieu.chavrot@ge.com

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Puerto Rico

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters
- Stage 3 noise complaint
- FAA registered

Products

- Loans
- Tax sensitive leases
- Sale-leasebacks
- Non-true leases
- Limited Guaranty Products
- Co-Ownership/Hybrid Products
- Progress payment financing (On and Off Balance Sheet subject to lessee's determination)
- Specialized S Corp Structures (Hypothecation & Indirect Security Interest Structures)
- Cross-border leasing
- U.S. denomination foreign registry

Structure

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- FAA - Owner Database

Perfection

- FAA
- International Registry

Sales Leader Contact Information

Keith Hayes

1-972-713-2522

Keith.Hayes@ge.com

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Qatar

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Operating lease
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- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Saudi Arabia

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
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- Helicopters

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Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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Singapore

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
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- Operating lease
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- Split currency funding
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- Cross Border Financing

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- Upgrade refinancing
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- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

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Perfection

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Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Slovakia

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact sales leader for more information

Perfection

- Contact sales leader for more information

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Slovenia

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

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Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Spain

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

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- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- RNAC Spanish Civil Aircraft Register

Perfection

- <http://www.aviacioncomercial.net/rnac/search.php?buscar=EC-JNH&campo=register&primary=1&secondary=101&lng=eng>

Sales Leader Contact Information

Matthieu Chavrot
+33 (0)1 46 14 77 47
matthieu.chavrot@ge.com

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Sweden

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
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- Pre-delivery Financing

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Swedish Aircraft Register

Perfection

- http://www.luffartsstyrelsen.se/templates/LS_LuftFartyg_Sok____35109.aspx

Sales Leader Contact Information

Per Undin

+46 703 157967

per.undin@ge.com

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Switzerland

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
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- Pre-delivery Financing

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- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Swiss Aircraft Registry

Perfection

- <http://www.bazl.admin.ch/fachleute/luftfahrzeugregister/index.html?lang=en>

Sales Leader Contact Information

Matthias Mueller

+41 (0)44 497 41 20

Matthias.mueller@ge.com

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Thailand

Credit Strike Zone

- High Net Worth Individuals that own or require corporate aircraft.
- Large Public & Private companies that own or require corporate aircraft.
- State & Federal Governments that own or operate corporate aircraft.
- Acceptable Military departments that operate non combat commercial aircraft.
- Corporate Aircraft Managers and Charter Operators.
- All customers must demonstrate acceptable cash flow, servicing capability and leverage. Leverage against the aircraft is no greater than 85%.

Favored Assets

- Large, Medium, and small cabin turbine aircraft.
- Rotary wing aircraft
- CASA registered for Australian aircraft
- Non turbine aircraft are not a favored asset class
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Split currency funding
- Acquisition of aircraft from globally diverse locations.
- Cross Border Financing

Structures

- Fixed, Floating and Flexible repayment structures
- Floating to Fixed Rate conversation options.
- Specialized financing solutions for non combat military aircraft
- Inventory management / financing solutions for corporate aircraft.
- Structured repayment structures including seasonal adjustments, skip payments, interest only periods.
- Upgrade refinancing
- Avionics upgrade financing / - Engine replacement financing / refurbishment finance.
- Forward Rate lock agreements.
- Progressive draw structures that assist with manufactures payment requirements.
- Corporate financing structures to assist public and large private organizations acquire aircraft

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Daniel Blizzard

+ 61 3 9867 0029

daniel.blizzard@ge.com

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Turkey

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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UAE

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- Contact Sales Leader for more details

Perfection

- Contact Sales Leader for more details

Sales Leader Contact Information

Elmar Lukas

+49 (211) 5350170

Elmar.Lukas@ge.com

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United Kingdom

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters

Products

- Loans
- Hire purchase
- Refinancing
- Financial lease
- Operating lease
- Fair market Value lease
- Sale-leasebacks
- Cross-border leasing
- Dealer finance programs
- Pre-delivery Financing

Structures

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- G-INFO Aircraft register

Perfection

- <http://www.caa.co.uk/application.aspx?catid=60&pagetype=65&appid=1>

Sales Leader Contact Information

Rob Derbyshire
44 (0) 7785 387 901
robert.derbyshire@ge.com

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USA

Credit Strike Zone

- Established, Large and Middle Market companies, high net worth individuals
- All industries

Favored Assets

- Large, med, and small cabin
- <20 years old
- Turbine or turpoprop a/c,
- Helicopters
- Stage 3 noise complaint
- FAA registered

Products

- Loans
- Tax sensitive leases
- Sale-leasebacks
- Non-true leases
- Limited Guaranty Products
- Co-Ownership/Hybrid Products
- Progress payment financing (On and Off Balance Sheet subject to lessee's determination)
- Specialized S Corp Structures (Hypothecation & Indirect Security Interest Structures)
- Cross-border leasing
- U.S. denomination foreign registry

Structure

- Fixed, floating, and adjustable payment structures
- Floating to fixed rate conversion options
- Uneven, skip payment and seasonal payment structures
- Early purchase options
- Early termination/upgrade options
- End-of-term purchase options
- Upgrades/refurbishment/avionics
- Forward fix/rate lock
- Pre-paid/deferred option

Civil Aviation Authority in Owner/Operator Database

- FAA - Owner Database

Perfection

- FAA
- International Registry

Sales Leader Contact Information

Keith Hayes

1-972-713-2522

Keith.Hayes@ge.com

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