

Aviation Finance



GE Capital





A better way to do business travel

If you've ever considered purchasing a company aircraft then you already know it makes good business sense. With more control, flexibility and total privacy, it's a more productive and efficient way to travel for business.

Aviation finance that works for you

Financing your aircraft through GE Capital makes even better sense. That's because with us, you get more than funding. You can rely on the continued support of a large local team plus benefit from the insight and expertise that only comes from being the market leaders.

Our financing is linked to your aviation asset, not other items on your balance sheet. It provides an alternative source of capital outside of your business or personal banking. As a result, you'll have the advantage of greater liquidity in your business to focus your funds on growth.

"From the very first meeting with GE Capital, what they said they would do, they did.

They focused on win/win solutions, with integrity and an up-front approach.

There's no question that I'll work with GE again to fund our next aircraft".

Andrew Fox
Deputy Chairman - Linfox





Unparalleled expertise in aviation finance travel

GE Capital knows aviation finance because we're in the industry. We've been financing corporate aircraft since 1977 and manufacturing jet engines since 1917. Aviation is in our DNA. What that means for you is the choice of more solutions with more flexibility. You'll also receive financing on the true value of your aircraft, which means less risk.

As a specialist, we understand the complexities of aircraft funding. That's what makes the process simple for you.

"GE Capital is the market leader and understands the assets better than any other lender. This makes all the downstream issues easier. Only someone who really understands this market can make the process simple. GE does".

Tim Roberts
Chairman – AVWest

Numbers of a market leader

30	24	20	2,000
years experience in Global Corporate Aviation Finance	billion dollar global aircraft portfolio	years experience in Local Aviation Finance	aircraft in our global portfolio



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How working with us benefits you

- **Help facilitate your aircraft acquisition**
We can provide the essential contacts you need to secure your purchase.
- **Confidence in your purchase**
Know what you're buying with access to aircraft history and market insights.
- **Access to additional capital and liquidity**
Knowing aircraft values and depreciation means we can typically lend more. Plus refinance existing aircraft to unlock equity for higher return investments.
- **The option of no resale risk**
You can choose a structure that removes the resale risk of your aircraft asset. We can underwrite the residual and hold all the risk for you.
- **Full aviation product suite**
We have the most extensive product range across offshore acquisitions, construction finance, term finance, revolving term loan structures and refinancing.
- **Flexible payments and structure**
Our solutions are tailored to your business structure, needs and economic position. As a global business, we offer multi-currency payments to remove your currency risk.

"GE Capital has the ability and experienced insight to make a complex process simple. They're great communicators, absolute aviation specialists and great at what they do."

Harold Mitchell
Chairman – Mitchell Family Office



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What to consider when you're considering Aviation Finance

Before purchasing your aircraft there are a number of questions you'll need to ask. Some you might not have even thought of. When you meet with GE Capital, we'll take you through every consideration to help structure the right solution for your business.

Questions to ask

- What is your cash flow profile?
- Do you have refinance risk?
- How do you plan to utilise the aircraft?
- Do you want to use your interest and depreciation or lease payments as a tax deduction?
- Do you want your transaction to be on or off your balance sheet?
- Would you like to fund the construction payments?
- Do you wish to unlock your equity to invest in high returning investments?
- How do you remove currency risks on aircraft funding?

Answers we can help with

- ✓ Do you want to redraw and repay as required?
Talk to us about a revolving loan facility.
- ✓ Are you looking at new aircraft with some lead time to delivery?
Talk to us about construction finance.
- ✓ Worried about changes in aircraft values over time?
Talk to us about an operating lease.





Local support you can count on

GE Capital offers the largest team of aircraft finance specialists throughout Australia and New Zealand. That means we have people on the ground to assist you face-to-face and at any time so you can make decisions quickly.













You'll have the support of a dedicated representative who knows your business inside and out. Plus, access to the global GE network, including valuers, aircraft sellers and buyers. It's our business to know the process and potential complexities, leaving you to get on with running your business.

*"I always recommend
Aircraft buyers talk to
GE Capital about
aircraft funding"*

Tim Roberts
Chairman - AVWest



Recent transactions in Australia and New Zealand

<p>Sole Lead Arranger</p> <p>US\$61,000,000 Aircraft Term Loan</p>  <p>2 x Bombardier Global Express</p>	<p>Sole Lead Arranger</p> <p>US\$40,000,000 Aircraft Trading Facility</p>  <p>Aircraft Inventory</p>	<p>Sole Lead Arranger</p> <p>US\$15,000,000 Secured Aircraft Loan</p>  <p>Dassault Falcon 7X</p>	<p>Sole Lead Arranger</p> <p>A\$5,000,000 Secured Aircraft Loan</p>  <p>Hawker 900XP</p>
<p>Sole Lead Arranger</p> <p>US\$4,900,000 Secured Aircraft Loan</p>  <p>Augusta A109</p>	<p>Sole Lender</p> <p>US\$13,973,106 Secured Aircraft Loan</p>  <p>Bell 429; 2 x King Air 350</p>	<p>Sole Lender</p> <p>A\$15,500,000 term loan A\$10,000,000 bank guarantee Secured Aircraft Loan</p>  <p>Search and rescue aircraft</p>	<p>Sole Lead Arranger</p> <p>US\$1,450,000 Secured Aircraft Construction Loan</p>  <p>AgustaWestland AW169</p>
<p>Sole Lender</p> <p>US\$26,000,000 Secured Aircraft Loan</p>  <p>Global XRS</p>	<p>Sole Lead Arranger</p> <p>US\$48,000,000 Secured Aircraft Loan</p>  <p>Gulfstream G650</p>	<p>Sole Lead Arranger</p> <p>US\$18,000,000 Secured Aircraft Loan</p>  <p>Bombardier Global Express</p>	<p>Sole Lead Arranger</p> <p>US\$24,500,000 Secured Aircraft Loan</p>  <p>Bombardier Global Express</p>

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