

at a glance» AIRCRAFT FINANCE SERVICES



When it comes to acquiring and financing a plane, the aviation specialists at Citi Private Bank offer comprehensive guidance every step of the way.

The Citi Private Bank Edge

Our in-house aircraft finance team is dedicated solely to assisting clients during each stage of acquiring and financing a private aircraft. We help current and prospective aircraft owners in several ways:

- **Customized financing** – We offer credit facilities that meet personal and business cash-flow requirements. We make the process of buying a jet aircraft easier and can help you close on a purchase within a few weeks, if necessary.
- **Experienced professionals** – Our team specializes in working with high net worth individuals and privately owned companies. And we can draw on the expertise of Citi's global banking and lending specialists when needed to provide you with almost any financial product, almost anywhere in the world.
- **Global Reach** – Our offices span the globe, reaching every major market.

Our Services

We can help you make informed decisions on your aircraft selection.

- **Services for Prospective Owners** – Our aviation specialists can help you select an aircraft by assessing your needs and travel patterns. We can provide information and advice on fractional ownership, whereby you purchase shares of an aircraft.
- **Services for Committed Buyers** – In certain markets, our aviation specialists can help you evaluate an aircraft's integrity and history of maintenance and damage, as well as the fairness of the seller's asking price.
- **Services for Owners** – We can help you with aircraft-ownership issues by providing referrals to aircraft insurers, aviation attorneys, maintenance providers and charter companies.

The Acquisition Process

Our aircraft finance team can help you decide among the different types of ownership and the various options for financing and maintaining your aircraft. Important factors to consider when deciding among a long-, medium- or short-range plane are the number of hours you plan to fly each year and where you plan to go, as well as the number of people you plan to take with you. Generally, the following rules apply if you fly:

- 50 to 200 hours a year, a fractional share may suffice.
- 200 to 400 hours, the decision should be based on your personal financial situation.
- more than 400 hours, full ownership is probably a better option.

Aircraft Financing and Ownership Structures

We offer an extensive choice of credit structures to buyers:

- **Full Ownership** – We specialize in financing the full ownership of an aircraft, and we offer a variety of loan structures and maturities at competitive rates. Most jet aircraft models qualify as collateral for these financings, enabling us to tailor a loan to meet your particular requirements.
- **Refinancing** – Refinancing can be a valuable way to free up some of the equity in an aircraft owned outright. If current interest rates are lower than those on an original aircraft loan, refinancing may be a cost-effective option that yields substantial savings. Our rates and terms are competitive. In addition, for clients with variable-rate loans, we can help lock in low rates through a fixed-rate transaction or swap.
- **Fractional Ownership** – Fractional ownership can be a cost-effective way to secure the benefits of owning a private jet without all

the responsibilities. Fractional shares range from one-sixteenth to one-half of an aircraft. We provide the financing for the shares, which are available only through an independent fractional-share company and are not available in all locations. Here's how it works:

- You become a titled owner of a fraction of the aircraft and are registered as the titled owner with the US Federal Aviation Administration and the International Registry.
- The fractional-share company manages all the day-to-day operations and maintenance of the aircraft.

Assembling the Team

We work with a number of leading industry professionals and can help you choose an aircraft broker or acquisition consultant, an attorney who specializes in aircraft financing, and a management and maintenance company. They can assist you with the many steps in the acquisition process.

Purchase Process

The purchase process includes the pre-purchase inspection (which is necessary when buying a used aircraft); the negotiation of loan terms and conditions; and, finally, the closing, including filing the title with the Federal Aviation Administration and the International Registry in the US, or the appropriate regulatory authority in other jurisdictions. Although the purchase process usually takes anywhere between four and 10 weeks, we have closed transactions in as little as two weeks in the US, under certain circumstances.

Contact Information

To learn more about how Citi Private Bank can help you, please call your Private Banker or Mary T. Schwartz, head of the aircraft finance team, at (212) 559-0561.

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