

# Stay ahead of the game and navigate with effective solutions

Aviation Business Services





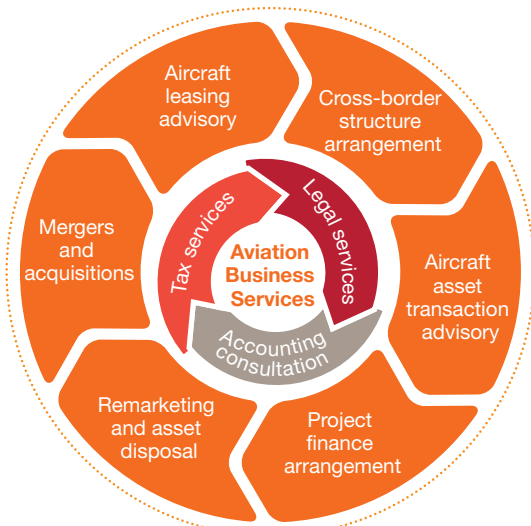
# Challenges faced by the aviation industry

Aviation is a complex and highly specialised industry. Increasing investment requirements have made transaction structures more complicated, leading to higher investment costs and lower returns for potential investors. When it comes to formulating effective investment solutions, firms may often lack in-house professionals who can tackle taxation, legal and accounting complexities of their aviation business which ultimately adds another obstacle to success.



# How we can help

PwC’s Aviation Business Services provides a range of advice and solutions in response to the challenges and opportunities unique to the aviation industry. Bringing together our professionals from multiple disciplines, we offer our clients a one-stop, all-inclusive solution covering accounting consultation, taxation, legal and other aspects.



## Aircraft leasing advisory

We develop long-term sustainable and trusted relationships with our clients throughout their business cycle. In the initial stage, we work closely with them on organisational structure and formulate a business development plan tailored to the firm’s resources and growth potential. We provide detailed advice on implementation, including planning on transaction, financing structure, guidance on transaction execution and post-closing lease management. It is in our interest to cultivate and increase both values and profitability for all projects.



## Cross-border structure arrangement

As commercial aircraft is an asset with international mobility, aircraft leasing is a globalised industry. With this in mind, it is vital that aircraft leasing companies in Asia Pacific play an active role in the international market. Thanks to PwC’s unrivaled global network, our professionals cover all corners of the world, allowing us to cope with cross-border aircraft leasing work and the needs of our clients.



## Aircraft asset transaction advisory

As an active participant of the industry, we have established a broad network that enables us to receive first-hand market information from recent transactions. Our professionals retain a vast and diversified client base. We are capable of bridging the gap between the buy- and sell-sides of any aircraft funding opportunity, ultimately creating value for our clients.



### Project finance arrangement

It is fundamental for leasing companies to obtain a stable and preferential financing source. Equipped with a deep understanding of the aviation financing market and specialised expertise, we are skilled in formulating the best financing arrangement.



### Tax services

Tax is one of the key elements that affects the return on investments. Some jurisdictions offer preferential tax treatments for the industry. Our tax specialists provide comprehensive tax advice and support to buyers, sellers and financiers, including international tax advice, tax treaty applicability, tax efficiency review, and implementation plan for the deals.



### Remarketing and asset disposal

With the rapid growth of the aircraft leasing industry over the past decades, the demand on aircraft remarketing, modification, dismantling and recycling has been on the rise. PwC recognises the importance of long-term asset growth and has experience working with secondary market participants to help our clients mitigate asset residual risks.



### Legal services

Aircraft is a high-value asset which warrants strong legal protection. Our legal specialists are well equipped to support aircraft finance transactions and structures, including legal advice, contract drafting/negotiation, aircraft ownership and mortgage registration, transaction restructuring in case of changes in laws and default, due diligence, dispute resolution, assets recovery, etc.



### Mergers and acquisitions

The aviation industry is capital- and technology-intensive. Many potential investors in the capital market intend to gain industry access and expand their business overseas through cross-border merger and acquisition activities. At the same time, many international aviation-related companies are looking for new strategic investors, which may be of interest to Asia Pacific investors. Again, backed by the extensive PwC network, we can map suitable business opportunities across the world.



### Accounting consultation

Accounting treatments, in particular accounting ratios, cash-flow and tax positions, are key factors when deciding an investment strategy. Various accounting standards are applicable to lessors and lessees. Some of our partners serve as members of accounting regulatory bodies. Having an in-depth and forward-looking understanding of the accounting standards, we help stakeholders of the transactions optimise their business strategies. We also offer practical training to better equip our clients in this regard.



## Let's talk

Our team of professionals has vast experience in the international market and a diverse background from aircraft manufacturers, investment banks, airlines, leasing companies and corporate finance institutions. Our team members have been involved in various aviation transactions and structural financing arrangements with total asset values up to multi-billion US dollars. We have a proven track record of delivering bespoke and unique advisory services to airlines, aircraft leasing companies, airports, aircraft engineering companies, aviation catering companies, aircraft part-out facilities, financial institutions, aviation investors and related government bodies.

Staying on top of global market development, we can help you seize the right opportunity at the right time. Contact us to learn more about our core competencies and services, and how we can create value for you.

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