



SILC

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SPARFELL INTERNATIONAL LEASE CORPORATION



**CORPORATE LEASE**



**HEAD OF STATE LEASE**





## THE SILC SOLUTION

The Alternative to Aircraft Ownership

ACMI (Aircraft Crew Maintenance Insurance) is the established, best-practise leasing model used in commercial aviation. SILC now brings ACMI leasing to business aviation.

# SILC FOR **CORPORATE**





# Corporate Lease

A new solution for an evolving industry

- Typically 1/3 less cost than ownership
- Preserves cash flow - keeps company's investments in core business
- Aircraft does not appear on company's balance sheet
- Hassle-free: liability & responsibility for operations, crew, maintenance and insurance are with operator
- Flexible lease term (2-10 years)
- Easy to budget
- No residual value risk
- Flexible choice of aircraft
- Easily and effortlessly change of aircraft at end of lease
- Exclusive and dedicated aircraft and crew
- Client determines aircraft base
- Aircraft operated by Luxaviation one of the largest private aircraft operators worldwide
- The highest standard in safety
- The highest standard in service
- Fully compliant solution



# WHY SILC for Corporate Lease

FROM the limitations of current models

- Full ownership - no longer appropriate for economic and political reasons
- Fractional ownership - inflexible, costly and complicated
- Charter - limited to Ad Hoc flights

TO the new hassle-free tailor-made ACMI solution

- New demand for a seamless non-ownership model
- All the benefits of ownership with none of the inconvenience
- Full cost control
- Discretion
- Maximum choice of aircraft and lease terms



# SILC FOR HEAD OF STATE





# HEAD OF STATE LEASE

A New Solution Adapted to Today's Economic & Political Environment

- Dedicated aircraft
- Aircraft corresponds to specific Head of State requirements
- Flexible lease term
- Avoids large direct investment
- Controlled budget
- No positioning costs
- No resale value risk
- Political exposure minimised
- Hassle free: liability & responsibility for operations, crew, maintenance and insurance are with the operator
- The highest standard in safety (flight crew and maintenance)
- Advanced security procedures
- The highest standard in service
- Advanced medical equipment
- Latest communications technology





# WHY SILC for Head of State Lease

The current models do not correspond to the budgetary and political context of today

- Public perception
- Budgetary restrictions
- Restrictions on capital expenditure
- Limited supply of Head of State chartered aircraft
- Security issues
- Unavailable back-up in the case of higher demand for travel or primary aircraft shortfall
- Lack of privacy and confidentiality
- Insufficient suitable cabin configurations



# THE SILC SOLUTION OVERVIEW

## INCLUDED IN SILC LEASE RATE

Aircraft  
Crew  
Maintenance  
Insurance  
Monthly agreed flying hours

## ADDITIONAL TO SILC LEASE RATE

Fuel  
Navigation and airport charges  
Executive handling at airports  
Catering  
Flying hours over the monthly agreed amount

Over a typical 3 year period, aircraft ownership will cost 30% more than the SILC Solution.

Therefore, SILC will save you money while providing a superior experience.



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