

Lift Comparator

	OWNERSHIP	LIFT	
	TYPICAL ANNUAL UTILISATION	200+ hours	200+ hours
COMMERCIAL	COMMERCIAL RELATIONSHIP	Owner	Service provider
	CONTRACT TERM	N/A	5 year contract
	ECONOMICS	Upfront capital, financing, fixed and utilisation charges	Fixed and utilisation charges
	AIRCRAFT	Dedicated, personalised aircraft	Dedicated, personalised aircraft
OPERATIONAL	CREWS	Known crews	Known crews
	SERVICE CONSISTENCY & SAFETY	Strong yet no service level commitment	Strong with a service level commitment
	LIABILITY EXPOSURE	Potential operational, tax, legal & financial	None
	CAPITAL INVESTMENT	e.g. 30% deposit, additional assets under management	Smaller security deposit
FINANCIAL	TAX/STRUCTURES	Potential VAT liabilities	No VAT payable
	CUSTOMER RESIDUAL VALUE RISK	Significant – unknown total cost of ownership	None – predictable, known costs
	COMMENT:	Complex, risky, capital intensive, Balance Sheet impact and optics	De-risks and simplifies aircraft ownership with commercial service

The smarter alternative to aircraft ownership

