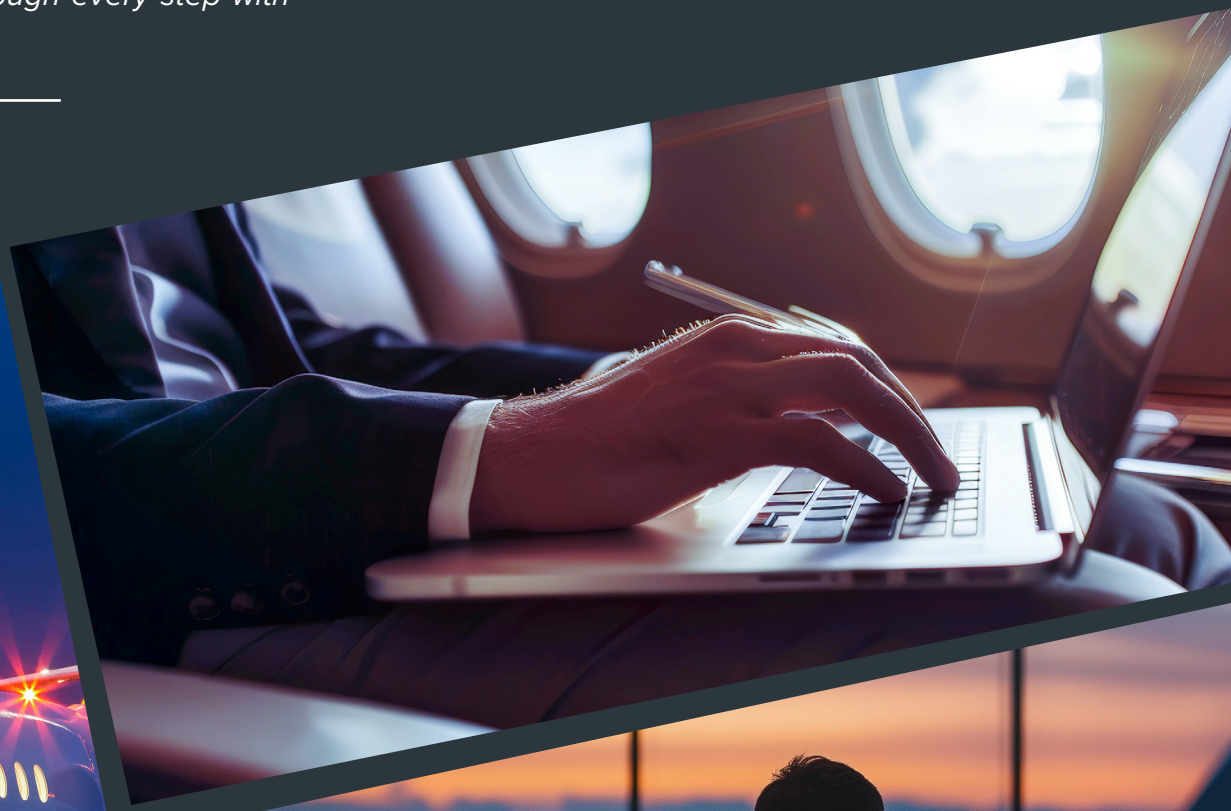
BOUTSEN
AVIATION



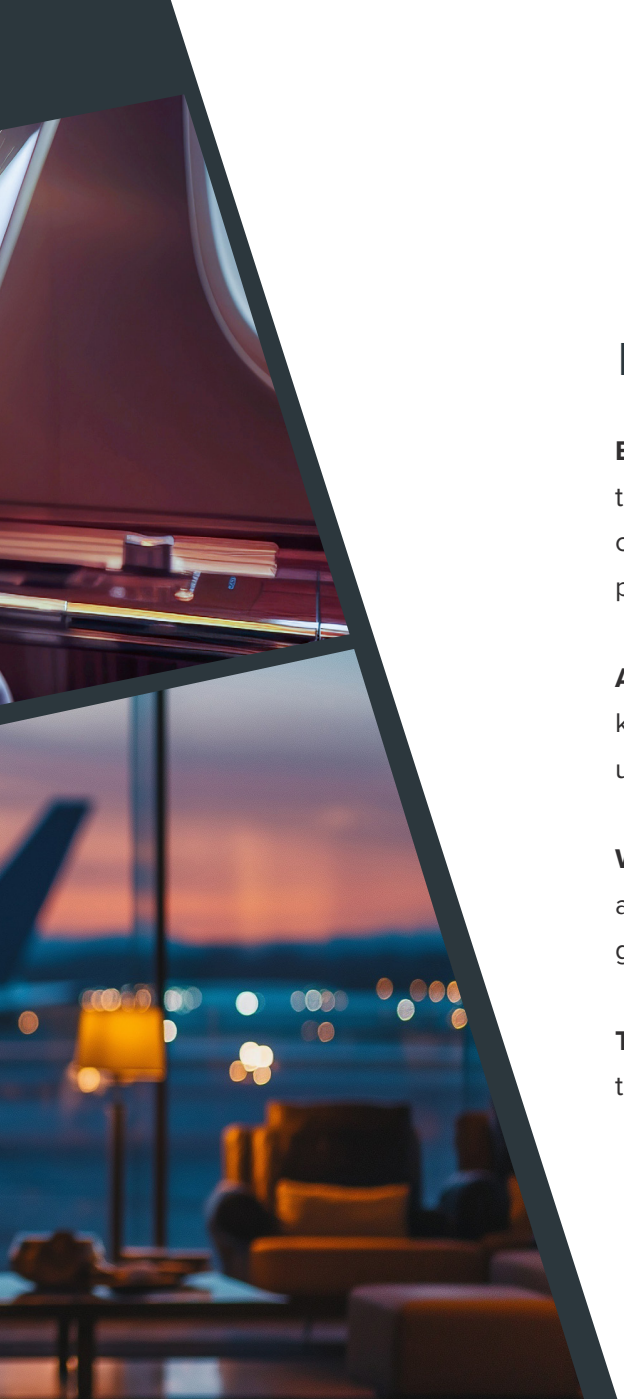
AIRCRAFT TRANSACTION GUIDE

Our commitment is to guide you through every step with expertise, integrity and discretion.









Every Transaction Begins with Understanding

Buying or selling a business aircraft is a complex undertaking, involving commercial, technical, financial and regulatory considerations. Every transaction presents its own challenges, requiring experience, careful preparation and close coordination between all parties involved.

At Boutsen Aviation, we believe that successful transactions are built on more than market knowledge. They require a clear strategy, sound judgment, transparency and a thorough understanding of each client's objectives.

Whether assisting with an aircraft acquisition, representing an owner in the sale of an aircraft, or facilitating a discreet off-market opportunity, our role is to provide expert guidance and dedicated support throughout the process.

This guide outlines the principles, procedures and professional commitments that shape the way we work, from the initial assessment to the successful completion of a transaction.

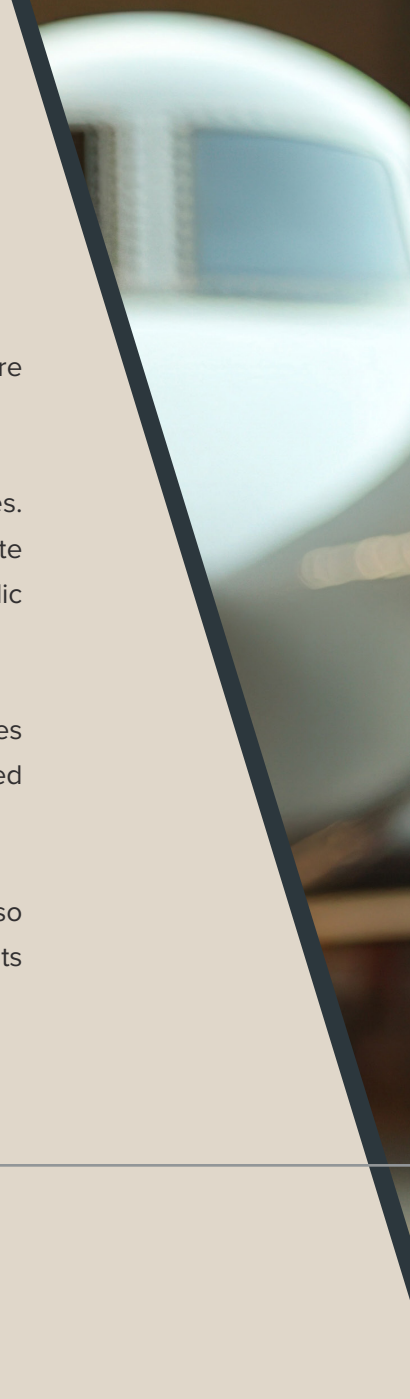
Beyond the Traditional Market...

The business aircraft market is constantly evolving, and so are the ways in which transactions are initiated and completed.

Traditionally, aircraft sales have largely relied on publicly advertised listings and formal sales mandates. While these remain an essential part of the market, an increasing number of transactions now originate through direct relationships, confidential discussions and opportunities that never appear on public platforms.

Aircraft owners may prefer discretion, while prospective buyers increasingly seek access to opportunities beyond the advertised market. This evolution calls for a more flexible, proactive and personalised approach to aircraft brokerage.

Today, successful transactions depend not only on knowing which aircraft are available for sale, but also on understanding which owners might consider selling, identifying genuine acquisition requirements and recognising opportunities before they become visible to the wider market.





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The Right Connection Changes Everything

At Boutsen Aviation, we have adapted our approach to reflect the changing dynamics of the aircraft market. Whether representing an owner under an exclusive sales mandate, facilitating a discreet off-market transaction or sourcing an aircraft to meet a specific buyer requirement, we combine market intelligence, direct relationships and international reach to identify and develop the right opportunities.

Our experience extends beyond aircraft formally available for sale. Through our established network of owners, operators, industry professionals and prospective buyers, we are able to explore opportunities that may not be accessible through conventional marketing channels.

Each situation requires its own strategy. Some aircraft benefit from broad international exposure, while others call for carefully targeted communication and the highest level of discretion.

Our role is to identify the most appropriate approach, connect the right parties and coordinate the transaction through to its successful completion.

Because the right aircraft or the right buyer is not always on the market.

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BUYING AN AIRCRAFT



Mission Profile & Aircraft Selection

We assess your mission profile, budget and operational requirements to identify suitable aircraft and opportunities. We then assist in preparing and presenting an offer reflecting the key commercial and technical terms.

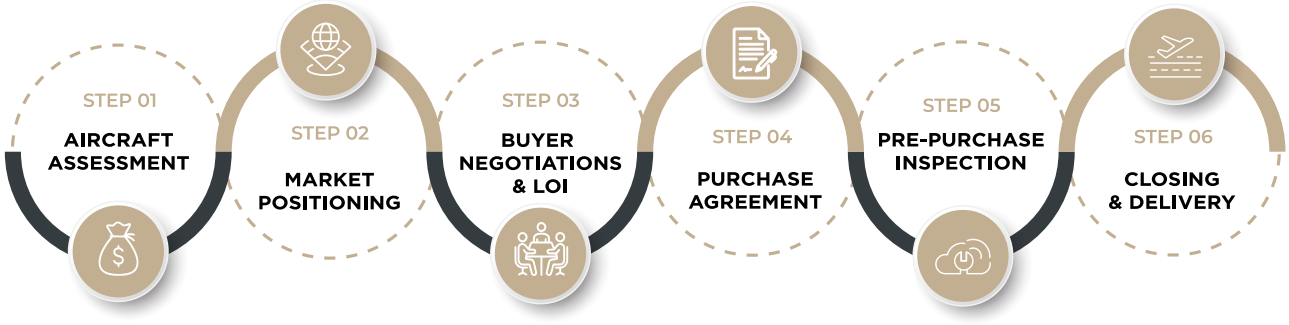
Transaction Structuring & Technical Inspection

Working alongside specialised legal advisers, we coordinate contractual documentation and the pre-purchase inspection with an approved maintenance facility. We assist in reviewing technical findings and following up on agreed corrective actions.

Delivery & Closing

Following aircraft acceptance, we coordinate closing and delivery with the escrow agent, registry authorities and other parties, overseeing documentation, registration and the transfer of funds. Throughout the acquisition, we keep you informed and involved in every key decision.

SELLING AN AIRCRAFT



Aircraft Analysis & Market Positioning

We assess your aircraft's condition and market value to define an appropriate sales strategy. We then prepare marketing materials and promote the aircraft through selected channels and our international network.

Buyer Discussions & Transaction Structuring

We coordinate viewings, documentation reviews and discussions with qualified buyers. We also support negotiations and assist in structuring the Letter of Intent (LOI) and Aircraft Purchase Agreement (APA), helping ensure the agreed terms reflect your objectives.

Pre-Purchase Inspection & Closing

We coordinate the pre-purchase inspection with an approved maintenance facility, reviewing findings and following up on agreed corrective actions. Following acceptance, we oversee closing and delivery, including documentation, registration and transfer of funds.

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A Tailored Marketing Strategy

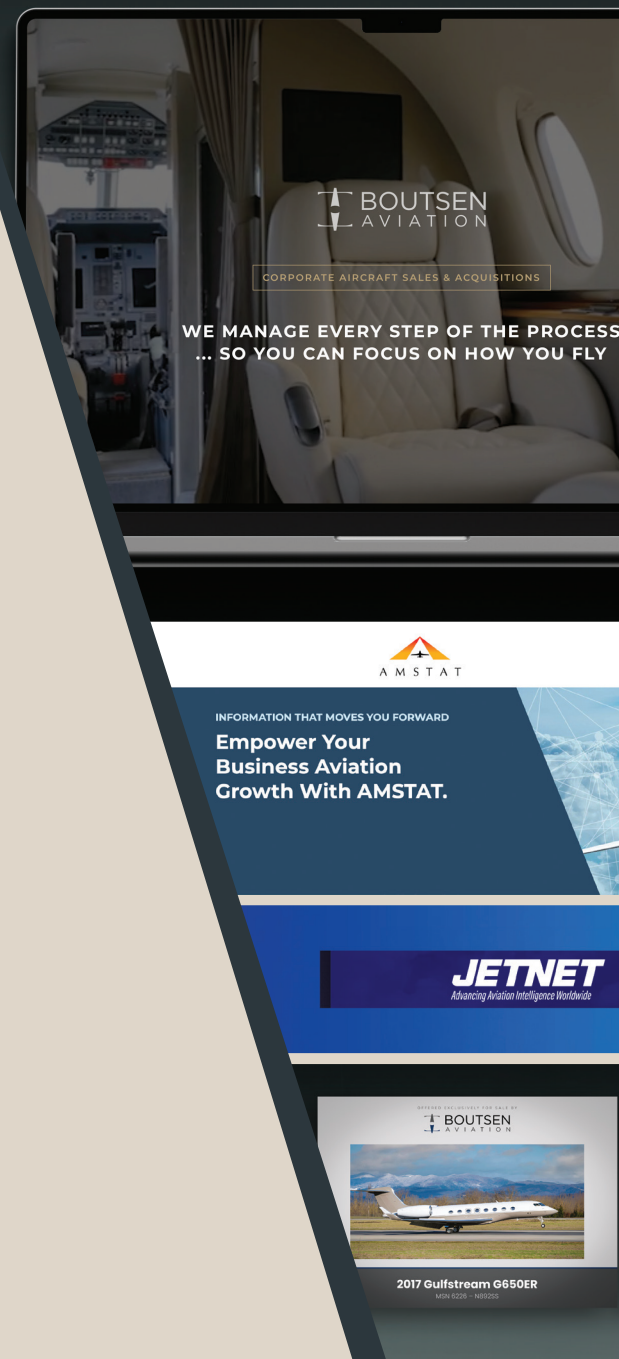
Every aircraft requires a marketing strategy tailored to its characteristics, market position and owner's objectives. At Boutsen Aviation, we combine market intelligence, international exposure and direct access to qualified buyers to create the right conditions for a successful sale.

Market Intelligence & Positioning

We assess market conditions, competing aircraft, recent transactions and buyer expectations to establish a realistic asking price and an appropriate positioning strategy. Our analysis is supported by professional aviation databases, including JETNET and AMSTAT, alongside our own market knowledge and transaction experience.

Professional Aircraft Presentation

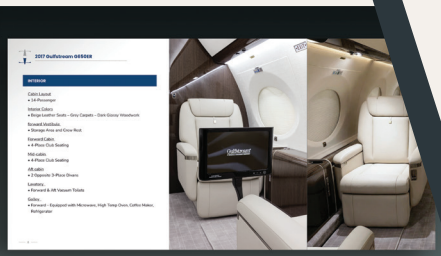
We prepare dedicated marketing materials highlighting the aircraft's specifications, equipment, maintenance history and key selling points. Professional photography, detailed aircraft presentations and, where appropriate, video content help communicate the aircraft's value to prospective buyers.











Reaching the Right Buyers

International Exposure

Depending on the aircraft and the agreed sales strategy, we promote listings through the Boutsen Aviation website and selected specialist aviation platforms, including AvBuyer and Controller. Digital communications, industry publications and social media may further extend visibility to relevant international audiences.

Targeted Buyer Outreach

Beyond public advertising, our team draws on established relationships with aircraft owners, operators, brokers and prospective buyers worldwide. Targeted email campaigns and direct communications allow us to approach suitable prospects, while confidential off-market opportunities can be explored when discretion is a priority.

Marketing Activity & Reporting

Throughout the process, we monitor buyer interest, commercial activity and market developments to adapt our approach when necessary.

A detailed marketing report outlining the actions undertaken is available upon request.

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The Value of Exclusive Representation

An exclusive mandate allows Boutsen Aviation to develop a coordinated sales strategy, ensuring consistent communication, focused resources and clear representation throughout the transaction.

01 One Voice, One Strategy

A single point of contact ensures consistent information and coordinated communication with prospective buyers. This avoids conflicting messages and provides a clear, unified approach to the market.

02 Protecting Your Interests

A consistent pricing strategy strengthens our negotiating position and helps protect your aircraft's value. Every discussion is conducted with your objectives and the best possible transaction terms in mind.

03 Confidence & Credibility

Exclusive representation demonstrates a clear relationship of trust between the owner and the broker. Buyers benefit from reliable information, transparent discussions and confidence in the sales process.

04 Dedicated Resources

Our commercial team and back-office work together to promote your aircraft, identify qualified buyers and coordinate each stage of the transaction. This dedicated approach ensures focused attention and efficient execution.

Our Code of Ethics

Integrity, transparency and professionalism are fundamental to every relationship we establish and every transaction we undertake. These principles guide our actions and reflect our commitment to the highest professional standards.

01 Integrity & Transparency

We conduct our business with honesty and integrity, providing accurate information and communicating openly with all parties. We avoid misleading representations and disclose relevant facts to the best of our knowledge.

02 Fair Representation

We provide objective market assessments and accurately represent our authority to act on behalf of our clients. All offers received are promptly communicated to the seller, ensuring transparency throughout the sales process.

03 Professional Excellence

We continually improve our services, combining market knowledge, technical expertise and transaction experience. Our objective is to provide reliable advice and maintain high professional standards throughout every transaction.

04 Financial Responsibility

We disclose relevant commissions, financial interests and transaction-related costs, while addressing potential conflicts of interest openly. We also ensure careful oversight of contractual documentation and transaction procedures.

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AIRCRAFT TRANSACTION GUIDE

By Appointment to H.S.H. the Sovereign Prince of Monaco

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