

# CORPORATE PROFILE 2016

LEASE - SALES - ACMI - CHARTER



# ABOUT AEROVISTA

we are passionate aviators

*Aerovista is an integrated aircraft leasing & charter operator, providing ACMI, wet lease, finance lease, operating lease and aircraft management solution to clients in fast-growing emerging markets.*

Aerovista offers complete aircraft charter, leasing & management solutions tailored to our customer's specific requirements. Through its extensive experience of working with regional & domestic airlines, Aerovista has developed a keen understanding of the aspects that lead to success for aircraft operators in Middle East, African, CIS, European and Asian markets.

In the world of leasing solutions Aerovista stands apart from the crowd through its offering of Hybrid ACMI, a highly flexible unbundled approach that is customer friendly.

Our team is composed of highly experienced airline management, operations and engineering professionals with excellent industry track records. The team has an extensive network of senior industry relationships with airline customers, aircraft/engine manufacturers, lessors and regulators worldwide.

## WHERE WE DO BUSINESS

Asia & Asia Pacific

CIS & Europe

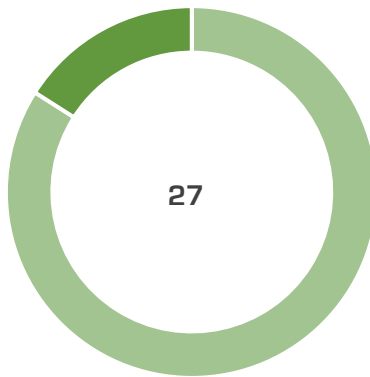
Middle East & Africa



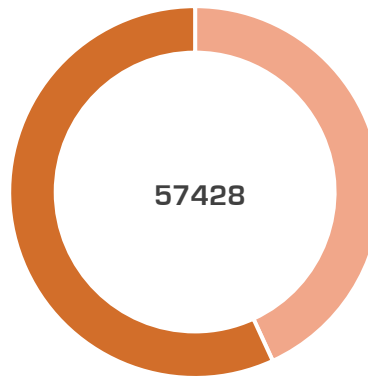
# 16 YEARS IN BUSINESS

focused customer satisfaction

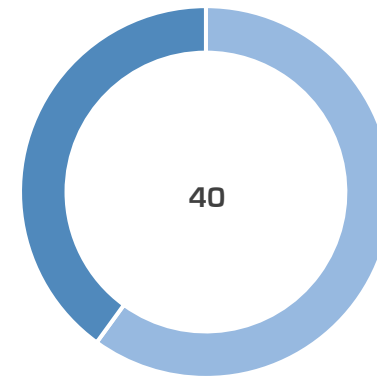
Country of operations



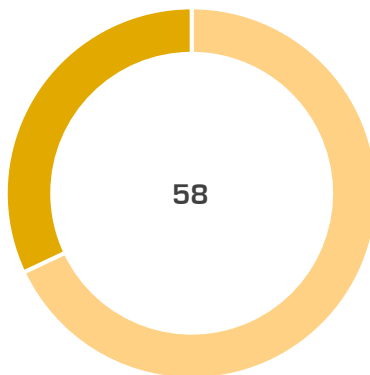
Flight Hours



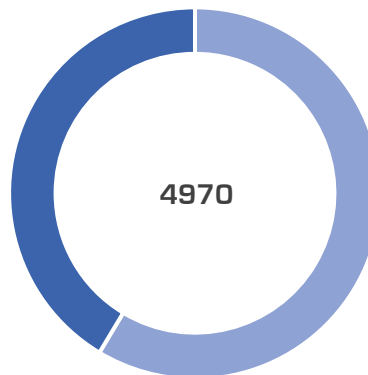
Aircraft Sales



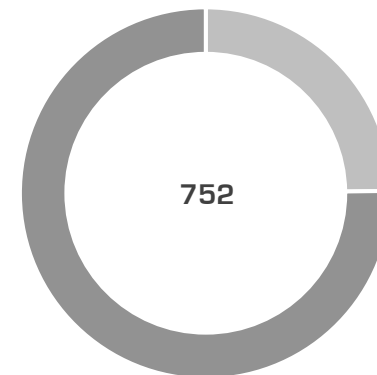
ACMI Projects



Charter Flights



Cargo Flights



# AEROVISTA VISION

dedicated & hardworking

“through our passion and focus bringing innovative world class aviation solutions to emerging markets”



# AEROVISTA SERVICES

bespoke aviation solutions

*From its home base in Dubai, Aerovista serves its client base throughout the Middle East, Africa, CIS & Europe and Asia. Our product & services include*



- Operating Lease
- Finance Lease
- Aircraft Sales



- ACMI
- Wet Lease
- Hybrid ACMI
- Charter Projects



- Aircraft Registration
- Operations Support
- Technical Support
- Crew Management
- Crew Trainings

# AEROVISTA FLEET

aircraft that fit your needs

BOEING



AIRBUS



# ACMI & WET LEASE SOLUTIONS

flexible and transparent choices

## ACMI

Aerovista's niche is its invaluable customer-centric service. The client gains a brand, livery and flight number in the fastest way possible, and the comfort that behind-the-scenes competencies are provided by an expert operator. Simultaneously knowledge is being transferred from Aerovista, so that the client carrier can build its own skills and, in time, bring an outsourced solution in-house.

## HYBRID ACMI

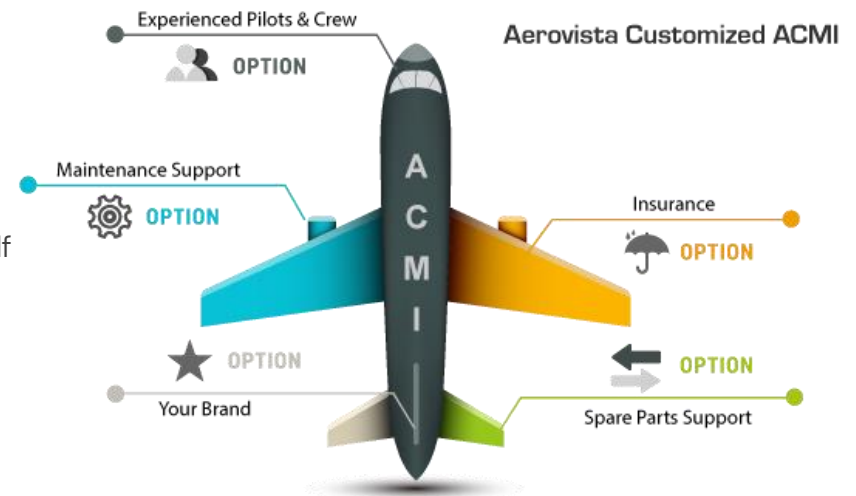
Almost everything is possible. What makes Aerovista different is its willingness to discuss the right solution for the client airline, and its transparency to unbundle its costs so that the client only ever has to pay for what it needs.

Through Hybrid ACMI, Aerovista proposes a variety of solutions that a client airline can select from, each offering a distinct set of benefits, and at a different pricing level. The client airline can decide to go for:

## WET LEASE

wet lease benefits to our clients are

- To augment existing markets
- To provide service in seasonal markets
- To provide capacity at short term notice
- To provide capacity with a specific (often niche) fleet type
- To provide capacity before the airline gains its own AOC
- To provide capacity when it is constrained from doing so itself
- Services can be offered on a trial basis



# AIRCRAFT CHARTER SOLUTIONS

safety & quality orientated

*chartering an aircraft means our customer flies on their own terms; dictating when and where they fly to while at the same time avoiding lengthy queues and working within their budget.*

## Why aircraft charter with Aerovista?

- convenience (use of preferred airports and time of departure)
- privacy
- efficiency
- experienced
- value
- safety and quality orientated





# FINANCE & OPERATION LEASE SOLUTIONS

for your long term business needs

*Aerovista is involved in all aspects of leasing aircraft. It offers unmatched bespoke solutions to meet your business needs. Our financing options are flexible, easy to understand and transparent to enable our customers to understand all aspects of the transaction.*

We also provide flexible installments within finance leases to suit our customer's seasonal business fluctuations. We are able to provide long term financing depending on our customer needs. Aerovista also provides a complete end to end business solution where we support the customer with modern equipment and structured transactions; starting with finance lease we assist our customers with all areas of aircraft management like crew, maintenance, insurance and operations management.



*Aerosale is part of the Aerovista group, it serves clients with finance, dry lease and aircraft trading solutions. [www.aerosale.aero](http://www.aerosale.aero)*

Our operating/dry lease solution is based on the medium to long-term lease of the aircraft asset only to the client airline without the provision of crew, maintenance support, insurance or AOC. These dry-lease solutions are time-based (a number of months or years) rather than utilization based (number of hours)



# AIRCRAFT MANAGEMENT SOLUTIONS

cost effective and agile

*Aerovista can manage your aircraft asset, creating a management solution around your specific requirements. In this capacity Aerovista acts as a consultant, guiding where necessary and advising as to the most cost effective solution to meet requirements.*

## Technical Support

Aerovista provides line maintenance (up to 2A check) and full scale engineering support to its customers as per approved AMO.

The logo for 3GREEN features the word "3GREEN" in a bold, black, sans-serif font. The number "3" is significantly larger than the word "GREEN". Below the letters "E", "E", and "N" of "GREEN", there are three small, stylized green icons that resemble propellers or aircraft components.

*3Green is part of the Aerovista group, it serves clients in airline operations and consultancy. [www.3green.aero](http://www.3green.aero)*

## Operational Support

Aerovista's dedicated operations team offers client airlines flight operations services including aircraft dispatch and flight tracking on a 24 hours per day, 7 days per week basis from its UAE operations base or from the base of the client airline.



# AIRCRAFT MANAGEMENT SOLUTIONS

Private & corporate aircraft management

**AEROVISTA SAN MARINO** offers comprehensive aircraft management solutions including aircraft registration and operations support to its private and corporate aviation customers. San Marino is a global choice for aircraft registration, it is well positioned to help aircraft owners realize the fiscal and operational benefits of the T7-Register. We offer aircraft registration, administration, management and technical staff who have the experience and expertise to service and safeguard your aircraft operation from day one.

## *WE OFFER AIRCRAFT REGISTRATION AND OPERATIONS SUPPORT IN*

- CORPORATE AIRCRAFT
- PRIVATE AIRCRAFT

## **WHY REGISTER AIRCRAFT IN SAN MARINO?**

The San Marino Aircraft Registry is open for private and corporate air transport operations, aircraft registered in San Marino will be exempt from taxation or import duties if the fixed-wing aircraft maximum take-off weight (MTOW) exceeds 5,700kgs. EASA jurisdiction assures highest standards in operation and maintenance of the Aircraft.

- Aircraft registered in San Marino will be exempt from taxation
- Flexibility in the ownership and operation of aircraft by foreign individuals and corporate entity
- Aircraft registration takes one to three business days
- San Marino Aircraft Registry is committed to Cape Town convention to protect your rights and interests
- 24/7 High quality and efficient support
- Aerovista's Highly experienced and qualified team

## **AEROVISTA OFFERINGS**

- Aircraft registration
- CAMO & maintenance support
- Aircraft Insurance and cost optimization
- Comprehensive aircraft operations management



# AEROVISTA OFFICES

we'd love to hear from you

## Dubai Head Office

### Aerovista

Dubai South – Al Makhtoum International Airport  
Business Park – Building B, Office 203-204  
P.O. Box 72017

Telephone: +971 4 8132-900

Email: [Sales@aerovista.aero](mailto:Sales@aerovista.aero)

Web: [www.aerovista.aero](http://www.aerovista.aero)

## 24/7 Sales/Operations

Call: **+971 4 8132-977**

## Sharjah Office

### Aerovista FZE

P.O. Box 7845

Sharjah United Arab Emirates

