



SENTIENT

AVIATION



**BESPOKE OWNERSHIP SOLUTIONS FOR
PRIVATE & CORPORATE AIRCRAFT**

OUR SENSE. YOUR FUTURE.



With a heritage going back over 35 years, we have become recognised for our depth of knowledge and experience and have gained a reputation for offering market leading, bespoke international business solutions.

Not only do we offer a wide range of services that are efficient, flexible and cost effective, our team of experienced professionals offer complete in-house expertise in a number of niche industry sectors.

Whether you require guidance on the best solution to meet a specific set of objectives, assistance with corporate structuring, direction in choosing the most effective jurisdiction for a particular transaction, or support with the ongoing management and administration of a structure; we can help.

With a comprehensive range of services, from full service development through to back office functionality, our clients know that they are in the hands of a professional and reliable service provider.

AIRCRAFT OWNERSHIP

Owning and operating an aircraft requires significant attention to a number of considerations.

Providing bespoke corporate structures for effective ownership and operation, we work with owners and their family offices, advisors and aircraft managers to ensure that the necessary administrative and operational support is in place.

With continual changes to legislation, health and safety standards and operational requirements, it has never been more important to stay up to date with new industry developments.

We work closely with our network of industry professionals to ensure that all of the ownership structures we establish are fit for purpose, remain compliant and are managed effectively and efficiently.

Tailored to their individual objectives and usage requirements, our solutions leave clients free to fly, rest assured that their asset is in safe hands.

OUR SERVICES

Our aviation team is highly experienced in all aspects of ownership, registration and management. We understand that implementation is key to the success of any effective ownership structure.

To this end, we work closely with the professionals providing the advice to ensure that we provide a service that is comprehensive and attuned to our clients' diverse needs as well as being delivered professionally, reliably and with complete integrity.

- Establishment of Bespoke Ownership Structures for Aircraft and Helicopters
- Provision of Officers & Statutory Administration
- International Aircraft Registration
- AOC Consultancy
- Crewing & Payroll Services
- VAT Registration, Administration & Compliance
- Bookkeeping & Accounting
- Tax Compliance
- Coordination of Legal, Tax & VAT Advisory Services

An aircraft registration is a unique, identifying set of numbers and letters, which relate specifically to a single aircraft. It is required by international convention to be marked on the exterior of every civil aircraft, just like you would a car registration.

The first few letters and/or numbers of a registration indicate the aircraft's country of registration. This unique identifier must also appear on its Certificate of Registration, as issued by the relevant national aviation authority.

An aircraft can have only one registration, in one jurisdiction, at any one time; although it is changeable over the lifetime of an aircraft and will often change when the ownership of the aircraft changes.

How do you decide where to register an aircraft?

The large majority of corporate aircraft are registered where their owners are based, as well as in their principal area of operation. However, there are an increasing number of owners that move around the globe, operating internationally, who are keen to look at other jurisdictions which offer other distinct advantages.

The number of jurisdictions which have launched registries, or that are opening up the eligibility criteria for their existing registers, continues to increase. Whilst the registration process in each case is broadly similar, each registry aims to offer a unique selling point and these factors need to be taken into account when making a decision on where to register an aircraft. Considerations for thought include:

- Ease of process
- Customer service
- Acceptability by financial institutions
- Ability to register a mortgage
- Cost
- Potential tax advantages
- Recognition of technical standards
- Crew licensing
- Minimum aircraft age/MTOW
- Neutral registration marks
- Acceptance of corporate structures
- Nationality/residence of the owner
- Geographical location of the register

In the first instance, when deciding where to register, the owner of a business aircraft should consider whether the intended use is purely private, for corporate-private use, or whether it is to be chartered. The answer to this will then decide the registration process they need to follow. For example, the majority of offshore registries, i.e. the Isle of Man, only offer registration for corporate-private use aircraft.

However, with so many registries to choose from how do you figure out the most suitable one for your needs?

ISLE OF MAN

The Isle of Man has always had extensive experience in the finance, insurance and corporate structuring of aircraft registered in other countries and in May 2007, it launched its own independent aircraft register.

Since then, the Isle of Man and its registry has become a key jurisdiction for worldwide aviation business, registering over 1000 aircraft since it commenced operation. It is also the second largest private business jet register in Europe and the sixth largest aircraft register in the world.

Benefits of registering your aircraft in the Isle of Man

- European based private and corporate aircraft register
- Favourable tax regime - no corporate tax, no capital gains tax, no inheritance tax
- Neutral nationality registration prefix
- European time zone
- High service levels and quality international reputation
- Competitive costs
- Twenty four hour availability
- Secure mortgage register

MALTA

Set in the heart of the Mediterranean, Malta is the ideal EU location for Aviation related businesses and service providers.

In response to significant growth, Malta has developed a wealth of sub-sectors across the aviation industry, ranging from: maintenance, repair, and overhaul (MRO) operations to back-office setups; research & development companies to manufacturers of aircraft parts. Complemented by fully supporting Air Operator Certificates as well as a pro-business approach, it is no surprise that Malta is becoming an EU aviation jurisdiction of choice.

Benefits of registering your aircraft in Malta

- 'Onshore' jurisdiction with 'offshore' benefits
- Attractive fiscal incentives - Extensive double tax treaty network, low corporate tax, a full imputation tax system and no withholding taxes
- Comprehensive legal and statutory framework
- Cost effective jurisdiction
- Flexibility - accepts both private and commercial aircraft and aircraft on the Maltese register can be both based and freely operated anywhere in the world. It also recognises fractional ownership.
- High standards of safety and security - compliant with international standards
- Member of the EU - perfect jurisdiction for strategic VAT importation.

A WORLDWIDE CLIENT BASE REQUIRES GLOBAL SOLUTIONS AND AN INTERNATIONAL PRESENCE



ISLE OF MAN

Suite 3, 1st Floor, The Jet Centre,
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Licensed by the Isle of Man Financial Services Authority



MALTA

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FINDING THE RIGHT SOLUTION FOR OUR CLIENTS IS A MISSION WITHOUT BOUNDARIES

Where there is a global client base, there is a need for global solutions. With offices in strategically placed jurisdictions we are able to provide a cohesive service to our clients irrespective of where they are resident and domiciled.

We also recognise that every client is different, resulting in the need to be able to develop and manage bespoke, multi-jurisdictional structures. Committed to delivering value to our clients, our independence as a service provider means that we are also able to offer them flexibility as well as quick decision making.

WHAT WE DO IS UNIQUE AND SO ARE OUR PEOPLE

We believe that our people are our most valued asset. They are the reason we exist and play a major part in our success.

As a team of multi-disciplined, innovative and resourceful individuals, they display a genuine passion to the company's vision, culture and values and are committed to providing the highest level of customer care. This is why the services we provide get delivered professionally, reliably and with complete integrity.

Together with the relationships that we have formed both locally and internationally with intermediaries and professional advisors alike, we can stay at the forefront of any new developments and continually evolve our services to offer the most competitive, individually tailored solutions to our clients.

Disclaimer:

Whilst we have taken all reasonable measures to ensure that the information contained in this brochure is correct, we cannot accept any responsibility or liability for any errors or omissions from any information contained in this brochure or for any consequences arising. Readers of this brochure are advised, therefore, not to rely on the information contained in this brochure but to obtain advice on any particular matter from our office directly. The information contained herein does not amount to, nor should it be construed as, any form of tax, VAT or legal advice.