

# Corporate and private aviation

Bird & Bird is a leading international commercial law firm with a particular focus on a number of core strategic technology-based sectors. One of those core sectors is Aviation.

What is it that marks Bird & Bird out as different from other law firms undertaking aviation work? We think there are some key factors. Many of the law firms who undertake aviation work do so from a finance or insurance perspective. We are different. We have a great deal of hands-on industry experience obtained by members of our team from actually working in the industry and consequently our approach is based upon practicality, good sense and a sound understanding of the things that really matter.

Corporate, business and private aviation is an established segment of the aviation industry with great growth potential, offering, as it does, convenience, security, greater comfort and flexibility and, increasingly, reasonable cost. We have considerable experience in this segment acting for sellers or buyers in the sale and purchase of aircraft, structuring transactions through tax efficient ownership and management structures, acting for lessors or lessees in leasing transactions, and putting in place the contractual and other arrangements which will allow an owner to generate income from chartering the aircraft to third parties, income which can help to off set the costs of ownership.

In addition to general corporate/private aircraft ownership and operation, we have knowledge and expertise in relation to aircraft fractional ownership programmes, both from the perspective of the programme operator and the fractional share customer.

A significant recent development affecting this part of the aviation industry has been the development of very light jets. We are already seeing their impact and believe that, particularly when the general economic situation improves, they will lead to a further expansion of the corporate and private aviation market.

With our 21 offices\* around Europe and the Far East and with our excellent contacts across the US, we are in a great position to provide practical, effective, hands-on advice and support across a wide range of activities including:

- Buying, selling and leasing new and used corporate and private aircraft ranging from small turbo-props to helicopters and long-range intercontinental jets.
- Financing for the purchase of corporate and private aircraft and the creation of related security.
- Advising on suitable ownership structures involving consideration of tax issues and appropriate countries for registration.
- Advising on and negotiating guaranteed return arrangements.
- Advising on applicable regulatory issues including the advantages/ disadvantages of private versus public transport issues.
- Agreements for maintenance and manufacturer support programmes.

\* Bird & Bird has a global association agreement in Singapore



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- The sourcing and provision of flight deck and cabin crew.
  - Insurance for corporate and private aircraft covering the respective interests of owners, financiers and operators.
  - Fractional ownership and lease programmes from both operator and customer perspectives.
  - Management agreement disputes.
  - Repossessions.
  - Insurance coverage disputes.

If you require advice on any aspect of the acquisition, ownership or operation of corporate or private aircraft, please contact William Morton on +44 20 7415 6638 or Simon Chamberlain on +44 20 7415 6713 or Paul Briggs on +44 20 7905 6353.

## BIRD & BIRD

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