

## If it flies ... what RegisterAnAircraft can do!

As the aviation division of the Sovereign group, **RegisterAnAircraft's** services are primarily tailored to private clients with corporate jets, turboprops or helicopters but we can also assist commercial passenger and freight operators as well as general aviation entities and fliers.

It is a stark admission but the RegisterAnAircraft (RANA) brand clearly does not describe everything that we can do for aviation clients. RANA can do, and does, so much more than simply registering aircraft.

Our offering to clients who operate, or who are looking to acquire, aviation assets covers six clearly defined services, which together add value at each stage of the ownership chain or can be provided on an one-off basis to fulfill a particular requirement:

- Worldwide aircraft registration
- Ownership structures
- Aviation insurance
- Aircraft finance
- Aviation consultancy and photography
- Taxation and crew-related services

# FROM ACQUISITION THROUGH TO OPERATION

Here is how these pieces fit together at every stage from acquisition through to operation ...



## Aviation intelligence, evaluation and research

- For clients looking to purchase corporate aircraft, RANA will undertake an ab initio assessment of the requirements – including current flying and the intended operating model (using the aircraft solely for private/corporate use or for charter when not required).
- Based on the findings of this initial assessment, RANA will:
  - Identify suitable aircraft models in respect of passenger accommodation, typical range and the intended operating base.
  - Suggest other solutions if ownership is not practical or cost effective by exploiting links with aircraft charter brokers, providers of fractional ownership or hours-based flying programmes.
- *Ad hoc* aviation consultancy covers the spectrum from general advice on commercial and corporate aircraft types through to researching available discrete airframes for individual owners or airline operators. RANA has access to extensive worldwide databases and other sources of information.



## Choice, structuring and planning

- Liaising with aircraft manufacturers and their representatives for new-build aircraft and brokers for used airframes.
- Recommending technical specialists to appraise used airframes.
- Assessing appropriate jurisdictions – onshore or offshore – for registration, taking into account client requirements, domicile, intended use of the aircraft, aircraft type and the proposed operational model.

- Advising on and setting up a suitable corporate structure – “Special Purpose Vehicle” (SPV) – to hold the asset as the registered owner of the aircraft.
- Providing aviation insurance through our in-house broker Sovereign Insurance Services (SIS), which covers the whole spectrum of risk – for both crew/passengers and the aircraft and engines.
- Sourcing of aviation finance facilities from banks, consortia and brokers.
- Recommending suitable managers for the aircraft in respect of both operations and ongoing technical support.



## Implementation: the fulfilment stage

- Undertaking the registration work on behalf of the client. Liaising at every stage between the client, their technical representatives and the aircraft registry.
- Recommending specialist aviation lawyers as necessary.
- Referrals to specialists in VAT and customs duties covering the importation of the aircraft as required.
- Liaising with aircraft managers prior to service entry.



## Ongoing support and *ad hoc* services

- Ongoing liaison with aircraft registries, technical representatives and aircraft managers with particular reference to annual inspections and certification.
- Provision of crew payroll and pension services.
- Preparing photographic portfolios of the aircraft in service, along with access to a huge archive of commercial and corporate aviation images.

## The RegisterAnAircraft team



**Brian T Richards**  
Director  
UK & Gibraltar



**John Blake**  
RANA representative  
UK



**Ryan Kampmann**  
RANA representative  
Guernsey



**Daithi O'Regan**  
RANA representative  
Isle of Man



**Abigail Richards**  
RANA representative  
Malta