

EXCLUSIVE
AIRCRAFT



Introduction



About Us



Why Exclusive Aircraft



Company Divisions



Aircraft Listings



We Sell Aircraft

Exclusive Aircraft

Exclusive Aircraft Sales Ltd are a leading provider of private aviation services throughout Europe and the world. We concentrate primarily in aircraft sales and lease with dedicated charter brokers that handle VIP passengers, time critical freight and all helicopter transport requirements. With representatives in Europe, USA, Asia, Australia and the head office in London we have the ability to provide our clients with global reach and local service. We take pride in being able to offer you quality personalised service on all your aviation requirements and our ability to source off market aircraft is second to none. At Exclusive Aircraft we thrive on handling the more difficult sales and we enjoy working harder for our clients. We will always provide you with the best aviation experience based on our devotion to simply satisfy the most demanding expectations.

In the Beginning

Exclusive Aircraft Sales Ltd was set up in the depths of a global financial crisis. We realised that to be successful in this business we had to work harder for our clients than our competitors. We started as pure charter brokers and then diversified into three other areas of private aviation: Aircraft Sales, Aircraft Lease & Consultancy. This has enabled us to go from strength to strength has and grown our client base & knowledge immensely.

Background

Exclusive Aircraft Sales have research and sales professionals that have long held reputations for broad, accurate knowledge and insight in the pre-owned aircraft market. The sales team has many years combined expertise, underscored by sustained sales numbers in markets both healthy and lean. We specialise in buying and selling business jets, turboprops and helicopters all over the world, this enables us to find a perfect fit from an operational, financial, reliability and customer-experience perspective.

Buying

Use our extensive research and analysis to locate the best model, with the right history, financials and reliability. We often know about aircraft that are off-market and have the inside scoop on what owners will take - and what they're trying to hide.

Selling

With years of experience, we know how to price, market and pitch your aircraft to the best potential. Each member of our team truly specialises in a specific line of aircraft, making us a valuable resource to buyers and other brokers alike.

Why Exclusive Aircraft

Exclusive Aircraft Sales would love to be your champion in business aviation. We know planes and their capabilities. We know the buyer that's best for you and what they will pay, and more specifically we know how to get the deal done. Why would you trust anyone else?

How we are different

We are an aircraft sales and acquisitions authority that helps successful companies and individuals reach more people through private aviation. At Exclusive Aircraft, we set ourselves apart with unsurpassed market knowledge and a reputation for both tenacity and creativity, but you'll find that we value great relationships as our most important asset.

With a vast network of aviation professionals, Exclusive Aircraft is able to provide turnkey aviation transaction solutions by handling every aspect of an aircraft transaction and leaving you free to concentrate on your core competency. This network enables the company to steer its clients clear of operations with less-than-stellar reputations.

The company employs many of the industry's most highly regarded market analysis software programs, ensuring that its clients have the latest and most accurate data for on- and off-market aircraft, their values, and overall market health. These prove invaluable when a client is ready to buy, sell or upgrade an aircraft.

Besides the obvious benefits of market expertise, Exclusive Aircraft also assist their clients by handling or advising on every aspect of an aircraft transaction. This means that procurement professionals and aviation managers can carry on with their business knowing that every detail is being properly managed.

Exclusive Aircraft's acquisitions and sales department maintain thousands of industry contacts, which enable us to assist buyers and sellers with every aspect of the aircraft transaction. From determining if private aviation is the right decision to helping large fleets and charter companies maximise their aviation investments, Exclusive Aircraft is a great choice in aviation consultants.

The tenacity and progressiveness of Exclusive Aircraft Sales' company principals help mark them as innovators and go-getters in an otherwise business-as-usual marketplace. Call today for a free valuation analysis on your aircraft or to find out how Exclusive Aircraft can best help you meet and exceed your aircraft sales expectations.

Exclusive Aircraft Divisions

Charter Brokerage

Our initial entry into the market was as charter brokers and we have grown this area from a small core of clients to a number of dedicated repeat customers that we fly continually throughout the year. Turnover has grown at a steady 20-25% every year since inception in June 2010. The bulk of our clients are in Europe, however we have several repeat purchasers throughout Asia, Australia, USA, Africa and the UAE. Over 90% of our business is repeat business which demonstrates the commitment to customer service and the offering to our clients that builds trust and loyalty.

Sales and Acquisitions

Exclusive Aircraft Sales have research and sales professionals that have earned reputations for broad, accurate knowledge and insight in the pre-owned aircraft market. The experienced sales team is underscored by sustained sales numbers in markets both healthy and lean. They specialise in buying and selling business jets, turboprops and helicopters all over the world, which enables them to find a perfect fit from an operational, financial, reliability and customer-experience perspective. They help buyers justify costs and non-monetary ROI every day.

Aircraft Lease Specialist

Just like any asset sales market there is fluctuating demand for both ownership and lease. Exclusive Aircraft saw the opportunity for owners to gain great return on their investment while their aircraft was either not utilised or on the market for sale. Obviously this is a clear choice when the aircraft has a book value that justifies retaining it as an asset and selling it at a later date. This allows the aircraft owner to minimise the loss position and gain an interim cash flow, therefore is good maths in the long or short term. Exclusive Aircraft have been involved in several lease contracts, from interim lift as short as 30 days on wet lease and up to 2 years plus on a dry lease. The company currently has 5 aircraft on lease and we are constantly looking for opportunities to maximise the potential of both owned aircraft and lessees that need uplift for their missions.

Consultancy

A new feather in the cap of Exclusive Aircraft Sales, is Consultancy. We have been secured as the main consultant for the extensive aircraft book of one of the largest senior finance & insurance companies in the UK and two of the largest banks in Norway & Australia. We are the exclusive remarketing agent for all their aircraft and we have worked on selling, valuating and providing “go now” fall back buyers for ‘on risk aircraft’. Our aviation consultancy includes Full Appraisals, Valuation, Market Position, Real Market Values, Contract Analysis, Lease Term Revision and then finally Sale or Re-Lease of the asset.

Aircraft Listings

Lease Aircraft

2009 Legacy 600
2005 Challenger 300
2004 Challenger 604
1995 Challenger 601
2011 Falcon 900 EX Easy
Boeing 737-500 VIP (BBJ)
2011 Gulfstream G550
2006 Hawker 850XP
1992 MD87 VIP

Current Aircraft Listed

2008 Citation Sovereign
2010 Citation Sovereign
2009 A319 Airbus
2009 Legacy 600
2005 Challenger 300
2003 Global Express
2006 Challenger 300

On Exclusive

2009 Airbus A318 Elite
2015 Pilatus PC-12 NG
1986 SAAB 340A VIP
King Air 200
1991 MD87 VIP
2009 Legacy 600
2012 Legacy 650
1999 Bell 407
2000 Bell 427
2009 Citation Sovereign 2009
2013 Airbus A319 CJ
2007 Challenger 300

Recent Aircraft Sold

2006 Airbus 320 - Commercial
2011 Cessna 208
2003 Bell 206 Jet Ranger
2003 Augusta 109 Power Elite
War Birds – Yak 9
War Birds – C-3605
2012 Thrush 510 Agri
1994 Boeing 737-500 VIP
1994 Bombardier Learjet 60
1996 Boeing 737-500 VIP
2007 Airbus 320 - Commercial
2005 Bombardier CRJ 200 X 2
2011 Premier 1A
2008 Super Puma Helicopter
2006 Bell 412EP

* Registrations provided on request

We Sell Aircraft

Market Research - our unique way of studying and analysing the market defines everything else that we do as a company. Each sales and acquisitions person specialises in a particular line of aircraft, monitoring sales activity, trends and values. This gives us a competitive edge when it comes to finding, selling or valuating any kind of aircraft.

Aircraft Sales - combining both traditional and innovative marketing techniques with a vast network of industry connections, Exclusive Aircraft is recognized as a leader in marketing and selling pre-owned aircraft. Our thorough market research helps us set realistic ask prices and identify competitive aircraft offerings and their weaknesses.

Aircraft Acquisitions - with the ability to call every aircraft owner in the world in their respective markets, Exclusive Aircraft often know about off-market aircraft and true "take" prices for those on the market. Our market research methodology helps us identify the best plane for your budget and mission before we handle all of the other aspects of your aircraft acquisition

Exclusive Aircraft Mandated - Boeing MD-87 VIP



Exclusive Aircraft Mandated – Airbus ACJ 318 Elite



www.exclusiveaircraft.co.uk