





## Corporate Profile & Corporate Structure

### Corporate Profile

GOAL German Operating Aircraft Leasing GmbH & Co. KG is a joint venture which was established 1998 by KG Allgemeine Leasing GmbH & Co., one of Europe's leading providers of leasing/financial services, and Deutsche Lufthansa AG. Our main focus is to provide operating lease structures for the global aircraft market.

From GOAL's own aircraft to sale-and-lease-backs for the airline's aircraft, from factory-built new aircraft to used aircraft, from jet to turboprop aircraft, from short to long term leases, a wide variety of aircraft operating leasing is available for GOAL's customers.

In summary, we offer our clients a unique combination of resources: KGAL's in-depth involvement in the financing sector and Lufthansa's operational experience in the aircraft industry.

### Corporate Structure



## GOAL Services

### Asset/Portfolio Management

In addition to management of our own aircraft portfolio, GOAL offers banks and other third parties professional management of their valuable assets. We can provide special purpose companies, the technical management of aircraft, including inspections and maintenance reserves management. This ensures that contract compliance terms are maintained and the value of your asset is protected.

### Aircraft Re-Marketing for Third Parties

Since 2002, we have obtained mandates from major German banks to remarket different aircraft types on their behalf either via operating lease or straight sale. This task also includes the care of the asset during any possible ground time between two customers. Together with our partners in the Lufthansa group, we are able to offer “one-stop-shopping” solutions for our clients. The technical and marketing expertise is combined to allow a fast and smooth turnaround from one client to the other.



## **Aircraft Documents Review and Management**

GOAL reviews the aircraft documentation of each aircraft in our own portfolio in regular intervals to detect any major discrepancies, and we take action jointly with our customers to solve any potential problem well in advance.

Furthermore, GOAL is backed by a powerful digital archive, which accommodates all of today's asset management requirements. The scope of record track keeping can be

customized from major maintenance events down to a letter check basis.

This gives you an up-to-date view of your asset during the lease term. The web-based system is user-oriented so that each of our customers has access to his aircraft only.



### **Insurance Consultancy**

We offer all aspects of the insurance market for aircraft and related services via the Delvag Group – a 100 % Lufthansa subsidiary. In combination with its international relationship network, Delvag can provide a wide range of services which are outlined as follows:

- n Aircraft Hull
  - n Third Party Legal Liability
  - n Aircraft Hull Deductible
  - n Aircraft War Risks and Allied Perils
- and more ...

### **Repossession Assistance**

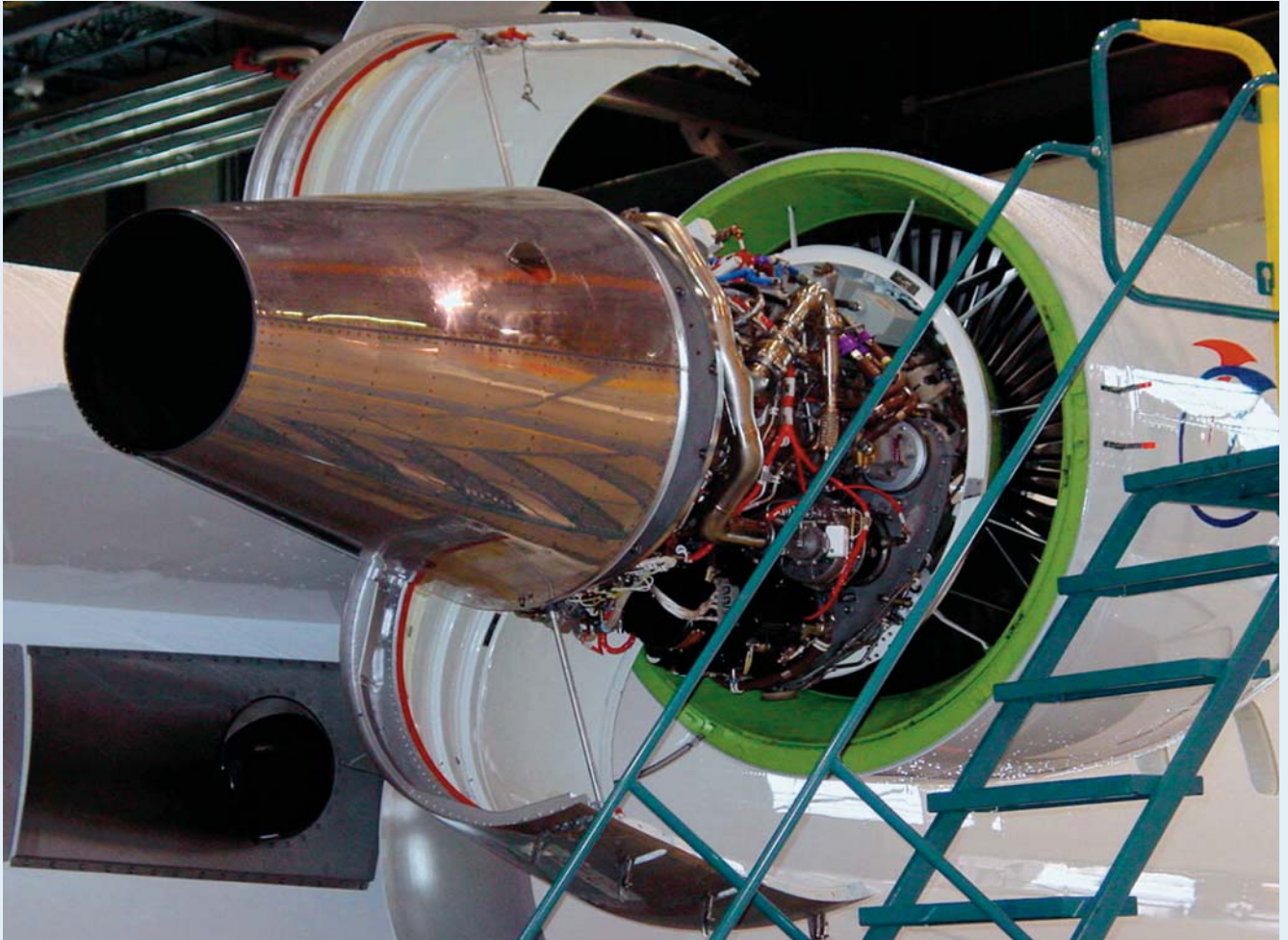
GOAL offers repossession assistance to third parties and manages the transition of an aircraft in a quick and reliable manner and thus generates considerable benefits for owners. Several successful repossessions in the past have proven our in-house “Know-How” that we make available to our clients.

### **Technical Services (General)**

GOAL provides further technical services to third parties in the areas of:

- n Auditing of airline maintenance organizations, MRO providers, etc. in respect to FAA and EASA regulations by an “European Organization for Quality” certified audit team
- n Appraisals
- n Aircraft assessments
- n Ferry flight assistance, incl. operating crew provisioning





### **Equity Participation for Investors**

GOAL offers equity investors shares in aircraft that are leased out to airlines on an operating leasing basis. GOAL has structured various types of transactions where investors have the choice of essentially acquiring one single aircraft for themselves, or purchasing a share in an aircraft, or even participating in an aircraft pool leased to various lessees. Investors benefit from GOAL's professional management during the entire term and its well established market access.

### **Off Balance Sheet Solutions**

GOAL is able and willing to fund transactions partially by its own equity. Therefore, GOAL can offer off-balance-sheet solutions for both IAS as well as US-GAAP purposes. Various structures are available.

### **Trade Tax Structures**

For customers within Germany, GOAL offers structures that enable airlines to make use of the fairly low trade tax rate at GOAL's corporate headquarter in Gruenwald. Typically in the case of aircraft sales, these trade tax structures generate savings at levels that enable sellers to transfer administration and technical preparation of aircraft to GOAL at no additional cost.

### **Special Purpose Company Structures**

GOAL offers special purpose company structures to clients such as banks, among others. Aircraft can be "parked" in special purpose companies, whereby various advantages can be created, such as limitation of liability in respect to third parties, potential creation of tax benefits, and again, off-balance-sheet effects.





**GOAL can rely on the resources of its shareholders in terms of purchasing power, access to financing, and add-on services and products.**

**That means GOAL offers clients exceptionally attractive leasing solutions that pay off when it comes down to the bottom line.**

**How to get in touch with us**

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*more about us...* [www.goal-leasing.de](http://www.goal-leasing.de)

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