

# ALLIANCE JET

BRUSSELS - DUBAI - MALTA - GENEVA - LUXEMBOURG





ALLIANCE  
JET



ALLIANCE EXECUTIVE JETS

COMMERCIAL  
BROCHURE

MARCH 2023





The most treasured  
asset in  
investment management  
is a steady  
hand at the tiller.

AllianceJet is not just another business aviation operator. We are a team of experienced and passionate business aviation professionals with one objective: "Focus, and never deviate, from what business aviation clients expect from an operator."

At AllianceJet, we want to restore the true meaning of what a boutique operation is.

Boutique means size. Therefore, we pledge to cap our fleet of managed aircraft at 15 aircraft to ensure a continuous high standard of service for all clients, whether aircraft owners or charter clients.

Boutique means human touch. Therefore, our clients not only rely on a dedicated point of contact for the organization of their flights, but the management team is also personally involved all the way.

Boutique means attention to detail. Therefore besides the personalized service we strive to deliver, we also give the same attention to the cost of operating our owner's aircraft. As if they were our own, committing to transparency in everything we deliver.

AllianceJet is an attitude, a unique way of reconciling service, management, and aviation to empower aircraft owners in a challenging environment.

Hervé Laitat  
Alliance Executive Jets  
Chief Executive Officer



# Introduction

## ALLIANCE AVIATION GROUP LTD

Our group has started operations in 2008. Since its foundation, Alliance Aviation Group has continually evolved and developed its business aviation activities. From its initial origins as a ground handling provider, several strategic acquisitions and key partnerships have been realised until today and notably with the launch of its own commercial aircraft operations - holding an EASA Air Operators Certificate (AOC MT-11) - in Malta.

## ALLIANCE EXECUTIVE JETS

Alliance Executive Jets is a part of the Alliance Aviation Group of companies, an approved AOC company with its home base in Malta. Additionally, it has commercial offices in Brussels, Dubai, Geneva and Luxembourg. Through our licensed AOC, we offer trusted, experienced and independent asset-management-like services for business aircraft owners with flexibility, transparency and discretion:

- Economical and financial aircraft value optimization
- Dedicated tailor-made flight operations
- Experienced a rigorous technical follow-up
- Open-book administrative management



## ALLIANCE AVIATION GROUP MILESTONES

### • 2012 - GROUND HANDLING AGENT

Launch of VIP passenger and crew lounge at Shannon Airport. Grown into fully licensed ground handling agent landside and airside.

### • 2013 - U.S. PRECLEARANCE OPERATIONS

Approval from the US Government and the Irish commission for aviation regulation to preclear corporate jet passengers and US troops on their way back home.

### • 2017 - ACQUISITION OF U.S. ALLIANCE

Developped relationship with designated U.S. Military ground handler U.S. Alliance.

### • 2019 - ALLIANCE FLIGHT SUPPORT

Launch of a trip support provider with operations departments in both Europe and the Middle East. First 120 flight missions within 10 months for a total revenue of € 20 Mio.

### • 2020 - ALLIANCE EXECUTIVE JETS

Launch of a fully integrated certified aircraft operator (AOC). Starting with an initial fleet of 2 aircraft fully operated from Malta.



A front-facing view of a white Concorde aircraft on a runway. The aircraft features blue and red decorative stripes on its nose. The background shows a clear blue sky with scattered white clouds and a range of brown, arid mountains in the distance. The runway surface is grey asphalt with a yellow center line.

We have a strong  
team with significant  
aviation experience.  
We are a safe pair  
of hands for the  
management of your  
aircraft

## Revisited Boutique Approach in the heart of Malta

- **HIGHEST STANDARDS OF HOSPITALITY**

Some of the most respected luxury hospitality experts in the world have made sure the level of services offered by Alliance Executive Jets is the best in class.

- **COMMITTED TO TAILOR-MADE SERVICE**

Our combined 100 years of experience in business aviation operations and management has shown that the highest quality of personalized service is reached when a provider offers no more than 15 aircraft in management on its AOC. And any higher number is synonym to poorer service. We have thus decided to be coherent with our boutique approach and we will maintain a scale that will not exceed, in the future, this number of managed.

- **FOCUSED KNOWLEDGE BASE**

Following the same spirit of excellence and coherence, we have decided to focus our operations on Dassault, Bombardier, and Gulfstream aircraft only. Those manufacturers are well known, in all aspects, by our Team.

### MALTA AS YOUR OPTIMIZED AVIATION SOLUTION

Reaping the benefit of recent political changes in Europe, we have expanded operations across the continent, establishing our latest base in Malta, a jurisdiction which permits aircraft owners to import aircraft at 0% VAT, provides freedom of movement to and from EASA (European Aviation Safety Agency) and offers a robust legislative framework and extensive framework and extensive network of double taxation treaties.

With an aviation history dating back to the 1920's, Malta is regarded as an 'onshore' jurisdiction with 'offshore' benefits and the best EASA register in the region. Given Malta's location in the middle of the Mediterranean and southernmost tip of Europe, Alliance Executive Jets is ideally located.





Malta's unique  
business aviation  
orientation makes it  
the best hub  
in Europe

ALLIANCE JET





## Experience, Knowledge, Network & Trust

Our company prides itself on its personnel, highly accomplished and dedicated. As business aviation is a small world, the network and the reputation they have built up amongst aircraft manufacturers, business aviation suppliers and partners such as Civil Aviation Authorities, maintenance facilities, lawyers or financial institutions are, ultimately, the decisive elements of a well thought professional operation serving our aircraft owners interests.



HERVE LAITAT

CHIEF EXECUTIVE OFFICER



ADRIAN SPITERI

ACCOUNTABLE MANAGER



THOMAS HAYMANS

AOC DIRECTOR OF OWNER'S RELATION

Former CEO and Accountable Manager of Abelag Aviation, later becoming Luxaviation, with a fleet of 20+ business jets, Hervé brings 20 years of experience in business aviation. He holds a MBA from one of Europe's #1 business schools. His passion for the sector brought him to defend the interests of business aviation owners as Board Member and Treasurer of the European Business Aviation Association.

C-Level Executive and a member of the Chartered Institute of Logistics & Transport, Adrian has a solid aviation background. He recently specialized in technical projects such as business Aircraft Operator (AOC) start-ups for the European Aviation Safety Agency and San Marino jurisdiction. He is also an expert in the induction of various Bombardier, Dassault Falcon and, Gulfstream types.

Commercial Manager with an international background, Thomas has extensive experience in business aviation, both in aircraft management and operations with Dassault, Bombardier and Gulfstream. He has built a reputation for personalized service and strong relationship across the industry. His experience in the Luxury Hospitality industry comes as an addition to his expertise.



A Management Team  
with a cumulated  
of 100 years of  
experience



## COMPANY SERVICES

### 1. AIRCRAFT MANAGEMENT PROGRAM

Our management programme will be tailored to your needs and requirements. Our team, based out of Malta and the Middle East, will do the utmost to manage your personal assets in the most cost-effective way without compromising safety and quality.

The best aircraft management company is not the most expansive nor the least.  
It is the one which advocates its client interests at all time.

### 2. AIRCRAFT SALES CONSULTING

We support our clients from the early stages of choosing the appropriate aircraft for your needs with a proper budget calculation to all aspects related to new aircraft acquisitions, completion management, acceptance and delivery services such as registration and operation set-up and importation in the most tax efficient jurisdiction.

- Assistance & Negotiation with OEM's or brokers.
- Assist & Support with all contracts as well as the legal structure.
- Technical follow-up of the aircraft completion

- **Operational Management & Supervision**

Our EASA and FAA licensed flight dispatchers securely operate around the clock, delivering bespoke 24/7 travel solutions for our clients worldwide 24/7. Your Aircraft Manager will be your only contact in the Alliance Executive Jets organisation and ensure all your requirements and needs are properly executed.

- **Technical Follow-Up**

Our technical engineer's experience, and knowledge guarantee you cost control and aircraft value preservation. Alliance Executive Jets partners with a large number of top-tier Part 145 approved organisations for maintenance on your aircraft. All contracted maintenance costs are a direct pass-through. Your Alliance Dedicated Technical Manager with a solid experience in aircraft types, will negotiate and manage your Airframe and Engines Programme.


- **Finance & Administration**

Via in-house purpose-built technology and our IT platform, Alliance Executive Jets delivers accurate invoicing and monthly reporting issued on the 10th day of the following month, with a full detailed breakdown of all charges and payments without hidden costs.

- **Sales & Chartering**

Joining Alliance Executive Jets gives you access to recurrent and table charter revenue through our strong network of partners in Europe and the Middle East that recognise us for delivering the highest level of service to our end customers and through our strong base of local captive customers connecting the world. As this base of customers is growing, Alliance Executive Jet is looking to add more aircraft to meet internal flight demand.





Dedicated to a boutique  
Service offering.  
Always deliver  
more than expected.

## COMPANY FLEET

- **Bombardier Global 6000**

An aircraft with outstanding capabilities, offering a truly exceptional in-flight experience. We can fly up to thirteen passengers, thirteen hours at high speed, non-stop, to anywhere in the world. The Global 6000 provides an exclusive, luxurious and comfortable environment, fully equipped for business needs providing more relaxation and entertainment amenities than any other large business jet.



### AIRCRAFT SPECIFICATIONS

- |                       |                        |
|-----------------------|------------------------|
| • Year of manufacture | 2014                   |
| • Tail Number         | 9H-ANS                 |
| • Range               | 6,000 nm or 13hrs      |
| • Passenger capacity  | 13 seated & 5 sleeping |
| • Lavatory            | 2                      |
| • WIFI                | Yes                    |

- **Bombardier Challenger 605**

An impressive intercontinental business jet with outstanding flexibility, the Challenger 605 provides the widest cabin in its category, enhancing personal productivity and performance for up to 11 passengers, or four in sleeping configuration.



### AIRCRAFT SPECIFICATIONS

- |                       |                        |
|-----------------------|------------------------|
| • Year of manufacture | 2009                   |
| • Refurbishment       | 2020                   |
| • Tail Number         | 9H-IAR                 |
| • Range               | 4,000 nm or 8hrs       |
| • Passenger capacity  | 11 seated & 4 sleeping |
| • WIFI                | Yes                    |

## COMPANY FLEET

- **Boeing 737-800**

We should certainly no longer present an aircraft as its reputation precedes it. The perfect solution for large group travel, our aircraft has 189 seats available in a full economy configuration. The Boeing 737-800 can fly up to 6hrs or 5,745 Km at high speed.



### AIRCRAFT SPECIFICATIONS

- |                       |                  |
|-----------------------|------------------|
| • Year of manufacture | 2013             |
| • Tail Number         | 9H-HANSA         |
| • Range               | 3,695 nm or 6hrs |
| • Passenger capacity  | 189 seated       |
| • Lavatory            | 3                |
| • WIFI                | No               |







ALLIANCE  
JET



MALTA

Alliance Executive Jets Ltd

Portomaso Business Tower, St. Julians - Malta STJ4011