

HI WING



aircraft
investment

**THE
ONLY WAY
TO CREATE
WEALTH IS TO
TAKE UP DEBT
IN ORDER
TO ACQUIRE
TANGIBLE
ASSETS .**

*Freiherr von Bethmann
banker
1924 – 2007*



Investment scheme

Each investment scheme is customized for the individual investor and aircraft type. The investor acts as entrepreneur and directly influences the business plan. Regular reporting guarantees transparency.

Returns depend on the individual project which the investor decides on. So far, all three investment projects have generated returns of over 6%. The upcoming investment will be in a *Cessna Citation CJ2*. Investing into another aircraft type is under discussion.



Investing in aircraft as tangible assets

Why tangible assets?

Tangible assets have always played an important role in the portfolios of institutional and private investors. The advantage of tangible assets being their stability and limited dependency on capital markets, in particular in times of troubled stock markets.

Why aircraft as tangible assets?

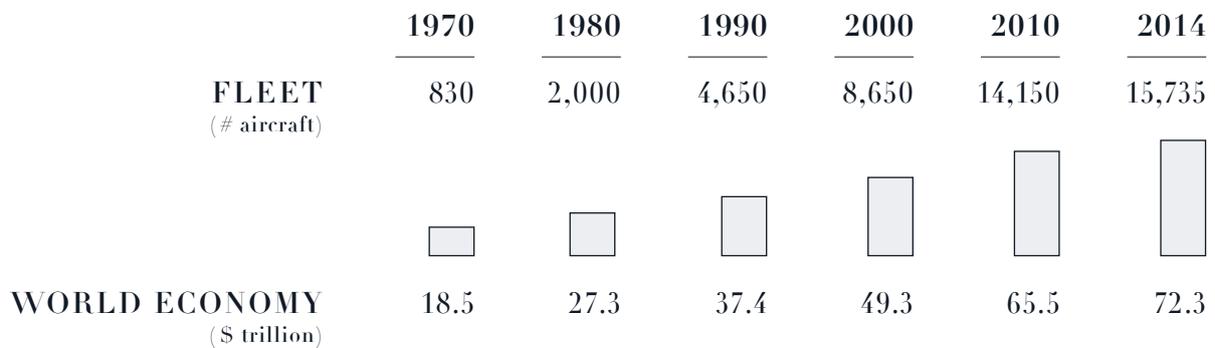
Aircraft have a long life and are a durable good due to regular checks and technical innovation. In addition, aircraft can be repositioned to growth markets should the home market not be able to deliver the planned yield. An immobile asset does not offer this flexibility.

Business aviation as a growing market

Business jets have turned into highly efficient tools of the business world. Growing world trade and an increasing interdependency of business, politics and culture lead to a growing demand in aircraft as efficient means of transportation. Business aviation often is the only option to get from one appointment to the next in a fast, flexible and safe manner.

For the past 40 years, the growth in business aviation has been closely correlated to the growth of the world economy. Currently there is no evidence that this trend will change, apart from short term fluctuation.

Business jet fleet and worldwide economic growth:



Quelle: Bombardier Business Aircraft; Market Forecast 2015 - 2024

Aircraft management



For investments in aircraft, the competency and experience of the aircraft manager are the key factors for success. *Excellent Air* GmbH is an established, successful and reliable partner for the *HiWing* investment projects.

Excellent Air is responsible for aircraft management and marketing. *Hiwing* Beteiligungs GmbH being one of the co-owners of *Excellent Air* GmbH, we can guarantee a high degree of influence and transparency.



I founded *HiWing* Beteiligungs GmbH in 2006 with the strategic goal of developing and implementing investment schemes for business jets. I have myself invested in the first two business jet projects. In 2014, we bought shares in *Excellent Air* who manage and market the jets. My company is thus able to understand and influence the entire value chain, from buying to managing to selling aircraft. I can thus be a reliable and competent partner to investors.

My professional career started with a degree in engineering and has been strongly influenced by my first employment in the aircraft industry, where I worked as development engineer at *MBB*. Next steps were an American and a Japanese producer of computers, providing me with growing management responsibility. These competencies led to becoming partner of an international management consultancy. I have consulted to *Embraer* and *Airbus*, and developed and helped implement business models for a number of different companies.

Born in 1954, I have been able to spend all my energy on my own company since the summer of 2015.

A handwritten signature in black ink that reads "Hans Hirt". The signature is written in a cursive, slightly stylized font.

Hans Hirt



HiWing
Beteiligungs GmbH

Gartenstraße 10
86865 Markt Wald
Germany

+49 (0)8262 960574
info@hiwing.de
www.hiwing.de