

Taking a decking: Superyachts & Helicopters



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CEO

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TAKING A DECKING

SUPERYACHTS AND
HELICOPTERS

SUPERYACHT
INVESTOR 2020

PHOTO COURTESY
DAMEN & AMELS, AIRBUS HELICOPTERS,
LEONARDO HELICOPTERS, STARSPEED AND
LUXAVIATION GROUP



ABOUT LUXAVIATION HELICOPTERS

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PART OF THE LUXAVIATION GROUP- LUXEMBOURG
HEADQUARTERED GLOBAL BUSINESS AVIATION
GROUP

**THE LARGEST CORPORATE VVIP HELICOPTER
OPERATOR IN THE WORLD**

COMMITTED TO PROVIDING OUR WORLDWIDE
CLIENTS WITH:

- A LUXURY EXPERIENCE
- HIGHEST OPERATIONAL STANDARDS
- ECONOMIES OF SCALE (JETS AND HELICOPTERS)
- RESPECTFUL, STRONG RELATIONSHIPS
- 24/7 SERVICE AND SUPPORT AROUND THE GLOBE

HELICOPTERS ON YACHTS

- USAGE TRENDS OF HELICOPTERS ON YACHTS
- CHALLENGING OPERATIONS
- ENGINEERING REQUIREMENTS FOR HELI-DECKS
- TAX, INSURANCE AND REGULATIONS
- MANAGING OWNERS PILOTS
- SAFETY



USAGE TRENDS OF HELICOPTERS ON YACHTS

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- THE WEALTH JOURNEY- HOW TO GET A HELICOPTER ON A YACHT?
 - -A BIKE AND A RENTAL ROOM..
- THE HELI IS THE LAST ASSETS BEFORE THE SPACESHUTTLE- IT SHOULD HAVE ALL POSSIBLE SAFETY FEATURES AND NOT JUST BE THE CHEAPEST SOLUTION
- WHEN A HELICOPTERS IS BASED ON A YACHT- IT IS USED WORLDWIDE => MANY DIFFERENT AVIATION REGULATIONS => HIGH COMPLEXITY
- EXAMPLE: FLYING AT NIGHT IN THE CARIBBEAN = IFR + TWIN-ENGINE HELICOPTER + FLOATS + AUTOPILOT ++
- HELICOPTERS ARE ADDICTIVE- THE FIRST ONE MIGHT BE TOO SMALL



GLOBAL OPERATIONS ARE CHALLENGING

- BE READY FOR A BIT OF EVERYTHING...

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HIGHLY COMPLEX OPERATION WHICH COVERS ALL AREAS OF THE HELICOPTER INDUSTRY:

- CHOOSE A HELICOPTER WHICH COVERS THE CLIENTS NEEDS- WITH SUFFICIENT PASSENGER SEATINGS FOR FAMILY & FRIENDS
- CHOOSE A MODERN HELICOPTER WITH GREAT PERFORMANCE AND ONE WHICH IS LOW ON MAINTENANCE- GET ADVICE FROM A HELICOPTER OPERATOR- REALITY MIGHT BE DIFFERENT THAN MARKETING MATERIAL
- YOU NEED SPECIAL SAFETY FEATURES SUCH AS FLOATS (AND IF OPERATING COMMERCIAL- THERE ARE MORE REQUIREMENTS)
- IF YOU WANT TO FLY IN DEGRADED WEATHER OR AT NIGHT- YOU NEED AN IFR CERTIFIED, TWIN-ENGINE HELICOPTER WITH AUTO PILOT AND WEATHER RADAR
- REMEMBER TO PLAN THE HELI DECK SO ALSO LARGER HELICOPTERS ARE ALLOWED TO LAND IN CASE THE OWNER WANTS TO UPGRADE (- INCREASED RE-SELL VALUE)
- MY RECOMMENDATION: GET A MODERN TWIN-ENGINE HELICOPTER, WITH DUAL HYDRAULIC SYSTEM, IFR INSTRUMENTATION, WEATHER RADAR AND 4 AXIS AUTOPILOT AS WELL AS AIRCONDITION AND OF COURSE FLOATS

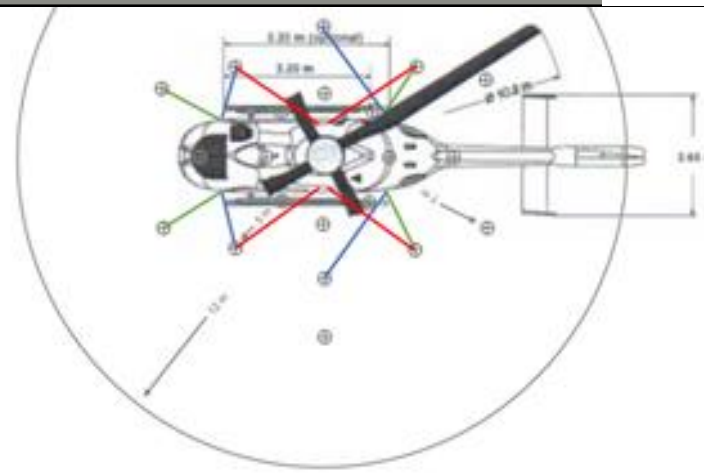
ENGINEERING REQUIREMENTS WITH HELI-DECKS

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- TOOLS
- LADDERS AND EQUIPMENT TO CLIMB ON TOP OF THE HELICOPTER
- EQUIPMENT TO MOVE THE HELICOPTER
- STORAGE FOR THE BLADES
- POTENTIAL HANGAR
- COVERS
- DECK SUPPORT & DECK TRAINING



- FIREFIGHTING EQUIPMENT & FACILITIES
- HELICOPTER REFUEL/DEFUEL FACILITIES
- ONBOARD HELICOPTER ENGINEERING SERVICES



TAX, INSURANCE AND REGULATIONS

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- TAX- JUST LIKE THE YACHT- DEPENDING ON REGISTRATION
- ENSURE YACHT AND HELICOPTER INSURANCE TOGETHER COVER EVERYTHING
- AVIATION REGULATIONS- MORE STRICT THAN MARITIME
- ENSURE THAT EVERYTHING AROUND THE HELI IS CERTIFIED AND CORRECTLY AUTHORIZED AND APPROVED FOR THE OPERATION- OTHERWISE INSURANCE DOES NOT COVER
- TALK TO A PROFESSIONEL HELICOPTER OPERATOR WITH YACHT EXPERIENCE BEFORE STARTING THE PROJECT



MANAGING OWNERS PILOTS

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- FLYING WORLDWIDE IS EVEN MORE CHALLENGING THAN SAILING WORLDWIDE
- ENSURE YOU EMPLOY THE PILOTS WITH THE RIGHT SKILLSET – AND THE RIGHT MINDSET
- COMMERCIAL PRESSURE- IMPORTANT THAT THE PILOTS ALSO CAN SAY “NO”
- IF YOU USE A PROFESSIONAL MANAGEMENT COMPANY TO OPERATE YOUR HELICOPTERS- THEY WILL ENSURE THAT YOUR PILOTS ARE TRAINED AND UP TO DATE ON YOUR OPERATIONS

HOW DO WE FIND THE RIGHT PILOTS?

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.. TO BE A REALLY SUCCESSFUL CORPORATE HELICOPTER PILOT, COPING WITH A COMPLEX AND DYNAMIC ENVIRONMENT, YOU NEED BROAD EXPERIENCES AND MULTI-SKILLS. WE ARE DIFFERENT...

- WE ENGAGE EXCEPTIONEL EMPLOYEES!



- AND HE DOES NOT COLLECT STAMPS
IN HIS FREE TIME...

PLEASE MEET DR SIMON MITCHELL
JOB TITLE: VISITING FELLOW, CRANFIELD UNIVERSITY; ACCOUNTABLE
MANAGER AND MANAGING DIRECTOR STARSPEED; AND CHAIRMAN,
BRITISH HELICOPTER ASSOCIATION ONSHORE COMMITTEE

OUR SENIOR MANAGEMENT

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OUR CAPTAINS

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GREAT ATTITUDE





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SAFETY IS THE KEY DRIVER ACROSS EVERY PART OF A VVIP OPERATION

IN ORDER TO ENSURE THIS - YOU NEED TO HAVE THE BEST EQUIPMENT FOR THE PURPOSE (SHIP AND HELICOPTER), WELL TRAINED EMPLOYEES, THOROUGH PROCEDURES AND COMMON TRAINING FOR ALL CREWS - YACHT AND HELICOPTER!

THANK YOU!

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QUESTIONS?