



# SGI AVIATION

Aircraft Technical Services



# SGI Aviation - Introduction



## Founded 2007

SGI has grown into one of the largest independent technical advisors to the aviation industry



SGI Aviation is a full-service aviation asset manager, managing over **34 aircraft** with a total value of **\$1.9 billion**



HQ Amsterdam with regional presence in Dublin, Singapore, Delhi and the Americas, SGI currently has over **350 professionals worldwide**



**15+ years** of first-hand research and extensive inhouse training ensures a continuity of service and real-world advice for aircraft operators, owners and financiers.



Technical Services are performed by a team of **experienced professionals** from all areas of the aviation and aerospace industry. Many have held senior roles with airlines, aircraft manufacturers, aviation authorities, banks, lessors or maintenance organizations.



# Technical Services Facts

Engagements in 2024



**47**  
Redeliveries

**29**  
Engine Shop  
Visit Mgt

**105**  
Annual/Mid-Lease  
Inspections

**5**  
FAL New Deliveries

**70**  
Pre-Purchase  
Inspections

**10**  
P2F Conversions

Our offices

Presence



Asset  
management



**34** Aircraft  
**90** Engines

**>12,000**  
Working Days

**700+**  
Re-deliveries on multiple aircraft types

**20+**  
FTE Worldwide

**350+**  
Inspectors worldwide

**1500+**  
Technical Projects

**30+**  
Languages



# Lessor & Financier Clients



# Technical Support - One stop shop lessors



## Final assembly line (FAL)

assist the lessor with the last phases of aircraft production at different manufacturers to ensure specifications are met



## Mid lease inspections (LMI)

Perform records & physical checks of leased aircraft following SGI or client procedures, including management of multiple inspections and uploading of the information collected in the client's CMS system



## Pre-purchase inspections (PPI)

assist the lessor during the due diligence phase by performing physical & records review of the aircraft, including OIL, future maintenance events forecast & associated costs



## Redelivery management

Complete or partial management of the redelivery project, starting from reviewing the redelivery conditions, the workscope, on site assistance during the EOL check and support in negotiations



## Repossession

Management of the complete repossession from a lessee, with legal support, on site representation, records re-built, ferry flight, workscope preparation



## Delivery management

Cooperate and coordinate with the airline and the lessor CAMO with transaction to the lessor or next lessee



## EOL check management

Assist the lessor with the end-of-lease redelivery check with on site personnel



## Pax to Freight management

Assist the lessor with complex P2F conversion projects



## Heavy Maintenance Modification

Assist the lessor with HMV and Modification/cabin reconfiguration support (LOPA)



# Aircraft Inspections



SGI can perform the following inspections on aircraft

- Pre-purchase inspections
- Annual inspections
- Mid-lease inspections

Allocated Inspectors are experts on the aircraft type with each report tailored to the specific aircraft model



The inspection covers:

- Documentation review, including back to birth, components check, statements, aircraft history and past maintenance events, etc.
- Physical inspection of the aircraft to verify compliance with documentation and proper level of maintenance being performed by lessee

# FAL Inspections: Assembly Line Support



## Models (A320 Family, A330, A350)



Airbus Final Assembly Line support including:

- Main Sections Inspection,
- FAL Inspection program,
- Aircraft Delivery Management.

Boeing Assembly customer inspections during build beginning with detail part assembly thru final assembly including:

- Components
- Wingspar
- Wing panel
- Wingbox
- Fuselage assembly
- Engine build-up
- Wing to body join
- Power on,
- First flight.



## Models (B737, 747, 767, 777, 787)

## Models (E-Jets E190/195, E2 Program, E170/175, E1 Program, ERJ aircraft)



Embraer Production Inspection Agreement List, to perform the activities of the customer interest to be accomplished during aircraft production phase.

# Transitions: Turnkey Solution



# Transitions: Planning Ahead



## Minimum 6 Months Ahead

- Detailed review of redelivery conditions + terms of the lease agreement (airline obligations)
- Set up “Kick off” discussion with airline and lessor (6 months before EOL induction)
- Review of historical aircraft records available to identify shortfalls
- Create delivery check planning (C check, painting, engine MPA runs, demo flight, BSI)

## Minimum 3 Months Ahead

- Detailed Records review start a minimum 3 months ahead of Delivery Check Input to identify additional work
  - Physical inspection on Aircraft + Engines + components ensuring conformance to lease return conditions
  - Records inspection ensuring conformance to the contracted redelivery conditions
  - Ensure records are compiled, organized and presented per lease agreement (delivery bible)
- Physical inspection (at EOL maintenance input)

## During Redelivery

- Manage day-to-day on-site relations with airline lessee team and MRO
- Monitor agreed redelivery maintenance work-scope to stay in EOL budget
- Liaise with MRO on behalf of the client for cost efficient rectification of any issues
- Provide the client with regular updates on the progress of the aircraft redelivery
- Ensure aircraft is returned with the required certification(s)
- Assist the client with deregistration and exportation and/or ferry flight (if needed)



# Transitions: Redelivery Management

## Initial Phase



### Contract Activity

Contractual review:  
 - Redelivery conditions  
 - End-of-lease compensation  
 - Side letters

### Added value

- SGI reviews numerous lease contracts on a yearly basis and has gained significant experience, allowing to:
- Accurately determine the activities, baseline plan and budget
- Identify any potential exposures and pitfalls



### Organizational Activity

Initial review of the organizational setup, records and required major maintenance events

### Added value

- Aircraft and records audits are part of our core business:
- This will help in rectifying any issues well ahead of time
- Create the mindset needed for a redelivery to the aircraft owner
- Develop an efficient plan for major maintenance events

## Pre-Delivery



### Records Activity

Review of records for:  
 - Completeness, layout and accuracy  
 - Any procedural issues

### Added value

- Experience gained throughout the years allows us to identify areas which require improvement
- Regulatory experience will help in efficiently determining work that needs to be done when transferring to a different jurisdiction



### Physical Activity

Physical survey of the aircraft, to determine:  
 - Condition  
 - Configuration

### Added value

- Physical issues will be identified, assessed and incorporated into the plan
- Efficient planning and accurate budgeting will assist in identifying the redelivery cost



### Planning Activity

Establishment of baseline project plan, including:  
 - Budget  
 - Staff (number, expertise etc)

### Added value

- SGI will work closely with the client to leverage the available knowledge and develop an efficient baseline plan and budget, minimizing unnecessary cost and delays
- SGI can analyze the necessary modifications to be implemented in order to have the aircraft EASA compliant

## Redelivery



### Records Activity

Management of the records  
 - Records rebuilt  
 - Rectification of discrepancies

### Added value

- SGI will work together with the client to efficiently manage any open items that may arise during the redelivery inspection
- Seasoned professionals who know the pitfalls and issues will assist in managing the relationship with the Lessor



### Physical Activity

Monitoring of the redelivery check, to make sure the aircraft complies with all contractual obligations

### Added value

- Monitoring of the redelivery check, to make sure the aircraft complies with all contractual obligations



### Resources Activity

Dedicated project manager involved from nose to tail

### Added value

- Single point of contact during the redelivery process
- Hosts the daily meeting with MRO, airline and lessor during the redelivery check
- Able to quickly respond to additional resource requirements
- SGI can provide EASA services, necessary to import the aircraft into EASA environment

# Contact us :

## Please contact a local representative

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# SGI Aviation Tech Ops Team Personnel



## *Selected profiles of our team*

### **René Oostveen**

Head of Technical Operations

René joined SGI in 2009 as a Technical Manager and became Head of Technical Operations in 2015. With 30+ years in aircraft maintenance, he brings extensive airline experience. Previously, he served in the Royal Netherlands Air Force and worked at Martinair, earning multiple aircraft maintenance licenses and qualifications, including MD-11 Flight Test Engineer.

### **Francesco Baccarani**

Area Manager, APAC

Francesco joined SGI in 2008 with 18+ years in aviation specializing in commercial aircraft engines. He became VP Technical in 2019 and now manages SGI's Singapore office. He supports lessors with transactions, inspections, and asset management for SGI managed aircraft.

### **Juan Pablo Rojas**

VP Technical – Americas

Juan Pablo joined SGI in 2022 as VP Technical for the Americas. He has led multiple aircraft transitions, fleet management, and due diligence projects. Previously, he worked at LATAM and Avianca Airlines in procurement, engineering, and fleet management.

### **Christian Water**

VP Technical – EMEA

Chris joined SGI in 2017 and has 35 years of aviation experience across aircraft maintenance, leasing, inspections, and technical operations. He excels in project management and translating technical details into customer-focused solutions. His expertise ensures the successful execution of global aviation projects.

### **Lee Yuan Sheng**

VP Technical – APAC

Lee joined SGI in 2015 after a 5-year career with ST Aerospace. He holds a bachelor's degree in aerospace engineering from Nanyang Technological University and an MBA from Singapore Management University. With 15 years of experience, he has held roles in engine consulting, asset management, and technical operations.

# SGI Aviation Tech Ops Team Personnel



## *Selected profiles of our team*

**Serge Vrancken**  
VP Technical Manager

Serge joined SGI in 2020 with 25+ years in aviation, specializing in airline operations, MROs, and asset management. Since joining SGI, he has led strategic transformations, cost-saving initiatives, and contract negotiations for multiple lessor and airlines clients. His expertise includes managing large operations, business process re-engineering, and aircraft deliveries.

**Robbert Coller**  
VP Technical Manager

Robbert joined SGI in 2015 and oversees a diverse portfolio of clients and specializing in widebody Airbus and Boeing aircraft. Robbert's academic background includes a bachelor's degree in aviation engineering from the Amsterdam University of Applied Science. Furthermore, he holds a distinguished diploma in Aviation Leasing and Finance from the Law Society of Ireland.

**Svetoslav Bonev**  
Technical Manager

Svet joined SGI in 2012 and is an expert inspector across aircraft types, covering structures, avionics, and engines. He has deep knowledge of records and regulations and has worked globally. He holds a diploma in Airframe and Engine Engineering from Air Force University, Bulgaria.

**Stefano Mariani**  
Technical Manager

Stefano joined SGI in 2014 and specializes in aircraft records management for various inspections. He ensures complete records tracking and effective communication with lessees. He holds master's degrees in Mechanical & Management Engineering and Aviation Management.

**Gilbert Nacino**  
Technical Manager

Gilbert joined SGI in 2016 with 15+ years of experience in aircraft reliability, powerplants, and technical services. He has led aircraft acceptance, repossession, and records projects for major lessors and airlines. He holds a bachelor's in aeronautical engineering from PATTS College of Aeronautics.

**Luca Giuliani**  
Technical Manager

Luca joined SGI in 2018 and specializes in aircraft records and inspections across all aircraft types. He has deep regulatory knowledge and has worked extensively on annual, mid-term, and redelivery inspections. He holds a degree in aeronautical engineering from Politecnico di Milano.