



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+

Redeliveries on multiple aircraft types



20+

FTE Worldwide



350+

Inspectors worldwide



1500+

Technical Projects



30+

Languages



Airline Clients



Technical Support – One stop shop airline



Final assembly line (FAL)

Assist the airline with the last phases of aircraft production at different manufacturers, to ensure specifications are met



Vendor contract negotiations

Assist the airline in negotiating MRO agreements by running tenders, setting KPIs, review proposals and suggest the best option to the client



Pre-lease/buy inspections (PPI)

Assist the airline with pre-entry-into-service inspections for new additions to the fleet, including aircraft selection, LOI or lease negotiations



Delivery management

Assist airline with introducing the aircraft in the fleet, including ERP system uploading, aircraft phase check preparation



Redelivery management

Assist the airline with the redelivery management and process



Forward Order Management

Assist the airline with the forward order, selection of the aircraft type & engines, configuration and options



EOL check management

Assist the airline with the end-of-lease redelivery check including on-site representation and project management



Pax to Freight management

Assist the airline with complex P2F conversion projects, including workscope preparation



Heavy Maintenance Modification

Assist the airline with HMV and Modification/cabin reconfiguration support (LOPA), including coordination with Part21 organisations to develop scope and kits



Airline startup support

Assist new airlines with startup business plan creation/review, aircraft sourcing, maintenance planning costs calculations



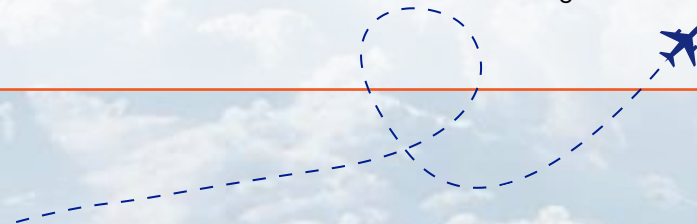
Company audits and blacklist

Assist airline with audits conducted by authorities or international aviation organizations (ICAO) and support to exit European blacklist



Cabin reconfiguration

Assist airline with regulatory, engineering, piece parts supply and accomplishment of passengers cabin reconfiguration



Pre-lease & Purchase Service – Making the right choice

Selection of Best Suited Aircraft

- Residual value retention
- Economical life
- Aircraft/engine combination
- User base, Geographical spread Etc.
- White papers on specific aircraft and/or engine models



Lease/ Purchase Support

- Experience and Support with Drafting and Negotiation in the following areas
- Lease Technical Covenant
- Letter of Intent (LOI)
- Purchase Agreement
- Sale and Lease back Contracts
- Support with the OEM



Acquisition (new A/C)

- Delivery specification evaluation prior to manufacturing (new aircraft)
- Review of Manufacturer Concessions
- Aircraft Valuation and Lease (technical) Payment Forecast



Pre-Operated Aircraft

- Aircraft and Engine Pre-Purchase Inspection.
- Check that it meets Airline Requirements with Equipment.
- Check Operational Criteria for Airline. (ETO PS, CAT IDE)
- Maintenance and Major components Shop Projections.
- Check against Purchase and Lease Conditions



Support

- Regulatory Preparedness
- AMP Production (includes ETOPS)
- Airworthiness Reviews
- MEL



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

Europe



 Gary Oragano
 +353 87 2225900
 goragano@sgiaviation.com
 Dublin, Ireland
 (GMT + 1) Irish Standard Time

America



 Juan Pablo Rojas
 +57 3102491218
 +1 954 529 2000
 jprojas@sgiaviation.com
 Bogota, Colombia
 (GMT -5) Colombia Standard

Singapore



 Francesco Baccarani
 +65 8870 3376
 +65 6809 5277
 fbaccarani@sgiaviation.com
 Singapore, Singapore
 (GMT +8) Singapore Standard

Asia



 Vinamra Longani
 +91-9811616110
 vlongani@sgiaviation.com
 New Delhi, India
 (GMT + 5.5) Indian Standard

China



 Martin Sher
 +86 138 5998 6318
 msher@sgiaviation.com
 Xiamen, China
 (GMT +8) China Standard



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 Collier
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 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.