

Aircraft leasing company needed a partner that could keep up

Fast growing company Air Lease Corporation (ALC) outlines how TMF Group helped them to establish themselves around the world.

Client profile

ALC was launched in February 2010 and as of September 2013 owned a fleet of over 180 aircraft leased to 79 airlines in 45 countries. We are one of Boeing's and Airbus' largest customers, with orders for over 330 new aircraft that will deliver over the next decade. The company has about 60 full time employees led by a management team, including pioneers of the aircraft leasing business. ALC's team has long-standing relationships with the manufacturers, financiers, and over 200 airlines in 70 countries and differentiates itself from other lessors by providing total fleet planning solutions for its airline customers.

Strategic issue

As ALC grows its fleet and customer base around the world, we often rely on third party resources to help us quickly assess the local market and regulatory landscape in a given country. Among the myriad of issues to consider, experts may assist us in quickly determining if a local subsidiary or legal presence is necessary.

How TMF Group helped

After founding ALC in 2010, we anticipated the need for third party support in many of the jurisdictions where we planned to conduct business. TMF Group was engaged in the formative stages of our company and took the time to learn about our global growth plan, our team and our style of working. TMF Group's expertise continues to be a key asset to ALC as a leading global aircraft Lessor.

In the future

More than 90% of ALC's customers are located outside the United States. To meet our customer needs, our ability to enter new markets quickly is critical to ALC's success. Asia Pacific and Europe are the two largest regions that we serve, but aircraft leasing is a truly global business and we continue to grow in the Middle East, Africa, and Latin America.

"TMF Group was engaged in the formative stages of our company and took the time to learn about our global growth plan. TMF Group's expertise continues to be a key asset to ALC as a leading global aircraft Lessor."

*Carol Forsyte,
Executive Vice President and
General Counsel for ALC*

TMF Group provides the following services to ALC:

- SPV incorporation, capitalisation and ownership (via foundation or share trustee services)
- Directorship services - provision of qualified, independent, in-house directors
- Company secretarial services
- Provision of registered office and named company secretary
- Maintenance of the SPV's statutory books and records
- Filing of all returns and declarations required by local companies legislation
- Transaction accounting including preparation of financial statements
- Tax preparation and filing
- Regulatory reporting