



# Clipper Aviation

## Aircraft Brokerage Services

855-463-5999

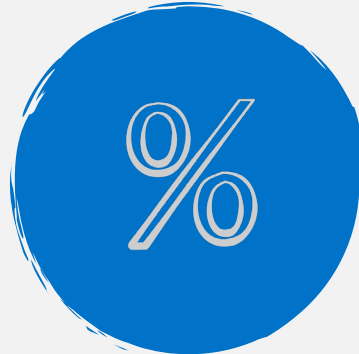
[www.clipperaviation.com](http://www.clipperaviation.com)

Van Nuys Airport  
7900 Balboa Blvd, Van Nuys, CA 91406



## NETWORK

Deep connections formed across many transactions allow us to quickly find you the right plane or buyer



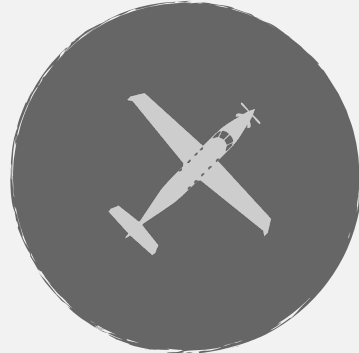
## LOW FEES

Clipper brokerage fees are typically 50% lower than those offered by competitors



## IN-HOUSE MAINTENANCE

We accelerate transactions by providing technical knowledge, addressing squawks and conducting inspections



## FULL SERVICE

With integrated pilot training and aircraft management, our commitment to you doesn't end at transaction closing

# WHY CLIPPER?

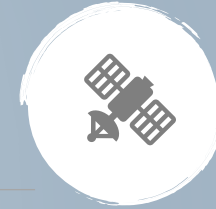
We're different from other aircraft brokers

# END-TO-END SUPPORT THROUGHOUT THE TRANSACTION



## 1. CONSULTATION & PLANNING

We tailor search and sale processes to suit your specific financial and operational needs. Consultations are free and without commitment – we believe it important to invest time in understanding your individual requirements.



## 2. SEARCH / LISTING

Deep industry connections formed across many transactions provide unparalleled market visibility – we quickly identify the right asset or buyer, even for unlisted aircraft.



## 3. NEGOTIATION & CLOSING

We commit fully to maximizing transaction value for our clients. Furthermore, our team offers world-class transaction structuring and advisory services in conjunction with specialist partners.



## 4. POST-TRANSACTION

Client service is an enduring commitment at Clipper. With integrated training, maintenance and aircraft services, we are well-positioned to fully support you across the entire life-cycle of your asset.

# DEEPLY DISCOUNTED RATES RELATIVE TO OTHER BROKERS

Maximize your transaction value with Clipper's industry-leading fee structure

**1.9%**

Aircraft value  
over \$1m

**2.9%**

Aircraft value  
\$500k - \$1m

**3.9%**

Aircraft value  
under \$500k

# RECENT TRANSACTIONS



Cirrus SR22T G6  
\$975k



Cirrus SR20 G6  
\$750k



Cirrus SR22 G6  
\$710k



Cirrus SR20 G6  
\$520k



Diamond DA42  
\$415k



Piper Mirage  
\$900k



Cessna 172N  
\$265k



Xtreme Decathlon  
\$200k



Piper Archer II  
\$145k

# CLIPPER BROKERAGE TEAM



**James Raffini**

PRESIDENT

With a background in finance and asset management, James has applied his experience to many successful aircraft transactions. As a seasoned pilot and aircraft owner, he understands the importance of tailoring each sale or purchase to meet the client's individual needs.



**Charles Raffini**

PRESIDENT

A former aviation consultant, Charles supports transactions by applying the value of his deep industry contacts and connections. Clipper knows the right counterparties to engage for a timely and value-maximizing closing, ensuring that expert advisors provide world-class support.



**Alexander Gornakov**

CHIEF PILOT

With deep experience in both a training environment and as a contract pilot for the Clipper-managed fleet, Alex works closely with clients to understand their needs and mission profile. He is instrumental in providing ongoing support to owners, be it training-related, technical or other.



**JJ Gutowski**

ASSISTANT CHIEF PILOT

Coming from a sales background that includes significant transaction expertise, JJ serves as a valuable resource to clients both advising on finding the right aircraft for the right buyer, as well as navigating complex issues regarding FAA licensing and registration.

# OUR PROMISE

“Aircraft ownership can be challenging to navigate, particularly for first-time owners. Clipper invests in building deep relationships with our clients that often extend well beyond transaction closing. We commit to being there for you during all stages of your aircraft ownership experience – acting as a knowledgeable resource, trusted advocate and capable partner. Thank you for considering Clipper Aviation.”

- James Raffini, President

