Overview of The International Registry

Established by the Cape Town Convention

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Managing Director Aviareto
Managers of the International Registry
From Dublin, Ireland
Agenda

• Governance
• Transaction Trends
• Customer Survey 2010
• How the International Registry Works
• Making a Registration
• Supporting Ratified States
• What you can expect
Governance

• Joint Venture:
  – SITA (80%) and the Irish Government (20%)

• Board of Directors under Irish Company law

• Supervised by ICAO
  – ICAO advised by a Commission of Experts (CESAIR)

• International Registry Advisory Board (IRAB)

• Security Reviews - PwC

• Standards (Quality and Security)

• Annual Independent Customer survey
Ratified States

Afghanistan, Albania, Angola, Bangladesh, Cape Verde, China, Colombia, Cuba, Ethiopia, European Community, Gabon, India, Indonesia, Ireland, Jordan, Kazakhstan, Kenya, Luxembourg, Malaysia, Malta, Mexico, Mongolia, Netherlands (Aruba and Antilles), New Zealand, Nigeria, Oman, Pakistan, Panama, Rwanda, Saudi Arabia, Senegal, Seychelles, Singapore, South Africa, Syrian Arab Republic, Togo, United Arab Emirates, United Republic of Tanzania, United States, Zimbabwe.
Headline Figures

• Registrations to date
  236,470

• Objects* with registrations
  76,930

(*Airframes, Engines, Helicopters)
<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Ireland</td>
<td>498</td>
<td>Malta</td>
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</tr>
<tr>
<td>United Kingdom</td>
<td>233</td>
<td>Czech Republic</td>
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<td>France</td>
<td>74</td>
<td>Finland</td>
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<td>Germany</td>
<td>68</td>
<td>Liechtenstein</td>
<td>4</td>
</tr>
<tr>
<td>Switzerland</td>
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<td>Norway</td>
<td>4</td>
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<tr>
<td>Luxembourg</td>
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<td>Hungary</td>
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<td>27</td>
<td>Monaco</td>
<td>2</td>
</tr>
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<td>Italy</td>
<td>24</td>
<td>Albania</td>
<td>1</td>
</tr>
<tr>
<td>Sweden</td>
<td>20</td>
<td>Greece</td>
<td>1</td>
</tr>
<tr>
<td>Denmark</td>
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<td>Lithuania</td>
<td>1</td>
</tr>
<tr>
<td>Austria</td>
<td>15</td>
<td>Poland</td>
<td>1</td>
</tr>
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<td>Russian Federation</td>
<td>12</td>
<td>Romania</td>
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</tr>
<tr>
<td>Spain</td>
<td>11</td>
<td>Slovakia</td>
<td>1</td>
</tr>
<tr>
<td>Iceland</td>
<td>8</td>
<td>Ukraine</td>
<td>1</td>
</tr>
<tr>
<td>Belgium</td>
<td>7</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Insurance cost per million of cover

Cost Per Million in $000’s
Customer Survey - Methodology

- 2010 is fourth in the series
- Online survey
- Sent to 2,841 users.
- Sample of 356 users - response rate of 13%
- 339 in English, 12 in Spanish, and 5 in French.
- Fieldwork 6 Oct to 25 Oct
- Incentive offered (3 x $250 Amazon vouchers)
Sample Profile 2010

GENDER

- Male: 50% (63%) 2007, (45%) 2008, (47%) 2009
- Female: 50% (37%) 2007, (55%) 2008, (53%) 2009

AGE

- 55yrs+: 22% (26%) 2007, (26%) 2008, (21%) 2009
- 45-55 yrs: 31% (39%) 2007, (32%) 2008, (32%) 2009
- 35-44 yrs: 28% (22%) 2007, (24%) 2008, (29%) 2009
- 18-24 yrs: 20% (13%) 2007, (17%) 2008, (19%) 2009

Professional services firm: 27% (28%) 2007, (29%) 2008, (17%) 2009

Other aircraft owner: 19% (19%) 2007, (23%) 2008, (32%) 2009

Financial/lending institution: 21% (19%) 2007, (17%) 2008, (17%) 2009

Aircraft owner (private individual): 10% (13%) 2007, (14%) 2008, (18%) 2009

Aircraft owner (airline): 8% (11%) 2007, (9%) 2008, (7%) 2009

Aircraft leasing company: 13% (8%) 2007, (8%) 2008, (8%) 2009

Aircraft owner fractional: 2% (2%) 2007, n/a 2008, n/a 2009
High contribution towards worth to business

Low performance

Critical Improvement Areas

Leverage and Enhance

Low contribution towards worth to business

IGNORE

MONITOR
Overall worth of registry to business

Trend is positive
How the International Registry Works

6 KEY POINTS

1. Account set-up (vetting to receive a Digital Certificate)

2. On-Line Registrations made by approved users

3. Digital certificates to sign transactions (non-repudiation)

4. High Integrity database, may become evidence

5. Anyone can search the Registry

Applying for an Account

- Apply Online and pay by credit card

- We check that
  1. You are who you say you are
  2. You are authorised to work on behalf of the entity
  3. The entity exists
  4. All contact details are correct

- Typically less that 24 hours once documents are received
Making a Registration

• Select Object
  – Manufacturer supplied data V Free Text
  – Precision – spaces, dashes etc

• Enter Data

• Consent of parties, digital signature

• Can amend, assign, subordinate, subrogate, discharge

• **Strongly recommend you search to make sure it went live**

• Once searchable, it is registered

• The Registrar ensures integrity of the data
Searching the Registry
Three types of searches

1. Priority ($35)

2. Informational (Free)

3. Contracting State (Free)
Searching the Registry

• Search Registrations is two step (the SearchPath)
  – 1) Informational search (Wildcard search)
  – 2) Priority Search

• Only a Priority Search Certificate has standing (can rely on it)
  – Is stored on Registry system
  – Is digitally signed by the Registrar
Register, Amend or Discharge Interest

As an Approved User of the International Registry you are authorised to work on asset registrations if they have been authorised by the Administrator User for your company or by the Administrator User of the Transacting User Entity you are representing. By default Administrator Users are automatically authorised to work on all registrations of interest relating to their company. The user is prompted to enter the required data on the registration form and on payment of appropriate fee the registration of assets is submitted to all transacting parties with an interest in the aircraft asset for consent. A user may also enter free format data if the asset they are registering, amending or discharging is not in the drop down list.

Create New Registration
Amend Registration
Discharge Registration by Object
Discharge Registration by File Number
Register, Amend or Discharge Interest

Registration Creation

Use the data provided to the International Registry by the manufacturers to select aircraft object.

If the required aircraft object is not present in the data provided on the International Registry system, you may use free text to create a new object on the system. Make sure to review all available information and use the same format and case. For example, BOEING, model 747-300, serial number A1111 is not the same object as Boeing, model 747/300, serial number a1111.

Please note that information search is free if you wish to research MSN object data.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>AIRBUS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ABC</td>
</tr>
<tr>
<td></td>
<td>AIRBUS</td>
</tr>
<tr>
<td></td>
<td>AMEND AIRFRAME</td>
</tr>
<tr>
<td></td>
<td>ATR</td>
</tr>
<tr>
<td></td>
<td>ATZ</td>
</tr>
</tbody>
</table>

Model Designator: A380

<table>
<thead>
<tr>
<th>Manufacturer's Serial Number</th>
<th>23</th>
</tr>
</thead>
</table>

Lookup Serial Number

<table>
<thead>
<tr>
<th>MSN lookup</th>
<th>23</th>
<th>Check</th>
</tr>
</thead>
</table>

Use of electronic information provided by the International Registry relating to the aircraft object is mandatory and, where so provided, is the sole means of satisfying the requirements of Regulations section 5.3 (c) (ii) to (iv).
Register, Amend or Discharge Interest

Create Registration

Please complete the required fields and click 'Continue Registration' to continue the registration.

Manufacturer: AIRBUS
Model Designator: A380
Manufacturer's Serial Number: 23
State of Registry: United Kingdom
Nationality and Registration Marks: 
User Capacity Statement: TUE Administrator

Please indicate your role i.e. if you are an Administrator or Company User and whom you are acting on behalf of. E.G. TUE Administrator on behalf of Organisation A.

Registration Type: International Interest
Fractional or Partial Interest: 

[Continue Registration] [Cancel]
Register, Amend or Discharge Interest

Create Registration

Please complete the following data and click 'Submit Registration' to continue the registration.

Debtor: Seminar TUE X

Choose Entity

Creditor: GEC I LI

Choose Entity

Registration lapses on ______________________
(DD MMM YYYY) eg.: (01 Jan 2005)

If you leave this field blank, then this date is considered to be perpetual.

Email notification list:

Please ensure the email addresses you are entering in this field are in the correct format (e.g. name@myorganisation.com) and are comma separated.

Persons whose email addresses are entered into the email notification list will be notified when this registration is complete and searchable on the International Registry.

Submit Registration  Cancel
**Register, Amend or Discharge Interest**

**Confirm Registration Creation**

Please review the following data and click 'Create Registration' to sign and commit this change.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>AIRBUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model Designator</td>
<td>A380</td>
</tr>
<tr>
<td>Manufacturer's Serial Number</td>
<td>23</td>
</tr>
<tr>
<td>Transaction Type</td>
<td>CREATE</td>
</tr>
<tr>
<td>Object Type</td>
<td>AIRFRAME</td>
</tr>
<tr>
<td>State Of Registry</td>
<td>United Kingdom - Cayman Islands</td>
</tr>
<tr>
<td>User Capacity Statement</td>
<td>TUE Administrator</td>
</tr>
<tr>
<td>Registration Type</td>
<td>International Interest</td>
</tr>
<tr>
<td>Percentage of Object</td>
<td>100.000000 %</td>
</tr>
</tbody>
</table>

**Debtor:**

Seminar TUE X

**Creditor:**

GEC ILI

**Registration lapse date:**

**Email notification list:**
User Capacity Statement: TUE Administrator
Registration Type: International Interest
Percentage of Object: 100.000000%
Debtor: Seminar TUE X
Creditor: GEC ILI
Registration lapse:
Email notification:
By clicking on the 'Create Registration' button below, you are confirming that you have the authorisation of all the parties you are representing in making the registration.
Signature Details:
User ID: 47940360
Date: 10 Nov 2010 09:30:46 GMT
By entering this site you acknowledge and agree to all terms and conditions stated herein
List interests with status and give consent

Registrations

Each User has the ability to view the interests that they are authorised to work on. An Administrator User has the ability to work on all aircraft assets for the organisation they represent and therefore has access to all interests for that organisation. Each list item shows an interest including the Manufacturer’s Serial Number (MSN), manufacturer, model designation, all Transacting Entities and the status. This facility allows the user to give consent or refuse to give consent on a registration of an asset.

<table>
<thead>
<tr>
<th>Details</th>
<th>Transaction Type</th>
<th>Status</th>
<th>Manufacturer</th>
<th>MSN</th>
<th>Generic Model</th>
<th>Object Designator</th>
<th>Type</th>
<th>Matches Current Manufacturer</th>
<th>Matches List</th>
</tr>
</thead>
<tbody>
<tr>
<td>CREATE</td>
<td>ACTION AIREUS</td>
<td>23</td>
<td>A380</td>
<td>AIRFRAME</td>
<td>YES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Choose page size: All 50 20 10

Return to the Registration Home Page
List interests with status and give consent

Registration Details

Please review the following details data and click the appropriate button to grant or refuse consent.

Manufacturer: AIRBUS
Model Designator: A380
Manufacturer’s Serial Number: 23
Transaction Type: CREATE
Object Type: AIRFRAME
State Of Registry: United Kingdom - Cayman Islands
User Capacity Statement: TUE Administrator
Registration Type: International interest
Percentage of Object: 100.00000
Date of Registration: 10 Nov 2010
Email notification list:

By clicking on the 'Consent' button below, you are confirming that you have the authorisation of all the parties you are representing in consenting to the registration.

Signature Details:
User ID: 47946914
Date: 10 Nov 2010 03:39:42 GMT

List of Consenting Parties

Debtor: Seminar TUE X PENDING
Creditor: GEC ILI APPROVED
List interests with status and give consent

Registration Details

Please review the following details data and click the appropriate button to grant or refuse consent.

- Manufacturer: AIRBUS
- Model Designator: A380
- Manufacturer’s Serial Number: 23
- Transaction Type: CREATE
- Object Type: AIRFRAME

By clicking on the ‘Consent’ button below, you are confirming that you have the authorisation of all the parties you are representing in consenting to the registration.

Signature Details:
- User ID: 47946914
- Date: 10 Nov 2010 03:39:42 GMT

Consent

List of Consenting Parties

Debtor: Seminar TUE X PENDING
Creditor: GEC ILLI APPROVED
### Search Registrations

#### Informational Search

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model Designator</th>
<th>Manufacturer's Serial Number</th>
<th>Object Type</th>
<th>Matches current Manufacturer List</th>
<th>Registration Exists</th>
<th>Select</th>
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</thead>
<tbody>
<tr>
<td>AIRBUS</td>
<td>A380</td>
<td>23</td>
<td>AIRFRAME</td>
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<td>AIRBUS</td>
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<td>A320</td>
<td>23</td>
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<td>NO</td>
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<td>AIRBUS</td>
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<td>Caprica Aerospace</td>
<td>Battlespace</td>
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<tr>
<td>DASSAULT AVIATION</td>
<td>Falcon 10</td>
<td>23</td>
<td>AIRFRAME</td>
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<tr>
<td>DASSAULT AVIATION</td>
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<tr>
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<tr>
<td>DE HAVILLAND</td>
<td>DASH 8-100</td>
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<td>NO</td>
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<tr>
<td>GULFSTREAM</td>
<td>Grumman G-1159 (GII)</td>
<td>23</td>
<td>AIRFRAME</td>
<td>YES</td>
<td>NO</td>
<td></td>
</tr>
</tbody>
</table>
Search Criteria

Manufacturer: AIRBUS
Model designation: A380
Manufacturer's serial number: 23

Search Results

The International Registry system is designed to use percentages with a maximum of six decimal places when recording fractional and partial interests in aircraft objects e.g. 12.123456%. Please consider that certain fractions cannot be fully represented within six decimal places. Percentages shown are of the full aircraft object.

<table>
<thead>
<tr>
<th>Date/time</th>
<th>Details of Interest</th>
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<tbody>
<tr>
<td>Registration</td>
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<tr>
<td>10NOV2010 09:42:37 GMT</td>
<td>Type: International Interest</td>
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<tr>
<td></td>
<td>File number: 51950</td>
</tr>
<tr>
<td></td>
<td>Fractional or Partial Interest: 100.000000%</td>
</tr>
<tr>
<td></td>
<td>Debtor: Seminar TUE X</td>
</tr>
<tr>
<td></td>
<td>Creditor: GEC ILI</td>
</tr>
<tr>
<td></td>
<td>Right to Discharge Holder: GEC ILI</td>
</tr>
<tr>
<td></td>
<td>Contact details: <a href="mailto:john.m.healy@hotmail.com">john.m.healy@hotmail.com</a></td>
</tr>
<tr>
<td></td>
<td>Contact details: <a href="mailto:drjack@eircom.net">drjack@eircom.net</a></td>
</tr>
</tbody>
</table>

End of List
Major improvements

• Over **1.6 Million USD** spent on Software upgrades in first four years
• Insurance increased from $35M to $70M
• Listed in Irish High Court – Commercial Division
What you can expect

• From Aviareto:
  – Co-operation and support
  – Engagement with industry in your country – if you wish
  – Responsive organisation

• From your industry
  – Already familiar
  – Happy to gain the economic benefits
THANK YOU

QUESTIONS AND COMMENTS

rob.cowan@aviareto.aero