



# SPARFELL & PARTNERS

INTELLIGENCE IN AIRCRAFT SERVICES



## Corporate Profile

AIRLINERS

BUSINESS JETS

HELICOPTERS

# OUR VALUES



**PERFORMANCE**  
for our clients

**INTEGRITY**  
in the way we do  
business

**REPUTATION**  
as the key  
ingredient for  
our business

# WHY SPARFELL & PARTNERS



## INTELLIGENCE IN AIRCRAFT

SERVICES is not only our motto but our mission as well. Our clients can expect thorough and detailed services that are custom tailored and fully optimized to suit their needs. A global organization for aircraft services involved in all aviation sectors.

We deliver at the **HIGHEST STANDARD TO A WORLDWIDE NETWORK** of high profile clients that includes Heads of State, governments, royal families, UHNWI and corporates, with utmost discretion.

Maintaining local intelligence is a key strategy and our **ASSOCIATES ARE POSITIONED STRATEGICALLY AROUND THE WORLD** to secure valuable business in important and fast growing global markets.

As a privately owned business, we embrace certain fundamental values and by choosing Sparfell & Partners you receive the loyalty of individuals who are **GENUINELY COMMITTED TO YOUR SATISFACTION**.

# ABOUT US



## COMPETENCE AND KNOWLEDGE

SPARFELL & PARTNERS is based in Geneva, Switzerland and was founded by Philip G. Queffelec and Christian Hatje. The idea is to have a partnership experts on all aviation sectors, in a way like a lawyer's practice, where partners bring to the company their extensive experience, competence and knowledge in aviation as well as their network of clients and contacts worldwide.

# THE FOUNDERS



## PHILIP G. QUEFFELEC

Chairman

Son of a very reputable pilot, Philip was brought up since his birth in the aviation world and after being a **Xerox** Sales Manager for 8 years, in 1988 he created his first company dedicated to business aircraft leasing, Air Engineering Finance, which grew into the French leader in that sector.

During this period, the company became the **McDonnell Douglas Helicopters** sole distributor for France and Benelux. To demonstrate the new technology developed by this manufacturer, the Notar system (no tail rotor), Philip successfully beat as commander, the world speed record with the MD 520N.

In 1992 Philip founded **Euro Aircraft Trading Ltd** in London, a company dedicated to trading business and commercial aircraft.

In 1995 Euro Aircraft Trading Ltd made an Agreement with **Air Hanson** to trade business aircraft jointly under the name of Air Hanson Aircraft Trading. This very successful team kept running up to its sale by **Hanson Plc** to **Signature**. In 1996 Euro Aircraft Trading Ltd. became the distributor for **McDonnell Douglas Commercial Aircraft** up to the merger with **Boeing Company**.

In 2000, Philip created **Corporate Jet Management SA** in Geneva to operate **Rolex Watch Group's** fleet.

At the same time, he founded **Masterjet**, one of the leading European business airlines, specialising in Head of State and VVIP flights, which is now part of **Luxaviation Group**, the new global leader in business aviation.



## CHRISTIAN HATJE

CEO

Accumulating over 25 years of Commercial and Business Aviation experience, Christian Hatje is Founding-Partner and CEO at **Sparfell & Partners** with his broad-based aviation knowledge. Christian began his career at **Airbus** on the engineering and asset management

side of the industry spectrum. Traveling the world at **Lufthansa Consulting**, Christian managed a diversified portfolio of customers ranging from commercial operators to leading corporate clients before taking over responsibilities at **Lufthansa Technik** serving financiers and leasing companies.

Christian was the founder and head of **Amentum Capital** an aircraft leasing company based in Ireland, managing an aircraft portfolio of more than \$2.2bn. At the helm of Business Aviation of **PrivatAir** and acting as Chairman and President of the first ever alliance amongst business jet operators worldwide, Christian's talents have been applied to the engineering, maintenance, operation, regulatory, asset management, financing & leasing, accounting, aircraft trading and completion as well as customer relations spectrum of the business.

He has considerable experience in aircraft acquisitions and delivery, immense knowledge of aircraft sales for commercial aircraft, business jets and helicopters. He gained experience as member of the Board of Governors of the **EBAA** and also a member of the **International Society of Transport Aircraft Trading (ISTAT)**.

# WORLDWIDE NETWORK



**SPARFELL & PARTNERS  
IS A GLOBAL  
ORGANISATION WITH  
LOCAL EXPERTISE**

Whether you are speaking directly to one of the partners, an associate or with one of our colleagues, you can always be sure each point of contact has a full understanding of the aviation industry and shares the values of providing excellent service at every point along the timeline from first call to final delivery.

# ASSOCIATES WORLDWIDE



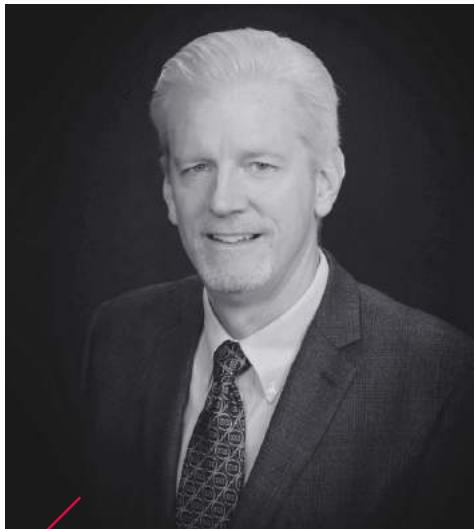
## CHRISTIAN ASSAD

Montréal, Canada

Christian Assad enrolled 37 years ago in a government-sponsored flying school, where he graduated with both a professional helicopter pilot license and a professional fixed-wing pilot license.

In 1999, he started his own company that operates to this day. **Foxair Héliservice - Helico Pro Inc.** operates 3 to 5 helicopters commercially doing VIP flights, aerial work and medevacs.

Christian orchestrated more than 60 transactions over the years and developed a worldwide network of his own.



## BRANDT BOYLE

Washington DC, USA

Brandt Boyle began his aviation career at **Wings Aviation International** in 1998, where he learned the corporate aircraft sales and trading.

In 2013, he took the challenge of starting his own firm and founded **Ascension Aero**, a full-service consulting and trading company.

With over 18 years of experience, he has a proven ability to assess the aircraft marketplace, offer market driven insight and assist clients in accomplishing their goals.



## INGMAR BUBLIK

Vienna, Austria

Ingmar Bublik has been working in aviation for 20 years. Until March 2016, he was the Managing Director and Partner at **Amira Air**, based in Vienna.

He started his career in aeronautics in 2007 at **Bexjets** as an Executive Operational Director. Before working in aeronautics, Ingmar has been working at Hotel Seegrube, **IBM Mainframe Systems**, Amcobex, **Xerox**, Comdisco and Enalog Ventures.

# ASSOCIATES WORLDWIDE



**PHILIPPE CARRE**

Paris, France

Philippe Carre started his career by becoming a pilot at age 16 in France, his native country. Later on, he lived in the Middle East where he was stationed as CEO of **Pechiney**.

His company regularly advises **business aviation operators** as well as **M&A banks** for which he has conducted several acquisitions.

Member of several boards, Philippe has a good understanding of companies and HNWI expectations.



**CHRISTIAN DUHAIN**

Singapore

Christian Duhain is a former Corporate President of **EADS International** (now **Airbus Group**).

He started his career in Aviation 40 years ago as an Engineer at **Airborne Avionics** with **Thales**.

His exposure to International marketing began in Export sales of the same Products then joined **Dassault Aviation Military Aircraft** where he was involved in Mirage and Rafale Programs.



**RACHEL FRYE**

Cannes, France

Rachel Frye has over 20 years of experience working exclusively in the aviation industry; however, having been born into an aviation family, her interest and passion for aircraft of all types, well pre-dates her professional life.

Rachel has an impressive network of industry contacts and clients across the globe and is a member of the **International Society of Transport Aircraft Traders**. This allows her not only to be an excellent resource but to bring maximum expertise to any situation.

# ASSOCIATES WORLDWIDE

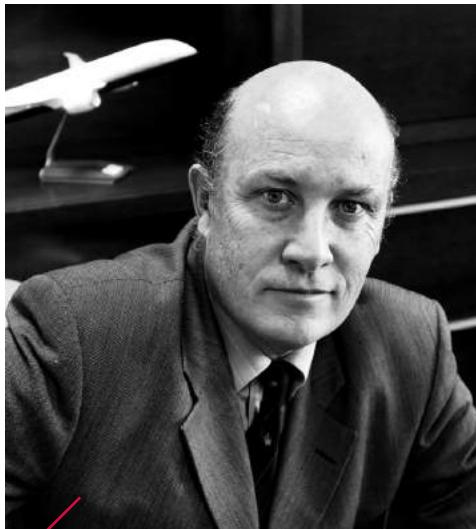


**STEVE FULLER**

Savannah, USA

Steve Fuller's aviation career began in 1975 in marketing at the **Gulfstream Aerospace Corporation** where at the age of 27, he became the youngest salesman to be promoted into direct sales.

Following the completion of a delightful 32-year career, he formed **Steve Fuller Associates** in 2008. Primarily focused on aircraft transactions, his specialty is working with former high profile Gulfstream clientele, which has a preference for keeping a low profile when handling aircraft transactions.



**DIDIER GOACHET**

Brazzaville, Congo

Didier Goachet was born in an aviation family, his father was a pilot in Madagascar. He took his first professional steps in aviation at **Air France**, where he worked as a crew and manager for over 30 years.

Then, he naturally returned to Africa to create and develop his own company, mainly dedicated to aviation trading and consultancy. Through the years, Didier has developed business and governmental relations at all levels, which is instrumental in developing business on the African Continent.



**CHRISTIAN GRAS**

São Paulo, Brazil

Christian Gras began his aviation career in 1983 at **Aérospatiale** (now **Airbus Helicopters/EADS**). 6 years later, he became the Vice-President of **Hélibras**, an Aérospatiale's subsidiary. He then consecutively worked as a Managing Director as well as CEO at **Eurocopter** Mexico and USA, Senior Vice President at **EADS** Strategy Latin America, Head of Customers at Eurocopter France and President of **Cassidian** (EADS Group).

After 34 years of a successful career in the universe "Aérospatiale – Eurocopter – EADS", Christian founded in 2014, **CPM Consulting** Brazil and France.

# ASSOCIATES WORLDWIDE



**JEAN-FRANÇOIS GUENNEC**

France - United Arab Emirates

Jean-François Guennec, former officer in the French Special Forces, joined **Thales Communications** in 1998. He was then Vice President International Business Development at **EADS Defense**. In 2007, he took up the position of Senior Sales and Marketing Director for the UAE group **Bin Jabr**. In 2010, he was appointed Vice President for the Middle East of **Sagem Défense**.

2 years later, he founded **Dune Development**, a consultancy specialized in business development between Europe, the Middle East, Maghreb and Southeast Asia.



**DIPESH GUPTA**

New Delhi, India

Dipesh Gupta is the Managing Director of **Veda Group** of companies. When Dipesh joined the company, the group rapidly became a serious player in the **Aerospace & Defence Industry**. He developed and implemented a marketing strategy that deeply transformed the company, making the family company a global brand.

Dipesh created and executed rational “go-to-market” plans, and wove together meaningful business partnerships.



**PATRICK KANOKCHOT**

Bangkok, Thailand

Patrick Kanokchot started in the aviation industry in the 90's co-founding with his mother **International Aeronautics Group**. Following the successful completion of several high profile projects the company expanded its scope into financing, trading of used aircraft and VIP completion within Thailand and neighbouring countries.

Patrick has successfully expanded to offer a full range of aviation services both within Thailand and abroad with his company also representing **Lufthansa Technik** in Thailand.

# ASSOCIATES WORLDWIDE



## MICHAEL KUEPFERLE

Düsseldorf, Germany

Michael Kuepferle looks back to a 10-year experience in international Sales Management in the **automotive world** including the arrangement of alternative investments in terms of classic cars and collectible vehicles.

He was the founding Managing Director of the Middle Eastern Regional Office for a **high-end luxury automobile brand** based in Dubai, United Arab Emirates, which gave him a unique opportunity to handle this extremely important region.



## PATRICK MCHAFFEY

London, United Kingdom

Pat McHaffey is a former Fleet Air Arm officer, Lord Hanson's personal helicopter pilot for 29 years and Chief Executive of **Air Hanson**, from 1970 until its sale in September 1999.

He is very focused on personal service, and over the past 6 years Pat has created close relationships with a number of growing companies in the UK and the former CIS, where he now acts as an aviation advisor on all aircraft acquisitions and disposals.



## MARIANELA MIRPURI

Lisbon, Portugal

Marianela Mirpuri's background in aviation dates back to the 1980's. Marianela's family created the first air taxi company in Portugal, named **Air Luxor**. In 1988 Air Luxor became the Authorised Sales Representative of **Cessna**, and continued to represent Cessna until the end of 2014.

Her family is deeply involved in aviation and co-operates with all family companies, such as **Hifly, Lsky, Safeport, Mesa, and Macf**.

# ASSOCIATES WORLDWIDE



**JASON MULCOCK**

Geneva, Switzerland

Jason Mulcock started his career with **British Airways** after having completed an Engineering Degree in the UK. He was responsible for wide-body maintenance on Concorde, Boeing 747 & 777 culminating in the position of Engineering Manager for the airline's Heathrow long-haul operations.

Jason founded **MPLANES** in 2009, a business aviation consultancy company specializing in management, technical consultancy and sales.



**GIOVANNI F. PICCIONE**

Rome, Italy

Giovanni F. Piccione founded in 1994 **G&G Aviation**, which rapidly expanded its field of activities, obtaining the representation of various aircraft and equipment manufacturers including **SAAB, Dornier, MD Helicopters, One Aviation, Frasca, EDM** and others.

Giovanni is a member of the **International Society of Transport Aircraft Trading (ISTAT)** and regularly attends major Air Shows and aviation conferences.

# PROGRAMS AND SERVICES



**AIRCRAFT SALES  
& ACQUISITIONS**

**AIRCRAFT UPGRADE**

**AIRCRAFT LEASE**

**MADE TO MEASURE  
“M2M”**

**AVIATION MANAGER**

**ADDITIONAL SERVICES**

# AIRCRAFT SALES, ACQUISITIONS, UPGRADE



## SALES

Aircraft values change daily in the market and our strategy is to put your aircraft in the **best possible position to sell**. Our expertise gives us the know-how to price your aircraft and capitalize on a quick sale at the highest market price.

SPARFELL & PARTNERS handles all communications and inquiries to bring you valid, qualified proposals for your review and final evaluation.

## ACQUISITIONS

You will experience **seamless and efficient service** when searching for the right aircraft to suit your needs.

We believe it should be a pleasure to discover the right aircraft and we will always **offer you a superior selection** of options.

At SPARFELL & PARTNERS we know **all the right people** and can source aircraft from OEMs, financial institutions, airlines, mandated intermediaries, private individuals and from our network of professionals.

## UPGRADE

The SmartSwap program solves **all issues at once** for aircraft owners who experience **high costs of ownership** through the use of an older aircraft but would like to continue to benefit from aircraft ownership.

We take care of the whole process from selling or disposing of the old aircraft to replacing it with a newer aircraft that has lower operating costs. We can also set up the owner with an efficient operator who can offer the aircraft for charter should the owner wish to benefit from charter revenue.

# AIRCRAFT LEASE



## LEASE

For clients who prefer not to take on the commitments of long-term ownership, leasing a private jet is an attractive solution.

You can dry lease an aircraft with no extras or wet lease (ACMI) one and receive an aircraft, crew, maintenance and insurance as a full package.

This new aircraft leasing solution is available through our sister company, Sparfell International Lease Corporation (SILC) and operations are powered by Luxaviation, the second largest private aviation group worldwide.

The experience and expertise of our partners guarantees the best options for our clients.

> visit [www.silc.lease](http://www.silc.lease)

# AIRCRAFT M2M, MANAGER, ADDITIONAL SERVICES



## MADE 2 MEASURE - "M2M"

With decades of experience in managing such turn-key projects for Heads of State and **Royal families**, SPARFELL & PARTNERS has first-hand experience with high profile client needs and requirements.

We will identify the best aircraft for you, be it new or pre-owned which also includes the conversion from an "Airliner" to a "Bizliner". Designers work with each client to create an interior that reflects their individual tastes and requirements. Experts will oversee the entire completion process from concept through to final delivery.

## MANAGER

The **aviation manager** works as your representative and therefore looks after your interests. This starts at the pre-purchase stage including interior outfitting oversight and accompanies you throughout the ownership of your asset.

Join the growing number of aircraft owners who have put their trust in us to manage their interests and have avoided having to employ someone directly.

## ADDITIONAL SERVICES

Every project is unique and fully customized to meet your lifestyle needs and preferences.

From **consulting** to **market research**, **engineering** to **operations**, **maintenance** to **management** and all the way to **designing** your perfect aircraft inside and out: we take care of every step.



# SPARFELL & PARTNERS

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