

# Why Go Over Two State Borders to Purchase and Lease of a Private Jet?

Зачем перебираться через две границы, чтобы приобрести и снять частный самолет?

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# INNOVATION? STRATEGY? EDUCATION? FIRST: BRAG!



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## LIFECYCLE OF PRIVATE AIRCRAFT USE

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PURCHASE

LEASE

OPERATE

FLY

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## STEP 1. THE CLIENT

Aircraft charter (with competitive advantage)

Aircraft management for local and international clients

Flightplanning over Poland and beyond

MRO  
(Maintenance and Repair Organization)

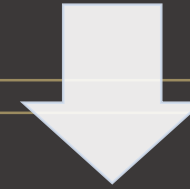
Crew Training

## STEP 2. THE NEED

MY CLIENT'S CLIENT



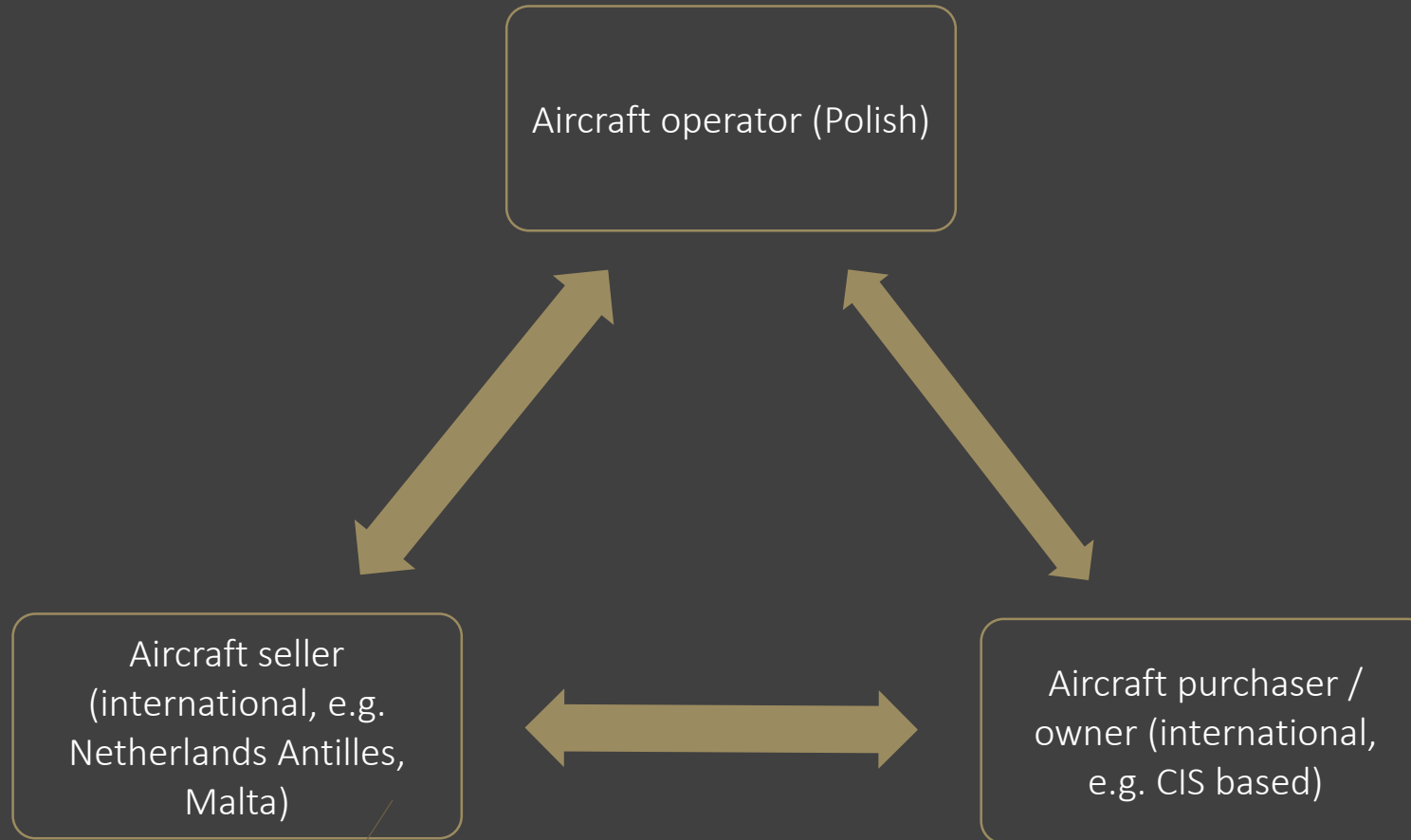
THE AIRCRAFT



MY CLIENT

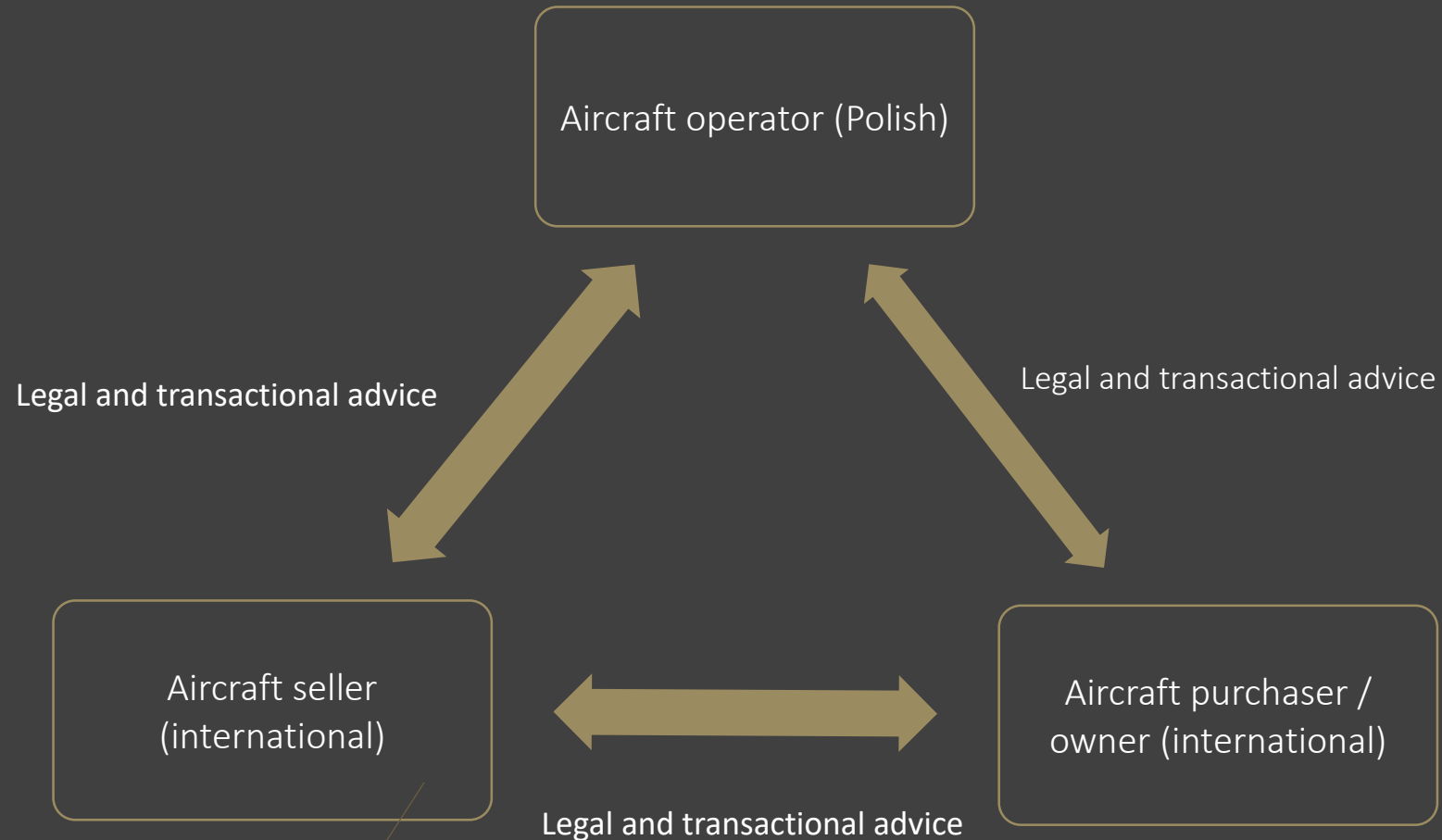
## STEP 3. THE IDEA

A.K.A. „LET’S BRING BUSINESS TO THE CLIENT”



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# RESULT: INTEGRATED TRANSACTION

## For the Client

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- new business
- way to do even more core business (new aircraft)
- strengthened relation with the legal counsel

## For the law firm

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- business i.e. fees
- well established client relation based on trust
- International transaction experience and recognition in a specialized sector

## For others

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- actual beneficiary (!) - the aircraft owner / beneficial owner, user and lessor
- international work for other involved parties including foreign legal counsel



# LESSON

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“Clients want integrated solutions, because they do not think of their challenges in legal terms — they are just challenges. Law firms have to respond to this.”

– Prof. David B. Wilkins, Harvard Law School

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Thank you for your attention!

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