

**European Business  
Aviation Association**  
Mr. Athar Husain Khan  
Square de Meeus, 37  
B-1000 Brussels

March 17, 2020

## **EBASI**

Dear Mr Khan,

As we believe that our industry requires as much support as it can get during the next 3 months, we have launched today the European Business Aviation Solidarity Initiative ("EBASI").

As a sole operator, albeit a large one, we cannot take on all the burden on our shoulder which is why we encourage suppliers and partners to participate. We believe that EBAA has a role to play and would like to encourage you to support the initiative and eventually to take it fully over. Your association's resources should be ideal for this task.

Some thoughts we believe you should/could contribute to the initiative:

1. Raise awareness with European Institutions, Banks and suppliers
2. Raise awareness with European operators what needs to be done
3. Provide administrative resources to operators
4. Stimulate the sharing of best practices for operators with regards to:
  - a. Supplier Management
  - b. Working Capital Management
  - c. Local existing government initiatives
5. Lobby for and set up guarantee fund (or similar) that can act to provide guarantees to suppliers
6. Attract any financing source for such guarantee support
7. Identify and attract any European initiative to support aviation and get business aviation being part of such support mechanisms
8. Lobby with local CAAs and other organisations to get breaks/discount on fees and support with adequate approaches on airworthiness, training and certification timeline
9. Identify solutions to factoring and share such solutions

We estimate that there is a tsunami of issues that need to be tackled and believe that while Luxaviation Group can be one of the fire-starters, the EBAA should use all its might to get this industry staying healthy.

I believe that much needs be done in the next two weeks. We therefore started running and hope you will join us along the way and take over the torch.

Yours sincerely,

**PATRICK HANSEN**  
*Chief Executive Officer*  
*Luxaviation Group*