



**COMPANY OVERVIEW**  
**August 2011**



## What we do

AXON Aviation Group is a private jet lease and acquisitions specialist based in London.

We locate aircraft for clients looking to either lease or purchase – always on a strictly mandated, exclusive basis.

The Company also provides a private jet charter service for private existing clients, undertakes management consultancy projects for major operators within the sector and works with some of the premier aviation financiers.

We also have access to private aviation investment funds in excess of US\$1bn.



## Our clients

The Company's lease and acquisition clients include:

- Private jet operators
- Principals (lessors, lessees, aircraft buyers and sellers)
- Banks and financial institutions
- Charter clients (principals only)



## Our specialisms

The Company's knowledge and expertise in the private jet sector includes:

- Aircraft dry lease, wet lease and sale & lease back
- Aircraft acquisitions
- Aviation finance
- Fixed Base Operations – charter, operations and maintenance
- Aircraft management
- Company turnaround
- Aircraft and Operator audit



## Our Lease and Sales experience

AXON's experience in the turbine aircraft lease and acquisitions market includes:



Mc Donnell Douglas MD-82



Mc Donnell Douglas MD-11



Boeing 747-200 (pax & cargo)



Boeing 767-200 (pax & cargo)



Bombardier Global Express  
(acquisition and lease)



Bombardier Challenger 604/605  
(acquisition and lease)



Dassault Falcon 2000EX  
(lease)



Boeing Business Jet  
(acquisition and sale)

## Founding Partners

### **Kurosh Tehranchian**



A serial entrepreneur, Kurosh sold his IT company in 1999 and his pharmaceutical company in 2002 before moving into private jet aviation. A British national, his approach to business is to have clear focus and attract of the best talent to run the project, and his key strength lies in rapid growth of companies from their early stage to exit.

Kurosh and Niki Rokni founded Aircraft Zone in London in December 2003 and by January 2006, after an initial investment of \$12m and name change to Ocean Sky, established their own AOC and began private jet operations with two Bombardier Challenger 604s. Kurosh and Niki sold their shares in Ocean Sky in December 2009, by which time the company operated 34 aircraft, employed 325 people, had become one of the largest private jet maintenance and engineering centres in Europe with offices in seven countries and possessed the second largest chain of FBOs in UK as well being the third largest charter broker in the UK. The Boeing Company referred to Ocean Sky as, “the fastest growing private jet company in Europe” in a May 2007 press release.

Kurosh has a large base of contacts in the aviation and corporate finance industries, allowing him to quickly identify the right solutions and raise finance for the right projects. His ability to quickly identify problems and understand adding value make him a clear strategist for all projects.

### **Guy Burden**



Having worked in the sector since 1989, Guy is highly networked with principals, financiers, operators, suppliers and manufacturers including Airbus, Boeing, Bombardier, Cessna, Dassault, Embraer, Gulfstream, Hawker Beechcraft and Raytheon. His understanding of the industry, aircraft performance, market trends and deal-making processes are key elements in his success.

A former executive with British Aerospace Corporate Jets and Bombardier Aerospace, Guy has extensive experience in both large corporations and the freelance environment across Europe, North America, Brazil, the Middle East and Asia-Pacific, recruiting and managing teams, appointing agents and launching businesses into new areas.

At Bombardier, his highlights included exceeding sales targets by 40%, growing the Bombardier customer base by 80% (revenue increasing by 72%), posting additional (non-budgeted) sales of 12 x aircraft units, launching the business into the Middle East and exceeding initial sales targets there by 35% within six months.

## Founding Partners



### **Niki Rokni**

Niki has worked in the aviation industry for over 18 years. She has extensive experience of finance and lease of commercial aircraft for passenger and cargo operations, in addition to private jets. After joining Aviation Leasing Group in 1991, she structured lease transactions for American Airlines, US Airways, Middle East Airlines, Air Jamaica and Iberia and in 1996 she established EuroFirst Aviation in Athens.

Whilst running Ocean Sky with Kurosh Tehranchian, Niki was Director of Sales and Marketing and, amongst other achievements, engineered the company's inclusion in the 2009 James Bond film "Quantum of Solace", which featured Ocean Sky's Challenger 605 aircraft extensively.



## Contact

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