

MAPA

INDEPENDENT FAMILY HOUSE



MAPA TROPHY ASSETS

Passions that open *new horizons.*

Acquire, manage, optimise and sell aircraft, yachts and exceptional cars,
with the right specialists.

AVIATION · YACHTING · CARS

MAPASYNERGY.LU

Passion assets, *a rational approach.*

MAPA Trophy Assets supports the acquisition, management and sale of aircraft, yachts and exceptional cars. MAPA remains your point of entry and coordinates the specialists for each asset.

WHEN TO CALL ON US

01 Acquiring an aircraft, a yacht or an exceptional car.

02 Controlling the costs of an asset you already own.

03 Preparing the sale of an asset.

04 Accessing off-market opportunities.

OUR CONVICTION

Some opportunities are only shared in confidence.

FOR

Entrepreneurs, business leaders and families

THE OUTCOME

A defined assignment, the right specialists at the right time and informed decisions.

Acquire, manage, *optimise, sell.*

01

Acquire

Search, including off-market, analysis of options and coordination of the transaction specialists.

02

Manage

Operational management: budget, maintenance, crew, with specialist operators, managers and insurers.

03

Optimise

Cost monitoring, usage trade-offs and solutions suited to the asset.

04

Sell

Preparation and search for buyers through an international network.

IN PRACTICE

Defining the need and budget

Search, including off-market

Analysis and comparison of options

Introductions to specialists

Budget and maintenance monitoring

Usage and cost trade-offs

Preparing the sale

Discreet search for counterparties

Every assignment is covered by a written mandate.

The right specialists, *for each asset.*

MAPA works with specialists in each type of asset. We bring them in at the right time, according to your project.

Aviation

Brokers, operators and aviation experts: transactions, inspections, operations.

Yachting

Yacht brokers and managers: sale, purchase, charter, technical management.

Cars

Specialists: search, inspection and logistics for exceptional vehicles.

Legal

Lawyers and tax advisers: registration, flag, VAT and ownership structure.

WHO DOES WHAT

MAPA

Searches, analyses, organises the assignment and prepares your decisions.

You

Set the need and budget, approve the options and decide.

The specialists

Brokers, operators, experts, lawyers and insurers act under their own responsibility.

The authorities

Registration, flag and tax fall under the competent authorities.

Five steps, *a controlled assignment.*

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- | | | |
|----|------|---------------------------|
| 01 | Need | Use, budget and timeline. |
|----|------|---------------------------|
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|----|---------|-----------------------------|
| 02 | Mandate | Scope and terms in writing. |
|----|---------|-----------------------------|
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|----|--------|-----------------------------------|
| 03 | Search | Options shortlisted and compared. |
|----|--------|-----------------------------------|
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|----|-------------|-------------------------------|
| 04 | Transaction | With the asset's specialists. |
|----|-------------|-------------------------------|
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|----|-----------|---------------------------------|
| 05 | Follow-up | Costs, maintenance, trade-offs. |
|----|-----------|---------------------------------|
-

Each option is presented with its costs, its constraints and the specialists to involve.

DOCUMENTS PROVIDED

Specifications

Shortlist of options

Costed comparison of options

Summary of ownership costs

Reports

Three assignments, *to suit your project.*

Acquisition

UNDER MANDATE

Search, analysis and support through to the transaction.

Asset follow-up

UNDER CONTRACT

Monitoring of costs, maintenance and usage trade-offs.

Sale

UNDER MANDATE

Preparing the sale and finding buyers.

Fees are available on request and set in the signed mandate or contract.

SPECIALISTS

Brokers', experts', lawyers' and insurers' fees are paid to them directly.

CONFIDENTIALITY

Search and sale conducted discreetly.

SCOPE OF OUR ASSIGNMENTS

Off-market access depends on available opportunities.

No direct operation of aircraft or yachts.

No management of bank accounts and no receipt of funds.

No guarantee of sale or purchase.

Legal and tax advice provided by licensed professionals.



YOUR CONTACT

Julien Brebion

MAPA Trophy Assets

Off-market sourcing and coordination of specialists.

Tell us about *your project.*

A first conversation lets us define the asset, the budget and the right assignment.

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Book
a meeting

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