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# GLOBAL JET CAPITAL ANNOUNCES APPOINTMENT OF GRAEME SHANKS AS SALES DIRECTOR FOR NORTHERN EUROPE

Global Jet Capital, a provider of financing solutions for large-cabin, long-range business jets, has announced the appointment of Graeme Shanks as Sales Director, Northern Europe and sub-Saharan Africa.

Prior to joining Global Jet Capital, Graeme was Vice President for Sales, Business Aircraft Finance at CIT, where he successfully led the company's sales and origination activities across the Middle East and Africa regions.

Robert Gates, Global Jet Capital's Managing Director, EMEA and APAC Sales, said: "I am pleased to welcome Graeme to the team at Global Jet Capital. Europe is one of our core markets and Graeme's wealth of knowledge and experience of European and African business aviation will be invaluable to our expansion plans. Graeme is the third important hire in recent months as we have moved quickly to build out of our international origination team."

Graeme Shanks, Global Jet Capital's Sales Director, Northern Europe and sub-Saharan Africa, said: "I am delighted to have joined the team at Global Jet Capital.. Clients across Europe and Africa are looking for business aircraft financing solutions and the expanding Global Jet Capital platform is ideally suited to meeting their needs."."

From his base in London, Graeme's primary responsibility will be coordinating and overseeing business jet financing and leasing for clients across the UK, Scandinavia and northern Europe as well as key sub-Saharan markets such as Nigeria and South Africa.

Graeme's career began as an officer in the British Royal Navy, before entering the world of aviation consulting, firstly with roles at European defence and aerospace company Thales, and then joining leading London-based aviation consultancy AMS Aircraft as head of marketing. At AMS, Graeme was responsible for the development of the company's business aviation services with a wide range of clients, including banks, leasing companies, multinationals and high-net-worth individuals.



Global Jet Capital launched in 2014 and it is capitalized by three global investment firms – GSO Capital Partners, a Blackstone company in partnership with Franklin Square Capital Partners\*; The Carlyle Group; and AE Industrial Partners. In January 2016 Global Jet Capital completed the purchase of GE's corporate aircraft lease and loan book in the Americas.

The company's current senior management team and executive committee is composed of leaders from business jet manufacturers, maintenance and service providers and leading financial institutions who have served the private aircraft industry for a combined 200-plus years and have completed over 3,500 aircraft transactions.

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### Notes to editors

## **Global Jet Capital**

With \$2.5 billion in assets under management and the additional current committed capacity to lend \$1 billion, Global Jet Capital provides financing solutions for the private aircraft market. The company is capitalized by world-class private investors with expertise in the global aviation industry: GSO Capital Partners, a Blackstone company, in partnership with Franklin Square Capital Partners, The Carlyle Group and AE Industrial Partners. The Global Jet Capital management team has served the private aircraft industry for a combined 200-plus years and has completed over 3,500 aircraft transactions. The company has the expertise, financial strength, industry relationships and infrastructure necessary to offer a variety of flexible financing solutions at the speed the market requires. <a href="https://www.globaljetcapital.com">www.globaljetcapital.com</a>

## GSO Capital Partners and Franklin Square Capital Partners

GSO Capital Partners, with approximately \$81 billion in assets under management, is the credit platform of The Blackstone Group, a leading global institutional alternative asset manager, with assets under management of approximately \$334 billion\*\*. Franklin Square Capital Partners is a leading manager of alternative investment funds designed to enhance investors' portfolios by

providing access to asset classes, strategies and asset managers that typically have been available to only the largest institutional investors. Franklin Square manages approximately \$17.0 billion\*\* in assets. Franklin Square's funds are currently sub-advised by GSO or its affiliates. <a href="https://www.blackstone.com/gso">www.blackstone.com/gso</a>

<sup>\*</sup> Investment to be made by funds sub-advised or advised by GSO Capital Partners and Franklin Square Capital Partners or their respective affiliates, as applicable.

<sup>\*\*</sup> As of September 30, 2015



## The Carlyle Group

The Carlyle Group (NASDAQ: CG) is a global alternative asset manager with \$188 billion of assets under management across 126 funds and 160 fund of funds vehicles as of September 30, 2015. Carlyle's purpose is to invest wisely and create value on behalf of its investors. Carlyle invests across four segments – Corporate Private Equity, Real Assets, Global Market Strategies and Solutions - in Africa, Asia, Australia, Europe, the Middle East, North America and South America. Carlyle has expertise in various industries including aerospace, defense and government services; consumer and retail; energy; financial services; healthcare; industrial; real estate; technology and business services; telecommunications; and media and transportation. The Carlyle Group employs more than 1,700 people in 35 offices across six continents.

www.carlyle.com

#### **AE Industrial Partners**

AE Industrial Partners is a private equity investment company founded in 1998, by David Rowe and his late father, aviation pioneer Brian Rowe, to make direct investments in aerospace, power generation and specialty industrial companies. Today AE Industrial is led by 11 partners with each having an average of over 30 years of relevant operating and direct investment experience. AE Industrial is focused on investing in precision component manufacturing, distribution, MRO (maintenance, repair and overhaul) and industrial service-based businesses that are strategically important to their market places. AE Industrial has invested in over 30 companies including: Aviall, Dynamic Precision Group, Grand Prairie Accessory Services, Landmark Aviation, Kellstrom Materials and Belcan Corporation.

www.aeroequity.com