

# WELCOME TO AML GLOBAL

Whether you are an aircraft operator, airline, pilot or owner of aircraft, or whether you are merely interested in new developments in aviation, I hope this brochure explains the purpose and operations of AML Global, an exciting company that has been set up to serve business aviation, the fastest growing sector in the aviation business today.

We hope that having read this you will get in touch.



## AML Global - The idea

AML Global is a Jet A-1 fuel management company. Its unique fuel-buying programme helps operators of business jets cut fuel bills.

The company has been set up by a team with 40 years' experience in hedge fund management and in operating business jets. In our search for ways of reducing fuel costs, we alighted on the simple idea of a low-cost, independent, on-line fuel-trading programme

that wraps the buying power of a co-operative with the speed, scope and convenience of the Internet and the latest database technologies. The company is dedicated to serving the interests of operators and pilots. Ever since we formed AML Global in 2005, it has grown fast, thanks to its unique, valuable, efficient, reliable, pilot-friendly and easy-to-use facility. By buying their Jet A-1 through AML Global, our clients continue to make huge savings in their fuel bills.

## Why the need for a fuel co-operative like AML Global?

As crude oil prices remain unpredictable, swinging between highs of \$147 to \$37/bbl within 8 months, the need for an efficient fuel-purchasing programme has never been greater. Given the requirement for security down payments, and the time taken to research prices in different time zones, smart operators are finding that the most effective way of minimising costs is to outsource. AML Global, a Jet A-1 purchasing facilitator, is the fastest growing specialist in this field. Thanks to our swelling client fleet, our ever increasing buying power, the simplicity and convenience of our service, the sophistication of our website, and the powerful relationships we maintain with all the main and regional jet fuel suppliers and leading independent resellers, we can pass on substantial discounts to our clients, as much as 20 per cent at some locations.

## How AML Global works

AML Global operates as a co-operative. By aggregating the buying power of its client fleet, AML Global can negotiate far lower per-unit prices for fuel than clients would otherwise get if they negotiated on their own. Being independent and debt-free, AML Global acts solely on behalf of its clients and is dedicated to negotiating the lowest possible prices. The greater our client fleet, the greater the discounts we can pass on.

## AML Global Limited

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# THE CLIENT BENEFITS OF JOINING AML GLOBAL

## 1. ECONOMIES OF SCALE

By signing up to the AML Global fuel programme, operators join a fleet of hundreds of AML Global-served jets worldwide. The buying power that this affords AML enables it to negotiate substantial fuel discounts. AML Global passes these discounts on to the operator, after adding a fixed percentage of the facility fee.

## 2. FREE ACCESS TO CONTRACT FUEL AT THE MOST COMPETITIVE PRICES AT LOCATIONS WORLDWIDE

Fuel suppliers and resellers often demand security down payments before you can open accounts. To maintain multiple accounts with different suppliers therefore entails a significant financial burden. By joining AML Global, you not only get discounted prices, but you also avoid down payments, since AML Global takes the risk. This allows you free access to resellers and main suppliers around the world.

## 3. TIME SAVING BY CLOSE MONITORING OF FUEL PRICES WORLDWIDE

AML Global is continually fed updated prices by all main and regional fuel suppliers as well as resellers. This allows AML Global to research the most competitive prices from all suppliers instantly. Our clients value the saving of time that this represents.

## 4. DATA CAPTURE

As data is one of the fundamentals in today's business, we log, record and analyse all client transactions and uplift data. We send our analysis to clients in the form of regular statements, showing location, volumes, prices and aggregated savings. This gives clients the knowledge they need in order to maximise the efficiency of future operations. Further, with the upcoming requirement within European airspace for Emission Trading, we log all the specific client aircraft data for monthly reporting.

## 5. WORLDWIDE PRICELIST

To aid our clients in determining tankering strategies, clients are able to download a worldwide fuel pricelist showing location (ICAO), price (USD/USG) and supplier information.

## How AML Global Works

The operator submits his itinerary and places his order with us either by telephone, e-mail, Skype, SMS message, fax or via the AML Global website. AML Global analyses the order and compares prices across all suppliers on the itinerary. Once the most efficient purchasing strategy, taking into consideration price and service delivery, is reached, AML Global advises the client on which fuel is to be purchased from at which airports.

Within minutes of the client submitting his itinerary and fuel requirements, AML Global places the order and issues the pilot with a fuel release via SMS and/or e-mail.

After uplift, the supplier bills AML Global at the discounted fuel price, and we in turn invoice the client plus a 'fixed percentage', known as the facility fee.



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