

INTRODUCTION TO

# JSSI AVIATION CAPITAL



**JSSI**

AVIATION  
CAPITAL

# BACKGROUND

JSSI Aviation Capital (JAC) provides customized asset-based solutions to global owners and operators of business aircraft. JAC's critical difference is its ability to harness JSSI's deep understanding of the aircraft maintenance life cycle and asset values to provide aircraft financing. This enables us to finance a broader segment of the market via creative and flexible structures that cater to the unique needs of aircraft owners, operators, and stakeholders.

## Financing Structures Include

- Loans and finance leases
- Operating leases and sale-leasebacks
- Bridge loans, including short term loans and refinancing
- Progress payment financing

## WORKING ALONGSIDE INDUSTRY PARTNERS AND THEIR VALUED CLIENTS

**At JSSI,** our mission is to add value to our partners in their client relationships, by extending our experience, data and sophistication. JAC delivers a solution that empowers you with alternative innovative financing solutions that increase the degree of success with your service offerings and strengthen your client relationships. By partnering with JSSI Aviation Capital, you can be confident knowing that our team will work closely with you on finding the best options for a seamless transaction – while you maintain full relationship control with clients.

**Why & When JAC Adds Value:** JAC starts where traditional financing sources leave off. Many of these providers have restrictions on aircraft age, deal size or geography. JAC's flexible structure enables us to overcome challenging structures and apply value to underwrite risks. We are not a bank-instead, we are a specialized aviation company—as such, we bring credibility and options. This allows us to provide solutions that align with your interests and help bring alternatives to your clients where traditional financing may not be possible.

**Our Unique Position:** Our flexibility, sophistication, and singular focus on business aviation position JAC to provide bespoke solutions to this industry. Building on JSSI's 35+ years of success

and scale in this industry, JSSI Aviation Capital is a seamless extension of our brand and service offering. We work quickly and efficiently to get the deal done with committed capital, which takes the risk out of your transaction. But we bring more than capital—we offer global technical resources, and turnkey solutions to integrate and align seamlessly with your client’s processes, requirements, and timelines.

**Our Process:** We pride ourselves on our flexibility, creativity, and agility. Whether it’s the loan structure, jurisdiction, asset vintage, or other unique requirements, JAC provides tailored solutions to meet these needs. Our commitment to excellence and a collaborative approach ensures that your client receives the best possible execution before closing while working to deliver the best service while they own their aircraft. Let’s work together to make complex transactions smoother and more successful.

## RECENTLY FINANCED AIRCRAFT

**Global focus** with experience financing a range of aircraft across various jurisdictions

Make	Model	YoM	Region	Loan Structure
Bombardier	Global 6500	2021	Middle East	Finance lease
Bombardier	Challenger 604	2005	Africa	Finance lease
Bombardier	Learjet 60	2007	Mexico	Finance lease
Embraer	Legacy 600	2008	South-East Asia	Finance lease
Embraer	Phenom 300	2024	Oceania	Pre-delivery financing
Textron	Citation Sovereign	2006	United States	Bridge loan

# TEAM AND CONTACT INFORMATION

To explore collaboration opportunities, please contact:



## BEN HOCKENBERG

### Chief Investment Officer

As Chief Investment Officer, Ben leads JSSI Aviation Capital: shaping the aircraft finance strategy and capital raising activities, while managing complex investments and transactions across JSSI's portfolio. He joined JSSI in 2020, previously serving as Chief Operating Officer, where he oversaw business and operational units including JSSI Parts & Leasing, technical services, and JSSI Maintenance Software.

Prior to his tenure with JSSI, Ben worked across numerous financial services and alternative investment verticals, including investment banking, private equity, and credit investing, at firms such as Deutsche Bank, The Pritzker Organization, Venor Capital, and Greenbriar Asset Management. Ben holds an MBA from Kellogg School of Management at Northwestern University and a bachelor's degree in business administration from the University of Michigan.

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## LUKE FILIPIC

### Aviation Finance Associate

Luke Filipic is an Aviation Finance Associate on the JSSI Aviation Capital team, where he supports the structuring and execution of aircraft financing solutions. Prior to joining JSSI, Luke worked at Stone Point Capital, a private equity and private credit firm based in Greenwich, Connecticut. He also held earlier roles at Houlihan Lokey and KPMG, gaining experience across investment banking, valuation services, and financial advisory.

Luke earned dual degrees in Accounting and Finance from the University of Minnesota.

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