

**From:** "Barry J. Cohen" <[REDACTED]>

**To:** jeffrey E. <jeevacation@gmail.com>, Brad Wechsler <[REDACTED]>

**Subject:** FW: Jet Financing

**Date:** Wed, 10 May 2017 19:27:49 +0000

**Attachments:** 3122\_Aircraft\_Client.pdf

---

UBS actually came in materially better on almost all terms: down payment, interest rate (65 bps lower), amortization. They want 3 years of tax returns, which seems like a nonstarter, but maybe that's negotiable. Does it amount to a lot of \$? Maybe not.

■ like to see if LDB wants us to push forward, and then we can engage more with UBS and other banks.

---

**From:** [REDACTED] [mailto:[REDACTED]]

**Sent:** Tuesday, May 09, 2017 10:46 AM

**To:** Barry J. Cohen <[REDACTED]>

**Cc:** [REDACTED]

**Subject:** Jet Financing

Hi Barry,

Thank you again for the opportunity to compete on this business.

UBS has teamed up with PNC Aviation Finance for jet financing. Please see attached factsheet.

Here is a quick overview of what they might be able to do subject to review of financial information:

- Aircraft: 2014 G550
- Borrower: An LLC TBD
- Guarantor: Leon Black
- Purchase Price: \$52,000,000
- Loan Amount: Up to 95% of Purchase Price: \$49,400,000
- Appraisal: Loan amount will not exceed 95% of The lower of Purchase Price or Appraised Value
- Term : 5 or 7 Years
- Amortization: 14 years
- 5 Years Floating rate pricing: One month Libor plus 1.25 % to 150% TBD upon review of financial information
- Fixed Rate pricing: 3.24% as of today
- 7 Years Pricing: One month Libor plus 1.40% to 1.65% TBD upon review of financial information
- 7 Year Fixed rate pricing: 3.55% as of today

PNC Aviation Finance will require full financial disclosure including 3 years of tax returns with all K1's, Personal Financial Statement and liquidity statements to move forward.

Please review and let me know when you are ready to engage a banker.

Best regards,

Yanki

**Yanki Schori**  
Managing Director

**UBS Financial Service Inc.**

EFTA00631442

Private Wealth Management

1285 Avenue of the Americas, 17<sup>th</sup> Floor

New York, NY 10019

**Tel. 212-713-3900**

Toll 800-221-3650

