



# **DVB Aviation Asset Management**

A Bank with the Widest Range of  
Aircraft Asset Management Services



# AAM – at a glance

**DVB Aviation Asset Management is a key part of the DVB aviation platform that provides a one-stop shop (covering capital and services) for aviation finance clients.**



Formed in January 2007, AAM provides the full range of Asset Management Services - third party aircraft remarketing, lease management and technical and general consultancy services - to airlines, lessors, bondholders, investors and financial institutions active in the sector backed by its extensive market knowledge and established industry relationships.

## AAM is a team with:

- ▶ Over 100 years combined experience in the tough commercial aircraft environment having previously worked for OEM airframe and engine lessors
- ▶ A track record of providing services to clients around the world for over 150 aircraft since 2001

# AAM – at a glance

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## If you're seeking:

- ▶ A dedicated team with proven aviation asset management experience
- ▶ Access to a world recognised industry research team
- ▶ A Proven track record working for global clients
- ▶ An opportunity to benefit from DVB's "one stop shop" aviation finance portfolio of skills and services
- ▶ Long term commitment to the industry with a global presence
- ▶ Access to high quality independent technical know how for all aircraft types
- ▶ Someone who understands the needs of the investor community and its customers and has extensive experience of Asset Risk/Operating Lease Debt Transactions...

Then look no further than DVB AAM to provide you with the highest possible standards of service and advice.



# Aircraft Remarketing

Remarketing is an ongoing activity driven by the market, opportunity and the owners' strategy ...



- ▶ “When”?” ... will depend on knowledge of the market, at the time ...
  - Customer base, attractiveness of asset, prevailing rates
- ▶ ... and the client's financial requirements
  - Sell
  - Lease
  - Lease - hold and then sell when market conditions allow
  - Sale with lease attached
- ▶ In each case we will evaluate and cost the options available
- ▶ Strong market presence, extensive industry knowledge and world wide contacts

# Aircraft Remarketing - Our Services

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Services include entire scope from initial marketing through to commercial lease negotiation

- ▶ When you use us to sell, re-lease or trade aircraft, you don't just get the best transactional service on the market. You get the full benefit of our unrivalled marketing expertise, in-depth knowledge of the entire aircraft industry, enormous collective experience in the market and a vast network of contacts.
- ▶ Offices in Europe, USA and Asia enable us to stay in contact with potential customers on a daily basis.
- ▶ Potential targets are identified by our marketing teams, working through established processes that get results...fast, and ensure maximum coverage of the potential customer base.
- ▶ Our financial analysis capabilities can then prove decisive in helping you to choose the best transaction.
- ▶ But we don't stop there. We can also provide you with expert support during the negotiation phase.
- ▶ So whether selling, arranging finance or re-furbishing and re-configuring aircraft for re-marketing, we can provide services to add real value to the transaction - meaning you get the best possible deal.

# Our Recent remarketing successes

▶ AAM has been active in placing aircraft for a range of clients around the world:

▶ We have successfully leased or sold over 40 aircraft including:

## Aircraft type/placement

- 3 B757s in the US
- 4 A319s in Europe
- 8 CRJs to US operator
- 1 A340-300 in Europe
- 1 B747-400 Freighter in Europe
- 2 B747-400 Freighter in Mid East
- 1 A320-200 in Mid East
- 1 B737-300 in Europe
- 2 A321-200 in Australasia
- 1 A321-200 in Europe
- 1 CRJ-200 in Canada
- 1 CFM56-5B4-3
- 3 EMB 190-100LR in Europe
- 3 B747-400 pax in Africa
- 2 MD83 in South America
- 1 A340-300 in Middle East
- 1 EMB190-100LR in South America
- 4 MD83 in Europe
- 1 B737-300 in China
- 1 B737-300 in Canada
- 2 B747-400 Freighter USA
- 3 A320-200 in USA

## Client

- US bondholders
- International multi Bank consortium
- International multi Bank consortium
- European Lessor
- European Lessor
- European Lessor
- Middle East Operator
- European Bank
- European Bank consortium
- European Bank consortium
- European Bank
- European Airline
- Middle East Lessor
- European Bank consortium
- European Lessor
- US lessor
- Middle East Lessor
- European Bank consortium
- European Lessor
- European Lessor
- European Lessor
- Middle East Lessor







# Technical Services

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- ▶ Our experience in managing a range of aircraft types for clients around the world gives you the peace of mind that we are monitoring the technical condition of your aircraft when they're on lease, and continuously reviewing their schedule of inspections to take into account changes in financial or technical performance of the lessee.
- ▶ Regular reviews provide you with detailed reports that are designed to clearly highlight any areas of concern, and provide advice as to the most suitable means of rectification.
- ▶ We have developed comprehensive processes that involve working closely with lessees to ensure that all the terms of the lease contracts are being strictly adhered to and putting us at the forefront in this highly valuable element of managing the aircraft lease.
- ▶ We manage aircraft through any refurbishment programme to ensure that the contracted specification is met to time and on budget.
- ▶ Our skills in negotiating and managing tailor made vendor and third party maintenance and service agreements will protect your assets and ensure they remain attractive throughout their life.
- ▶ Our expertise in the key area of maintenance reserve adjudication ensures that any reserves accumulated by the Lessor are applied correctly, thus retaining the full value of the asset throughout the lease term.

# Lease Management

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-  Our teams skills developed from over 100 years combined experience in the tough commercial aircraft environment means we are one of the few players in the industry that possesses the full range of skills, processes, people and market presence, combined with extensive experience which are so crucial when it comes to providing effective lease management services.
-  Throughout the term of any lease contract, we will effectively manage your contracts to ensure that all obligations are being met and forewarn you of any potential problem areas that may arise, as well as provide advice as to how to best address these issues.
-  All contracts would be administered using fully automated systems which link the key terms of contracts with automatic notifications and procedures thus eliminating the possibility of administrative errors.
-  In addition this skilled service can provide real cost reductions or free up capacity with your existing employees and so provide an immediate benefit to the running costs of the administration of your assets.

# Consultancy Services

*“Sometimes all you need is clear, concise and professional advice”*



## Aircraft acquisitions

- ▶ Our knowledge and experience of the commercial aircraft market means we're well placed to provide you with quality advice when considering aircraft acquisitions.
- ▶ Our market knowledge ensures you're getting the best available data to make decisions on the price of your deal and we'll provide assistance in discussing the prevailing market conditions for certain types and their potential impact on current and future values.

## Lease Advice

- ▶ The AAM team has held appointed roles providing independent advice to several export credit agencies and performed the advisor role for the high value Air2US securitisation, an airline completing the sale and leaseback of a new wide body fleet and a range of independent investors looking for asset related advice.
- ▶ We fully understand the economics involved in any lease transaction and the implications of amendments to certain terms and conditions, especially surrounding the restructuring of existing lease agreements.

# Consultancy Services

*“Sometimes all you need is clear, concise and professional advice”*



## Operational Management

- ▶ We can work with both airlines and owners to ensure the correct maintenance cost planning and provision is being made for the duration of the lease, thus ensuring the asset value is not eroded during the term and there are no nasty surprises for either party.

## Market Reviews and Outlook

- ▶ DVB is always in the market, talking to customers, owners, analysts and advisors - this gives us the depth of knowledge on prevailing market conditions and potential developments in key sectors to ensure you fully understand the environment in which you are making your decisions.
- ▶ We work closely with our world class dedicated in house research team (AIR) to provide advice on the macro market as well as specific asset and sector analysis or just to answer any specific questions you may have concerning your current investments or potential opportunities.

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