



Maybe all airlines and operating lessors should be dealing with a hybrid bank?

There is a world of choice out there when it comes to aviation finance and many of you will no doubt be inclined to stick to who you know, but, as in any industry, every now and again one player makes a leap forward in service levels that leaves the rest of the field trailing.

Many of you may think DVB as being nothing special in today's market. It is one of the largest providers of both senior and junior recourse and limited-recourse debt with a total investment of around \$4bn to finance over 700 aircraft. It also provides equity and mezzanine debt for aircraft, engines and aviation-related investments – but it is below the façade of asset-based financing that you find a whole new level of benefits that can be provided by the industry's only real one-stop shop for total asset management!

DVB has an in-house industry research team which tracks aircraft values and lease rates and opines on asset value retention, liquidity and overall suitability for bank debt financing, making its system one of the only real market gauges and giving it a significant edge over the normal points of call for this type of service such as Ascend. Couple to this their newly-established aircraft asset management team, which is able to provide full third-party management and remarketing services to airlines and aircraft owners, and take into account also the true insight of a financier of aircraft for both airlines and operating lessors/investors, and you have a very powerful partner which is able to advise, lend, manage investments and manage assets – a total-service financial partner.

Could it be that we are entering a transitional stage in the financial sector where the level of service on offer is so complete and the relationship so close that airlines may be inclined to outsource finance functions?

Instead of dealing with a transportation department maybe next time you should deal with a transport bank – this will inevitably lead you to the door of DVB where the future is very exciting indeed!

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