

Asset Management

Supporting Aircraft Investments, Airline Fleet Management and Leasing Platforms

With over 30 years of experience and a typical portfolio of over 100+ aircraft, IBA provides a comprehensive aircraft management solution to maintain asset values.

Aviation investment continues to provide impressive and profitable returns, especially in comparison to other asset classes. However, there are few other assets that are as complex or intricate as aircraft, engines or helicopters. Inadequate due diligence in investment, market analysis or aircraft management can have a serious impact with implications for stakeholders as well as their investment, residual values and asset re-marketability.

At IBA, we provide our clients with a fully comprehensive aircraft management solution. Thanks to our close focus on our clients, we are able to advise on and support aircraft investments, maintenance, fleet management, repossessions as well as aircraft and engine redelivery and remarketing.

We're delighted to have worked with most of the global and regional airlines and lessors on a variety of aviation projects. Our fleet advisory services range from aircraft trading support, maintenance cost benchmarking, fleet selection, sale and lease back support, lease re-negotiations, new aircraft delivery and remarketing.

“ IBA has been an integral part of the team involved in our ambitious drive [for profitable growth]. Their dedicated and professional advisory team has provided invaluable analysis, due diligence and commercial acumen to positively shape the direction of our investment decisions.

Dave Philips
Head of Investec Emerging companies
Investec



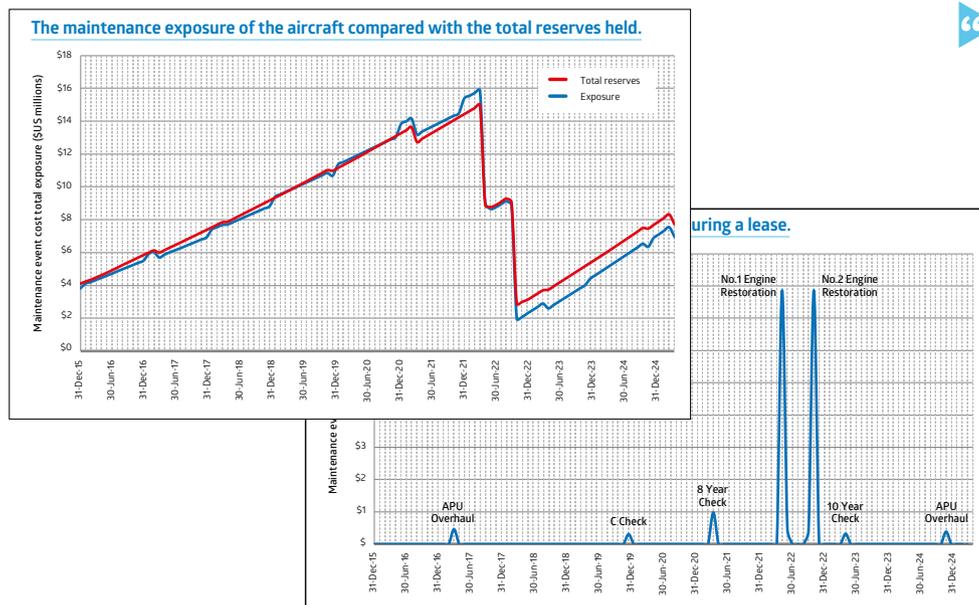
Aircraft Lease Management Services

Our aircraft lease management services include, identifying suitable investment opportunities, market analysis, contract negotiations, lease management and timely recommendations for optimal exit strategies.

Our Asset Management and Advisory teams work collaboratively to offer all-encompassing investment support, guiding our clients throughout the entire investment cycle. This includes identifying and advising on suitable investment opportunities, supporting purchase and leasing negotiations, a range of services throughout the entire lease-term along with expert advice around extend, re-lease or sell or part-out strategies.

At IBA, we also offer supervision of the required financial and legal processes, maintenance reserves, utilisation, and maintenance cost management, which is critical to the success of our clients' investment. We are also experienced in contract management, meaning that we can support the requirement of the lease with the MPD. This can include rent, reserves, deposits and letters of credit (where appropriate), alongside the analysis of maintenance and utilisation of data to ensure that the aircraft is being used and maintained to contract. We also manage records, giving full traceability and accountability, which is essential both for aircraft redelivery and remarketing.

Our Maintenance & Cost Forecasting Solution, IBA.MC, provides visibility of aircraft maintenance events and costs for all aviation assets within a clients' portfolio. By implementing accurate forecasting, clients can ensure a sufficient cash flow to cover events such as airframe heavy checks, engine shop visits, LLP replacement, landing gear and APU overhaul. It also provides ample opportunities for the proactive management of maintenance exposures or the realisation of surpluses through trading, lease/ re-lease time, or part-out decisions.



“Goshawk, and indeed Investec, could not have got to where it is today in aviation finance and leasing without the professional help, services and wise counsel of IBA and all its staff. We regard you as an essential partner in our path of growth, with a relationship that constantly grows and changes as both of our organisations do so.

Andy Carlisle
Chief Technical Officer
Goshawk

Transition Management

Our extensive redelivery and remarketing expertise covers the entire range of aviation assets.

Using our innovative aircraft data intelligence platform, IBA.iQ, we are able to expertly advise our clients on decisions based around whether lease terms should be extended or the aircraft should be returned, through the analysis of current and projected market conditions, reserves and lease rates.

If extending the lease is the best option available, we review the existing operator plans as well as provide assistance with negotiations concerning the terms of the new lease. If the aircraft is returned, IBA can oversee the redelivery, drawing on years of experience to ensure the aircraft is in the required condition to meet the owner's needs, including reconfiguration projects for the next lease and helping the lessor decide the next steps; be that securing a new lessee, selling the aircraft, or moving it to part-out or conversion.

We are able to assess, in a competent and timely manner, the potential market interest in any given aircraft as well as being able to recommend the most appropriate sales campaign and strategy required for the client's needs. This is due to the complementary and experienced backgrounds of our asset management and remarketing professionals in combination with our proprietary data access.

Our extensive areas of expertise cover the entire range of aviation assets from commercial airliners to regional jets, turbo-props, helicopters and corporate aircraft.

Our portfolio analysis can guide you in making optimal decisions to maximise the value of your investment.

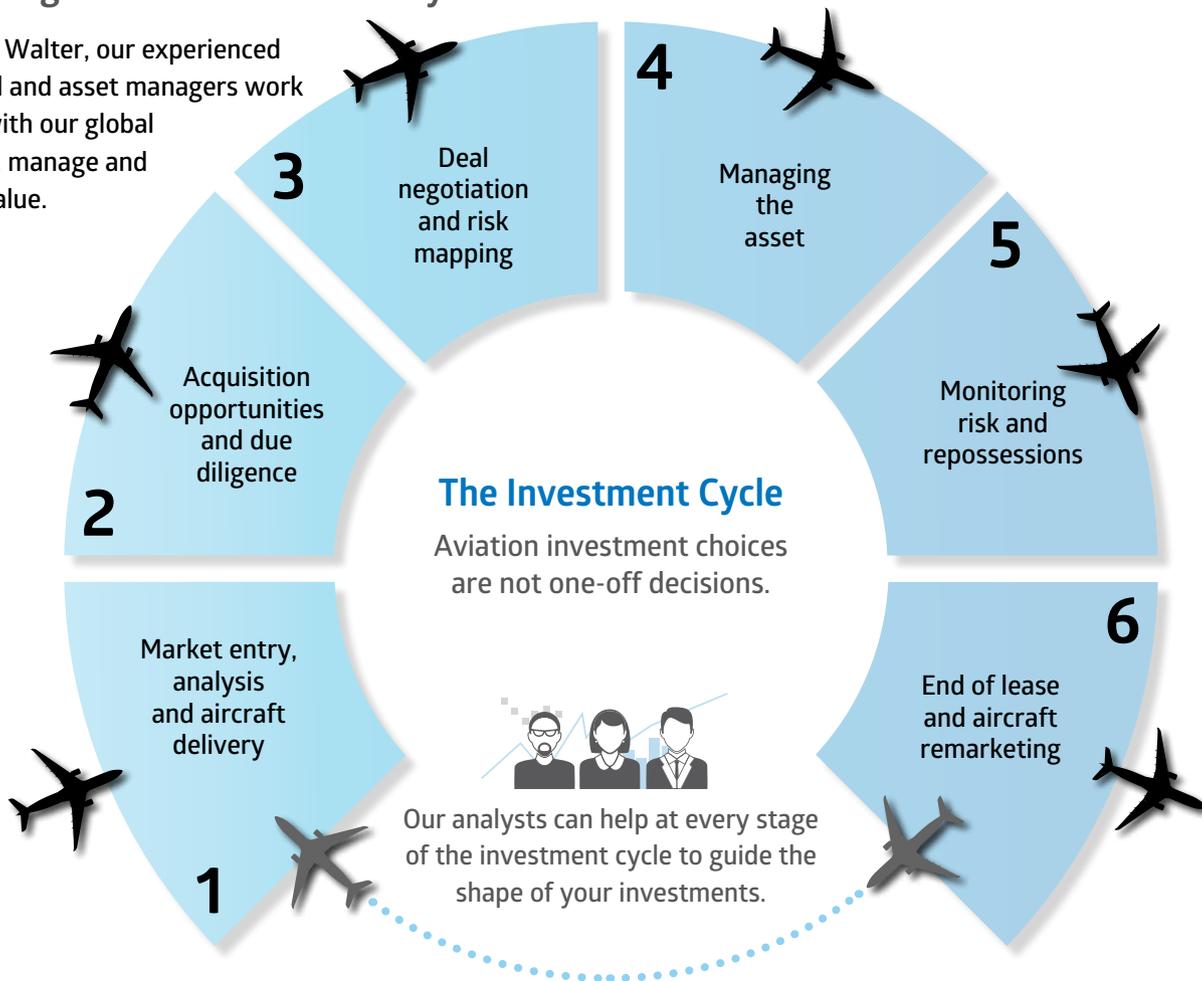
| Type | Operator | Decision | Key |
|------------|--|---|--------------------------|
| B737-800 | Tier 1 LCC | Re-lease at lease end or sell off lease | Sell off lease |
| A320-200 | Tier 1 Flag Carrier | Find new lessee near end | Sell with lease attached |
| B737-800 | Tier 1 Flag Carrier | Hold and extend | Re-lease to new lessee |
| B737-800 | Tier 1 Flag Carrier | Hold and extend then re-market | Lease extension |
| B737 Max 8 | Tier 3 LCC | Hold and find new lessee in 2021 | Be prepared |
| A320-200 | Tier 3 LCC | Hold and find new lessee in 2022 | |
| A320-200 | Tier 2 Network Carrier | Hold and re-market with plenty of lease attached after 2018 | |
| A320-200 | Tier 2 Network Carrier | Hold and re-market with plenty of lease attached after 2020 | |
| A320-200 | Tier 2 LCC | Lease extension | |
| A321-200 | Tier 2 Network Carrier | Look to re-market – or retain to re-market at lease end | |
| B737 Max 8 | Tier 4 LCC High Risk Carrier | Manage carefully – be prepared | |
| B737 Max 8 | Tier 2 Network Carrier | Hold and extend – then re-market | |
| B737-800 | Tier 2 LCC | Re-lease at lease end or sell off lease | |
| B737-800 | Tier 2 LCC | Re-lease then re-market – or sell off lease at lease end | |
| B737-900ER | Tier 2 LCC risky jurisdiction | Re-market | |
| B737-800 | Tier 2 LCC | Re-market 2018 or hold as rates are good | |
| B737-900ER | Tier 2 Flag Carrier risky jurisdiction | Re-market after 2018 with long lease attached | |

Portfolio
Analysis Sample

Technical Asset Management

IBA – delivering value across the deal cycle

Headed by Peter Walter, our experienced team of technical and asset managers work collaboratively with our global clients to deliver, manage and maintain asset value.



Other IBA services: ▶ Technical Inspections ▶ Valuations ▶ Advisory ▶ Repossessions

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