



IBA Valuations

Delivering independent analysis, intelligence and opinion.

We help our clients address a broad range of valuation issues, ranging from strategic fleet selection, sell and buy side transactions and operational decisions, through to annual portfolio monitoring and financial compliance.

By combining our specialist valuation skills with our commercial and industry expertise, our work provides deeper insights into the true value of an asset, to give our clients greater confidence and assurance. We pride ourselves on our ability to understand client needs and apply our knowledge and experience to complex valuation issues.

About IBA

Valuation is often a debated and complicated subject. It requires in-depth understanding of the market, the asset, competing models and financial and non-financial information. Valuation advice needs the right blend of analysis, experience and professional judgment.

Our expert valuation team advises on all aspects of valuing aircraft and engines. With 30+ years of market and commercial experience combined with five ISTAT qualified appraisers, we have a deeper understanding of the market than any other aviation practice.

We are able to deliver independent valuations for clients by coordinating effective, consistent and measured capability through our online intelligence platform IBA.iQ, and resources across our group to deliver a consistently high level of service.

We offer a commercial perspective that is supported by the insights and experience gained from engaging in numerous aviation projects, big and small, globally every year.



IBA Valuations

Valuations	Includes	Recommended use
Desktop Appraisal	Half- or Full-Life value scenarios.	<ul style="list-style-type: none"> ▶ Regulatory annual portfolio valuations ▶ Financing an aircraft or engine into a warehouse ▶ ABS Portfolio Appraisals
Extended Desktop Appraisal	Half- and Full-Life plus maintenance adjusted and/or fly forward analysis.	<ul style="list-style-type: none"> ▶ Support sell/buy side transactions ▶ ABS Portfolio Appraisals ▶ Portfolio monitoring
Full Appraisal	As above and includes an aircraft or engine inspection to confirm the true condition of the asset and its impact on value.	<ul style="list-style-type: none"> ▶ Transaction due diligence ▶ Pre-purchase inspection ▶ Mid-lease inspection
Financial Appraisal (Lease Encumbered Value)	Lessee credit, value of revenue stream and residual value. Impact of lease conditions on asset value.	<ul style="list-style-type: none"> ▶ Pre-transaction due diligence ▶ Annual portfolio monitoring
Fly Forward Analysis and Appraisal	Forecast of aircraft or engine maintenance condition and adjusted asset value.	<ul style="list-style-type: none"> ▶ Setting maintenance reserve conditions or compensation to cover maintenance activities/payments

Our team of specialist advisors can also support the additional strategic needs of clients by providing more detailed market reports, valuable insight and opinion aimed at driving growth and value.

Our reports are bespoke but typically look at variables that impact the current and future status of assets and markets to identify opportunities, structure deals and mitigate risk. Areas we typically cover include commercial air transport market analysis, aircraft demand and supply, trading and competitive landscapes, operator risk, aircraft types and usage and potential risk and impacts.

IBA has developed a unique approach to forecasting maintenance events and cash flow requirements. Our model, IBA.MC, maps reserves and liquidity requirements to enable opportunities for proactive management of exposure, or the realisation of surpluses.

More information on how we can help your business can be found on our website at iba.aero, along with a broad range of insight articles, on-demand webinars and events.



100%

Advising 100% of major aircraft and engine OEMs.



30+

Years of proprietary valuations and maintenance data.



100

Advising the top 100 banks, Lessors and airlines.



100+

Aircraft under management support agreements.

Contact mike.yeomans@iba.aero for more information and to discuss further.