

## CONSULTANCY SOLUTIONS

### Asset selection, acquisition and disposal support

#### Picking the right apples

**Should you opt for low-risk, low-yield new-build aircraft types, or focus on older assets with lower capital costs and higher margins, but with higher levels of exposure? Should you be aiming for the competitive, high volume narrow-body sector or focus on niche wide-body aircraft types that generate better returns? What aircraft types will best suit your network and operating profile?**

Making decisions on which aircraft types to acquire and when to acquire them can be challenging due to the large number of possibilities. Endless RFPs need to be reviewed, both from manufacturers and from third parties selling aircraft on the secondary market. Different terms conditions are set out, data is provided in different formats and under different assumptions, hidden pricing traps are concealed by complex escalation formulae, and many assets come with a lease already attached making it difficult to compare what is best for your business and for your long term strategy going forward.



#### How Ascend can help your business

Ascend has experience helping both airlines and lessors choose the right aircraft types for the best margins, tailored to suit their risk profile and geographical requirements. Using our proprietary fleet and values data we are able to provide indispensable analysis on aircraft marketability, global distribution, competing lessor fleets, depreciation profiles, and historical volatility in values and lease rates.

Furthermore, from an airline's perspective, we can review proposals by manufacturers and compare operating costs and aircraft performance over different routes.



#### Ascend: professional advisory services

- **Fleet sizes, number of operators, engine choices, and global distribution**
- **Fleet ownership breakdown (owned / leased / financed)**
- **Operating cost analysis**
- **Depreciation profiles (future value and lease rate forecasts)**
- **Historical value and lease rate performance and volatility analysis**
- **Analysis of disposal options and fleet turnover (e.g. sell while on first lease, hold on for several leases, part-out/scrap after lease end etc)**
- **Advice on optimal fleet mix – by aircraft size, age, region where leased etc**
- **Highlight opportunities, niches in the market**

Whether you are an investor, a lessor or an airline, Ascend will help you select the right aircraft types to suit your business profile, plan how long to keep them and hold advise when its best to sell them on.