

## CONSULTANCY SOLUTIONS

### Lease structuring and aircraft portfolio analysis

#### Building blocks to healthy returns

**Does your company have the best possible mix of aircraft in your portfolio? Are specific aircraft exposing you to more risk than you are prepared to take? Are you positioned to take the appropriate steps to minimise those risks? What aircraft should you acquire more of and when and which aircraft should you dispose of?**

Investors in aviation assets often find themselves with dilemmas like these, especially if they are only passively involved in the industry or if they have inherited a portfolio that was previously managed by someone else.

Ascend can help you make the right decisions, by providing expert insight and advice extending far beyond a simple valuation of the portfolio.



#### How Ascend can help your business

Ascend has tracked aircraft transactions for over 45 years and works alongside the world's top 20 leasing companies. We provide insight on different aircraft types that may not be evident or obvious at first glance. We also take into account your individual investment goals and provide a solution that is best suited to your needs.

Beyond that, we look at individual aircraft leases and provide residual values at lease-end, taking into account return conditions, maintenance reserves and financial compensation. This enables you to assess your risk under several different scenarios. Ascend can also advise on the marketability and liquidity of each aircraft type, both now and in future when its lease is due to expire. In We can also provide other portfolio assessment services based on your requirements.



#### Ascend: professional advisory services

- **Portfolio valuations – current market, base, future and soft market value forecasts**
- **Historical value trends and value volatility analysis of different aircraft types in past downturns**
- **Lease reviews and return conditions analysis**
- **Aircraft liquidity overviews, global and regional distribution, engine choices and popularity, concentration with operators etc**
- **Fleet data on competing portfolios of major lessors / financiers**
- **Assessment of portfolio composition and breakdown (size, age, exposure)**
- **Encumbered valuations taking into account lease stream, residual values at lease end, and lessee creditworthiness.**
- **Remarketing costs and timeframes**
- **Potential lease rates for subsequent future leases**