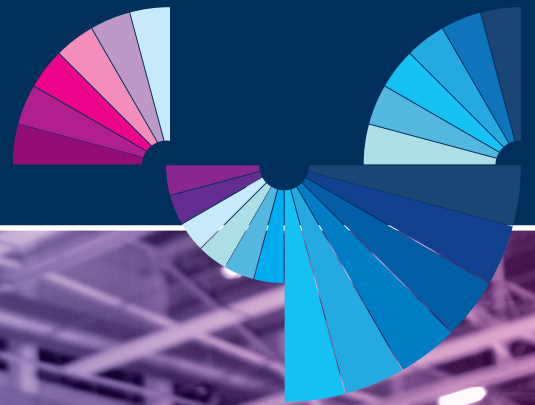


The Santos Dumont Tool Kit



The Santos Dumont Tool Kit

The Tool Kit

The Santos Dumont Tool Kit is the practical collection of financial, operational and analytical tools developed to support our full-service lease operating platform. The Tool Kit allows both Santos Dumont and our customers to navigate asset lifecycle risk and protect investment value.

Our approach is built upon the Santos Dumont Value System© and is centred around the residual value of the asset, the ability to redefine the investment strategy as the market cycle develops and remarket the aircraft along its life, and to maximize return for the aviation finance community.

Key Elements

Santos Dumont's core expertise and experience lies in the ability to finance, asset manage and transition aircraft, and we work with leading aircraft lessors and airlines to help achieve their operational and strategic objectives. Our business has grown over time and evolved the core processes and procedures necessary to support the full range of operating lease activities.







Our processes have been designed from the ground up to assess opportunities and goals, develop a framework for managing change, build technical and commercial leadership and increase participation and membership within the aviation finance community.

Our market analytics and knowledge base combine the raw data of our project and operating lease experience to better manage risk and maximize opportunity for any asset type.

The Management Tools

By adopting a full asset lifecycle approach, we have developed key management tools that provide real-time financial, analytical, operational and project management support solutions.

These are:

-  **Investment Manager**
-  **Marketing Manager**
-  **Lease Manager**
-  **Asset Manager**
-  **Engine Manager**
-  **Transition Manager**

Each management tool is designed to be a stand-alone offering or integrated together to provide a full-service package supporting complex projects and transactions.

Global Support Network

Santos Dumont provides full-service operating lease support to financiers, airlines, lessors and investors across its global network. With hubs in Dublin and Bogotá, our route network and Tool Kit allows us to provide dedicated remote and local support.

Santos Dumont uses progressive, integrated web-based technologies to deliver integrated real-time solutions.



Santos Dumont is an established full-service operating lease platform, delivering independent **Commercial, Technical** and **Engine** support solutions through its global support network. For more information please visit:

www.santosdumont.com

Santos Dumont Investment Manager



Our Experience

The Santos Dumont investment advisory panel sustains senior level relationships through its extensive network of contacts with banks and investors, sourcing and restructuring equity and debt for leased assets.

Our international cross-border experience in arranging direct order, purchase, sale and leaseback of aircraft and portfolio transactions provides our clients with deep knowledge and transaction capability.



Key Product Offering

The Investment Manager product provides investors with the analytical tools and sectoral expertise to allow both new entrants and experienced investors to navigate the aviation landscape. We align entry and exit strategies with investor risk profiles to achieve the required risk adjusted returns, mitigate downside risk and make the most fiscally prudent investment decisions.

Investment Analysis

- ✦ *Investment advisory and due diligence*
- ✦ *Asset valuations & forecasting*
- ✦ *Asset, airline and lessor risk analysis*
- ✦ *Event planning*
- ✦ *Bespoke investment strategy analytics*
- ✦ *Advisory downside risk mitigation*
- ✦ *Proprietary aircraft investment models*

Market Analytics

- ✦ *Comprehensive market analysis; opportunities and challenges*
- ✦ *Airline analytics & risk assessment*
- ✦ *Asset, airline and lessor regional concentration*
- ✦ *OEM supply & demand trend analysis*
- ✦ *Econometrics & key industry drivers*

Get in Touch

To find out more about the Santos Dumont Tool Kit please contact one of our teams below:

Europe & Middle East

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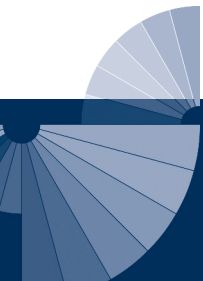
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Santos Dumont Marketing Manager



Our Experience

Santos Dumont has developed key market analytics and investment models that pull from our deep sectoral knowledge and global network.

As a full-service operating lease platform, our global support network and analytical tools provide us with key market intelligence to support our customers in identifying opportunity, originating transactions and placing aircraft. The Santos Dumont team today is built on diversity and contains over 20 different nationalities, speaking 30 different languages, and working across 50 different locations.

Key Product Offering

The Marketing Manager provides comprehensive solutions for the identification, sourcing and placement of aircraft and engines. A global network of industry relationships is supported by data and analytical tools to ensure asset and operator alignment is consistent with customer requirements.



Marketing / Remarketing

- ✦ *Marketing campaign strategy*
- ✦ *Asset origination*
- ✦ *Letter of intent*
- ✦ *Asset placement*
- ✦ *Valuations*
- ✦ *Pre-purchase inspections*
- ✦ *Technical acceptance*

Market Analytics

- ✦ *Asset & lessee identification*
- ✦ *Airline analytics – performance, fundamental drivers, credit & default risk*
- ✦ *Comprehensive market analysis – opportunities and challenges*
- ✦ *Asset, airline and lessor regional concentration analysis*

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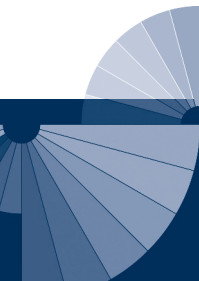
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Santos Dumont Lease Manager

Our Experience

Aircraft lease negotiation is a well-developed enterprise that requires key financial, legal, technical, commercial and operational inputs to be effectively managed. Our experience working in an advisory capacity, but also having our team members seconded to leading airlines and lessors, has provided a unique perspective and understanding in the lease management process.

Key Product Offering

The Lease Manager product provides a core team of dedicated asset managers and the tools to support the lease management process from origination, through the term and onto lease expiry or asset divestment.



Lease Management

- ✳ *Marketing specification*
- ✳ *Deal sourcing & evaluation*
- ✳ *Negotiation support*
- ✳ *Remarketing strategy*
- ✳ *Lease documentation review*
- ✳ *Market analysis and lease appraisal*
- ✳ *Cashflow & default risk modelling*
- ✳ *EOL exposure modelling*

Technical Advisory

- ✳ *Asset specification and configuration support*
- ✳ *Technical oversight (negotiation support)*
- ✳ *On-site representation*
- ✳ *Technical records management*
- ✳ *Maintenance status analysis*
- ✳ *EOL return condition review*
- ✳ *Maintenance due diligence*
- ✳ *Asset inspection programme*

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Santos Dumont Asset Manager

Our Experience

A deep technical expertise across asset classes, configurations, operations and maintenance requirements, ensures that all our asset managers hold a fundamental appreciation for what is important to our clients; protecting residual value and providing technical oversight throughout the lease term.

Key to investment value and financial risk mitigation is a sound technical understanding of the decisions through both the asset lifecycle and market driven events.



Key Product Offering

The Asset Manager product provides clients with an integrated asset management team and a robust compliance monitoring capability, to ensure residual value is protected under the obligations of the lease, throughout the term.

Contract Management

- ✳ *Compliance monitoring programme*
- ✳ *Lease negotiation and amendment*
- ✳ *Claim review and management*
- ✳ *Rental invoicing and payment management*
- ✳ *MR negotiation, escalation and reconciliation*
- ✳ *Cashflow forecasting*
- ✳ *Documentation management and review*

Technical Oversight

- ✳ *BFE management*
- ✳ *Condition monitoring & utilisation reporting*
- ✳ *Maintenance condition analysis*
- ✳ *Audit and inspection programme*
- ✳ *Shop visit management*
- ✳ *Maintenance work scope review*
- ✳ *Maintenance programme monitoring*
- ✳ *Special projects*

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Santos Dumont Engine Manager



Our Experience

The Engine Services team in Santos Dumont has over 100 years of collective experience across a wide range of engine types, bringing MRO, airline, leasing and OEM backgrounds to our service offering.

Our Engine Manager product is built upon the Santos Dumont Value System®, the result of over 15 years of industry expertise and investment into systems, processes and tools supporting the aviation sector.

Key Product Offering

The Engine Manager product provides asset owners and operators with salient technical information on-demand, by experienced

aviation specialists. The Engine Services team provide individual and fleet-wide asset management, technical advisory, marketing, asset monitoring and event management support, ensuring asset value is protected through on-lease technical oversight.

Commercial Management

- ✦ *Source, trading and remarketing*
- ✦ *Market analysis and lease appraisal*
- ✦ *Component sourcing*
- ✦ *Flight hour agreement negotiation*
- ✦ *Maintenance cost optimisation*
- ✦ *End-of-Lease compensation review*
- ✦ *Divestment strategy (part-out or sale)*

Technical Advisory

- ✦ *Project management*
- ✦ *Tabletop report*
- ✦ *Engine documentation management*
- ✦ *Transition management (inc. return conditions)*
- ✦ *Physical inspection*
- ✦ *LLP Back-to-birth traceability*
- ✦ *Borescope & MPA oversight*
- ✦ *Work scope review*
- ✦ *LRU / QEC inventory audit*
- ✦ *Event management*



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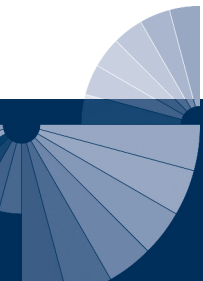
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Santos Dumont Transition Manager

Our Experience

Transition Management is a core expertise of Santos Dumont, and our systems and processes have been built from the ground up to support both single aircraft projects and large-scale transition programs.

Our extensive project management experience continues to support leading aircraft lessors and airlines around the world and solve their toughest challenges, and our robust but flexible transition process delivers a premium service aligned to your operational and strategic objectives.

Key Product Offering

The Transition Manager product provides airlines and lessors with a robust but flexible transition process, managed by experienced technical project managers and professional teams. We recognize the value in technical record management standards and ensure the value of your asset is central to the process, in order to maximise remarketing prospects, while eliminating costs, and acting as liaison between the lessee, lessor, MRO, OEM and airworthiness authorities.

Technical Project Management

- ✦ *Transition strategy development*
- ✦ *On-site team and supervision*
- ✦ *Return condition assessment*
- ✦ *Regulatory compliance*
- ✦ *Work scope development and management*

Technical Records Management

- ✦ *Assembly, audit and technical records review*
- ✦ *Discrepancy correction*
- ✦ *Query management*
- ✦ *On-site representation*
- ✦ *Liaison between key stakeholders*



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