

# 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*

## 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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**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](http://www.santosdumont.com)

