



Aircraft Leasing & Management

Part of **FUYO LEASE GROUP**



Company Profile

October 2024

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ALM has been offering management, remarketing and advisory services to the commercial aviation industry since 1987.


In July 2014 ALM was acquired by Fuyo General Lease Co. Ltd, a Tokyo Stock Exchange listed company, in order to support the expansion of its aircraft leasing business and to develop ALM's servicing capabilities.

 **Aircraft Lease Management**

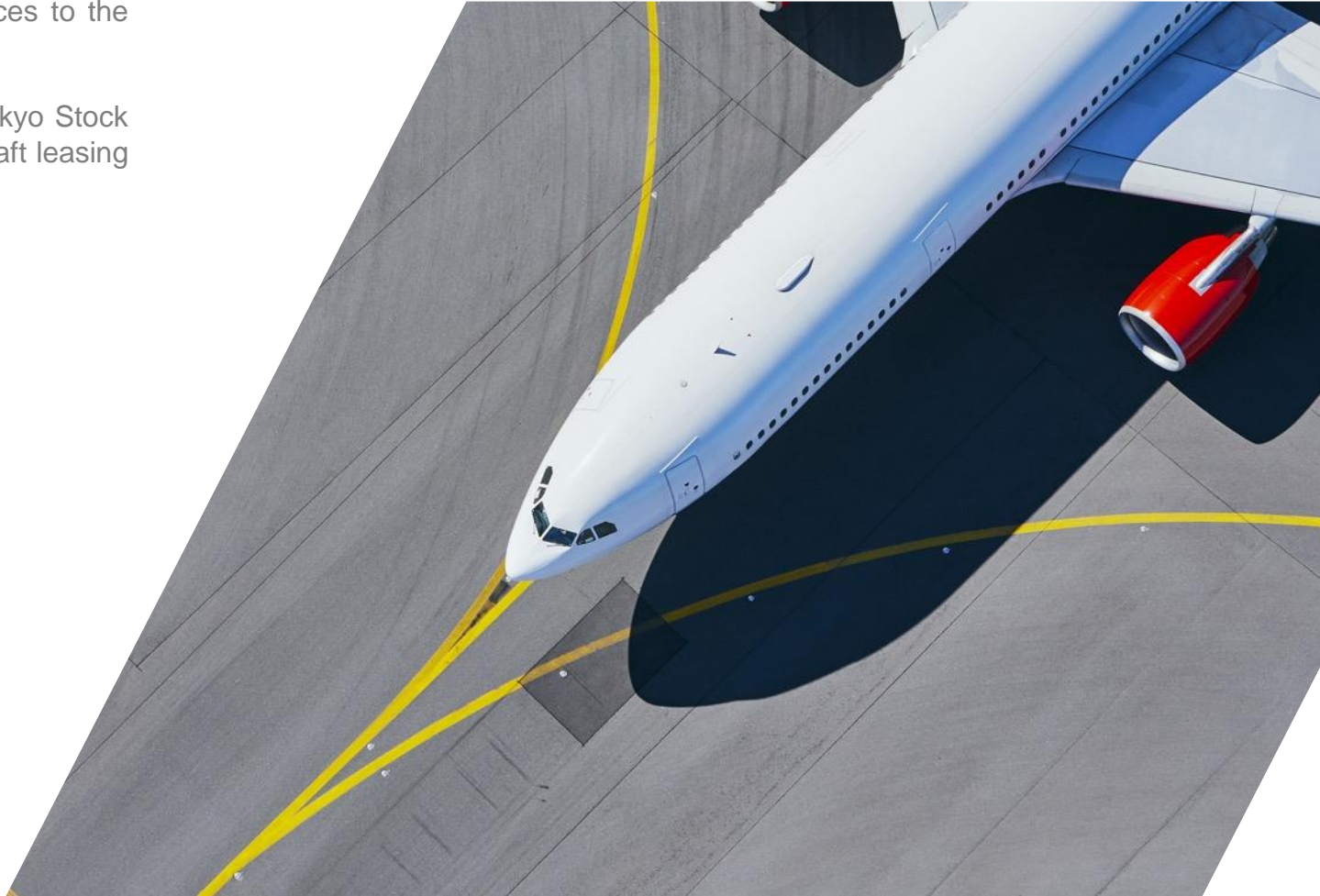
 **Current Managed Portfolio**

 **Lease Administration**

 **Aircraft Technical Management**

 **Aircraft Remarketing**

 **Advisory Services**



Aircraft Lease Management

ALM has developed a portfolio of lease management products which allows the lessor to outsource administrative and technical oversight of the asset for the duration of the lease term in a highly economic manner.



Current Portfolio

Narrowbody Aircraft		
A319-100	Air France	1
	Peach	8
A320-200	Allegiant	5
	Thai AirAsia	2
	Avianca	2
	Air France	1
A320neo	Peach	6
	Spirit	5
	LATAM	2
	Volaris	2
	Iberia	2
	Lufthansa	1
	IndiGo	1
	Turkish Airlines	1
	Frontier	2
A321-200	Turkish Airlines	2
	Bamboo Airlines	1
	ANA	4
A321neo	Frontier	4
	Turkish Airlines	1
	American Airlines	1
	VivaAerobus	1
	ANA	3
B737-800	Solaseed	3
	Skymark	2
	Garuda	2
	Off-Lease	2
	Jet2.com	1
	TUI Airlines	1
	Transavia	1
	Aeromexico	1
	Total	



Widebody Aircraft		
A350-900	Air France	2
B747-8F	Cargolux	3
	Atlas Air	1
B777-200LR	DHL	1
B777-300ER	KLM	2
	Emirates	1
B787-10	KLM	1
Total		11

Regional Aircraft		
CRJ700	IBEX Airlines	2
E175	KLM Cityhopper	8
E190	KLM Cityhopper	2
Total		12

ALM's Global Reach

ALM actively manages a growing portfolio of current and new technology narrowbody aircraft on lease to 23 operators across 13 jurisdictions worldwide.



Lease Administration

ALM’s experienced team of portfolio managers utilise an industry leading asset management software system to monitor the technical status and lease compliance of the aircraft portfolio. Lease administration activities include:

Day-to-Day Liaison with lessees

Invoicing of lease rentals and maintenance reserves and ensuring their payment in a timely manner

Monthly monitoring of utilisation and maintenance events

Monitoring of lessee compliance with registration, airworthiness and operational covenants







Management of maintenance reserves and End-of-Lease maintenance compensation

Ensuring lessee compliance with insurance requirements




Technical Monitoring

ALM's technical monitoring product is modular in concept so that the level of oversight can be tailored to fit the drafting of the lease and the characteristics of the lessee.

-  Audit of Lessee technical capability, systems, and procedures
-  Periodic inspection of aircraft, records and maintenance procedures
-  Monitoring of repairs and modifications, AD / SB status and tracking of rotatable component changes
-  Currency of aircraft certification, maintenance programme, manuals and technical record-keeping
-  Oversight of airframe and engine heavy maintenance
-  Analysis of maintenance invoices and reserve claims

Technical Advisory Services

The blend of commercial experience and technical expertise across a wide range of aircraft types which supports ALM's long-term asset management services is also available on a project and ad hoc basis.

-  Aircraft specification review and evaluation
-  Preparation of maintenance worksopes and costing
-  Negotiation and contracting of maintenance inputs and on-site representation
-  Maintenance invoice verification
-  Maintenance planning document (MPD) customisation
-  Historic technical records rehabilitation

Aircraft Remarketing

ALM specialises in the remarketing of commercial aircraft for lease and sale. The company has a long track record in placing a wide variety of aircraft types in sale and leasing structures including cash sales, instalment sales, sales with leases attached, sale-leasebacks and operating leases.

Recent Transactions

Previous Operator	Aircraft Type	Counterparty
<i>Aircraft Transitions to Onward Operator</i>		
	A320-200 (x2)	
	B737-800 (x2)	
	B737-800	
	A321-200	
<i>Aircraft Sales</i>		
	B737-800	
	B737-800 (x2)	
	B737-800	



Create marketing strategies and customer targeting



Management of negotiations including commercial and technical aspects



Leveraging long-term industry relationships and trading experience



Drafting of lease and sale documentation in cooperation with owner's counsel



Preparation of termsheets for presentation to prospects



Transaction co-ordination through to delivery



Collation of aircraft specification and maintenance status

Business Plan
Preparation / Audit

Commercial Aircraft
Market Analysis &
Fleet Planning
Studies

Airline Start-up
Support

Trading Based Asset
Valuations

**ALM also provides a range of commercial
advisory services to its clients.**

Company Commercial
& Technical Audit

Commercial &
Technical Dispute
Resolution

Transaction Due
Diligence

New & Used Aircraft
Acquisition

The ALM Management Team



The ALM management team has in aggregate more than 160 years' experience in aircraft trading and management.

Key people

Alan Robinson Managing Director

Alan has over 40 years experience in the aviation industry having founded ALM in 1987. Prior to this he worked for Airbus and British Caledonian Airways.

Contact Alan:
alanr@alm-lease.co.uk

Roy Webber Director Asset Management

Having joined ALM in 1989 Roy has over 35 years of technical and asset management experience. Prior to joining ALM, Roy worked for International Leisure Group.

Contact Roy:
royw@alm-lease.co.uk

Takashi Watanabe Director & Company Secretary

Takashi has over 26 years experience working for our parent company, Fuyo General Lease Co., and has been seconded to ALM since 2014, having previously been Managing Director of our sister company in Ireland.

Contact Takashi:
takashiw@alm-lease.co.uk

Leigh Russell Head of Technical

Prior to ALM, Leigh gained over 34 years of maintenance and engineering experience working for Dan-Air, FLS Engineering, ATC Lasham and Jet2.com.

Contact Leigh:
leighr@alm-lease.co.uk

Richard Dudley-Cave Head of Marketing

Prior to joining ALM, Richard worked for Castlake and Falko and has accumulated over 12 years of portfolio development & marketing experience.

Contact Richard:
richarddc@alm-lease.co.uk

Nicola Travis Head of Legal

Nicola joined ALM in 2020, prior to this she gained over 11 years of aviation experience working for Clyde & Co, White & Case and Stephenson Harwood.

Contact Nicola:
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