

## **Company Profile**



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.



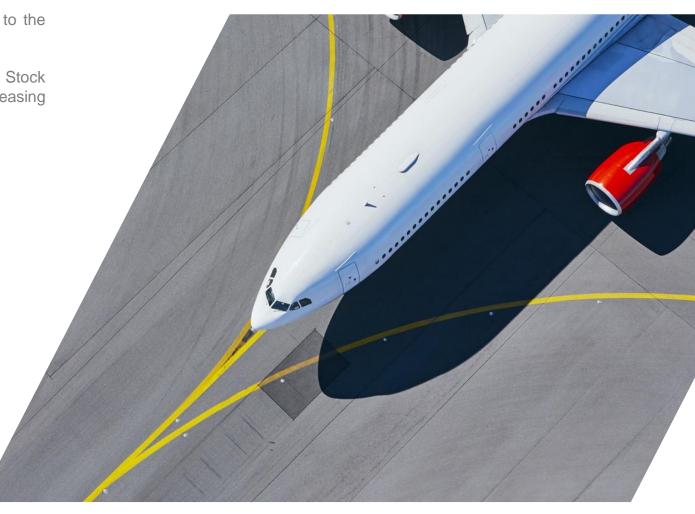


Lease Administration

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	
A220-300	ITA	1
A319-100	Air France	1
A320-200	Peach	8
	Allegiant	5
	Thai AirAsia	2
	Avianca	1
	Air France	1
	Peach	6
	Spirit	5
	LATAM	2
A320neo	Volaris	2
	Iberia	2
	Turkish Airlines (AJet)	2
	Lufthansa	1
	Frontier	2
A321-200	Turkish Airlines	2
	Bamboo Airlines	1
A321neo	ANA	4
	Frontier	4
	VivaAerobus	2
	Turkish Airlines	1
	American Airlines	1
B737-800	ANA	3
	Solaseed	3
	Skymark	2
	Garuda	2
	Off-Lease	2
	Jet2.com	1
	TUI Airlines	1
	Transavia	1
	Aeromexico	1
Total		72



Widebody Aircraft				
Air France	2			
Cargolux	3			
Atlas Air	1			
DHL	1			
KLM	2			
Emirates	1			
KLM	1			
	11			
	Air France Cargolux Atlas Air DHL KLM Emirates			

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 22 operators across 12 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 Management**



### **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 rotable 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 workscopes and costing



Negotiation and contracting of maintenance inputs and on-site representation



Maintenance invoice verification



Maintenance planning document (MPD) customisation



Historic technical records rehabilitation

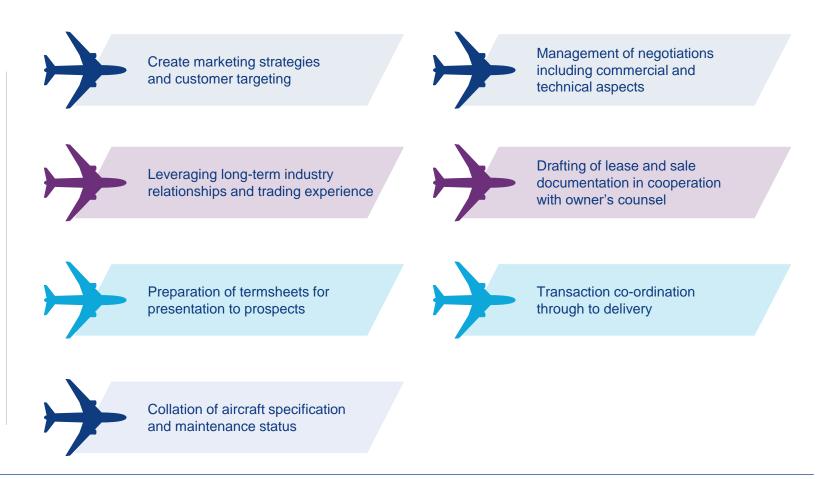
## **Aircraft Remarketing**



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		
Aircraft Transitions to Onward Operator				
peach	A320-200 (x2)	allegiant		
SINGAPORE	B737-800 (x2)	Regional Express		
SAS	B737-800	transavia 🖰		
EVAAIR	A321-200	BATTBOO		
Aircraft Sales				
<b>VRYANAIR</b>	B737-800	ACS** AERO CAPITAL SOLUTIONS		
<b>TURKISH</b> AIRLINES	B737-800 (x2)	avelo 🍕		
<b>transavia</b>	B737-800	<sup>⊕</sup> Investec		



## **Advisory Services**



**Commercial Aircraft Trading Based Asset Business Plan** Airline Start-up Market Analysis & Valuations Preparation / Audit Fleet Planning Support Studies ALM also provides a range of commercial advisory services to its clients. Commercial & **Company Commercial** Transaction Due New & Used Aircraft **Technical Dispute** & Technical Audit Diligence Acquisition Resolution

### **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

#### 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

### **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

### Richard Dudley-Cave Head of Marketing

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

Contact Richard: richarddc@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

### 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: nicolat@alm-lease.co.uk



#### Part of FUYO LEASE GROUP

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