

commercial asset management



PRO

HELPING
YOU REALISE
OPTIMUM RETURNS
ON INVESTMENT

what's inside?

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If there are any topics or points, covered within, you wish to discuss in more detail, or you are interested in more information, please contact us at
connect@acumen.aero

commercial asset management



An independent boutique aircraft asset manager, providing specialist commercial and financial services to banks, investors, both equity and debt and owners within the aviation sector. What makes Acumen unique is its winning combination of sector skills, knowledge and experience; a fundamental understanding of the asset class and its ability to harness the power of new technologies to help our clients stay ahead.



Offering you turnkey solutions through the provision of necessary acumen, key knowledge, expertise and robust support structures. Helping you make the right choices to achieve maximum value, while mitigating financial risk throughout an asset's commercial life.

Acumen possesses the full compliment of professional disciplines needed to help ensure clients achieve their desired outcome, whether that be asset investment, divestment or wealth strategy.

We are a leading asset manager, with a truly global reach and the ability to offer competitive, comprehensive lease management solutions.

three core services



Investment Assessment



Investment
Opportunities /
Rationale



Asset Credit /
Evaluation



Technical
Evaluation



Scenario
Analysis



Project Initiation



Establishment &
Infrastructure



Accounting &
Taxation



Transactional Support



Sourcing



Acquisition



Re-marketing



Due
Diligence



Asset
Management



Re-delivery



Structuring



Lease
Management



Transition /
Divestment /
Trading

Investment assessment



Core activities



Investment Opportunities / Rationale

- Pricing Model
- Rationalised, Suitable Financial Risk & Mitigation Measures
- Matching Return Expectations



Asset Credit / Evaluation

- Airline Credit Review
- Operational Metrics Evaluation
- Risk Factor Assessment
- Operation
- Carrier
- Asset



Technical Evaluation

- Maintenance Status Review
- MR Status and Forecast Assessment
- Residual Value / Part Out Calculation



Scenario Analysis

- Stress Testing
- Sensitivity Analysis
- LRF Movement
- Tenure
- Residual Value
- Financing Mix
- Borrowing
- Potential Default

Project initiation



Core activities



Establishment & Infrastructure

- Arranging Legal Entity & SPV
- Onboarding Directors
- Bank Account Establishment



Accounting & Taxation

- Invoicing
- Management Accounts
- Filing Returns
- VAT
- Annual
- Corporation Tax
- Taxation & CRO
- Annual Financial Statement Preparation
- Financial Statement Audit

Transactional support



Core activities



Sourcing

- Define Asset Type and Vintage
- Understand Client Expectation and ROI Requirements
- Carry Out Network Search
- Locate Potential Candidates for Review



Due Diligence

- Deal Evaluation
- Technical Inspection
- Structures / SVP Set-up
- Client Intelligence
- Operator / Lessee Credit Review
- Documentation



Structuring

- Securing of Funds
- Tax Advisory
- Structures / SVP Set-up



Acquisition

- Technical Assistance
- Commercial Assistance
- Risk Management
- Onboarding



Asset Management

- Shop Visits & Maintenance Specifications
- Monitor Repairs
- Invoice Reconciliation & Approval
- Field Support



Lease Management

- Invoicing
- Management
- Cash Management & Projects
- Insurance
- Lease Covenants
- Risk Management



Re-marketing

- Identify Suitable Options
- Project Management
- Documentation
- Negotiation
- Technical Assistance
- Field Support
- Valuation / Appraisal



Re-delivery

- Project Management
- Documentation
- Negotiation
- Technical Assistance
- Field Support



Transition /
Divestment / Trading

meet the team



Dr. Alok Anand
Chairman & CEO



Dr. Anand founded Acumen Aviation in 2009. Under Alok's leadership, Acumen grew its footprint to be a global group of four companies, providing state of the art consultancy solutions in Aviation Asset Management. Formerly, he was Head of Maintenance Control Centre for India's first low cost carrier Air Deccan.

During his aviation career of over 24 years, he held various management positions including Line Maintenance Manager, MCC Manager and worked in various airlines like Jet Airways and Air India. He was part of the team which set-up the initial Air Deccan operations, and raised through the ranks to head its International Maintenance Control Operations. This experience allowed him to develop excellent operational and organisational skills.

He is a member of the HAL Management Academy Advisory Board; a member of The Hague Court of Arbitration for Aviation; is a licensed aircraft engineer for various aircraft types, including Airbus and ATR, and holds a Global Doctor of Business Administration (DBA) degree issued by the Swiss School of Business and Management (SSBM), Geneva. As part of his DBA, Alok completed a thesis titled Aircraft Leasing and Ease of Doing Business in India.

Seán O Connor

MD - USA & Chief Revenue Officer

Seán joined Acumen in 2021 and brings with him over 48 years of airline, MRO and asset trading experience to the team. Seán joined Aer Lingus in 1973 as an aircraft engineer and held management positions in industrial engineering and sales and marketing over a 25 year period with Aer Lingus and TEAM Aer Lingus. Seán then worked for other leading MRO's and in 1998 held leadership positions in FLS Aerospace and SR Technics, setting up and running local operations in Dallas, Texas and Sunrise, Florida.

Throughout his MRO career, Seán has concluded multiple aircraft, engine and component maintenance and support contracts with leading airlines, OEMs, leasing and trading companies, globally. In 2019, Seán joined Universal Asset Management, part of the CALC Group as VP Aircraft Trading, successfully leading the trading team in asset acquisitions and consignments to support the business. Seán has held Boeing and Airbus aircraft and engine licences as an engineer and has multiple London City and Guilds and sales and marketing qualifications from Bolton Street College, Dublin and the Irish Management Institute, Dublin.

Ian Clark

Advisor - Asset Management

Ian joined Acumen in 2022, serving as advisor to Acumen's asset management group. Ian is an aviation executive with a wealth of experience, spanning more than 37 years within the sector. Prior to joining Acumen, Ian completed a four-year tenure as Chief Technical Officer at Avolon, a leading global aircraft leasing company, having been a key member of their team for 10 years. Ian has also held multiple senior management positions with a number of UK based airlines.

Sumant Pradhan

Vice President - Commercial & Strategy

Sumant joined Acumen in 2017 bringing with him more than 12 years' experience in corporate finance, commercial & strategy, the majority of which has been invested in fund raising, corporate strategy and various capital budgeting decisions. As part of the commercial team, Sumant is instrumental in structuring transactions, commercial negotiation and maintaining investor relations for Acumen and its clients. Prior to Acumen, Sumant led the AIG Commercial Analytics team, looking after various capital budgeting decisions across the EMEA region. Sumant was responsible for suggesting management in line with capital allocation policies and was care taker of the EMEA region budgeting and forecasting cycles.

Sumant also held a key role in GMR infrastructure corporate finance division, responsible for raising funds, investor relations, financial modelling and merger / divestment. Sumant holds a B.Com (Hons with distinction), M.Com, MBA in Finance together with a course of Applied Finance on Merger and Acquisition, AIF and strategy from IIM, Calcutta.

Kumar Narayanaswami

Senior Vice President - Commercial & Lease Management

Kumar joined Acumen in 2021 under Acumen's new entity Acumen Aviation Leasing IFSC Pvt. Ltd. based at GIFT city (Gujarat International Finance Tec-City Company Ltd.) Gandhinagar. Kumar is based in the IFSC, and is responsible for driving Acumen's new aircraft leasing initiative and asset management services in region.

Kumar comes with over 30 years of experience and accomplishments spanning across MRO, OEM, parts manufacturers, aircraft lessors, banks, financial institution, audit firms and international law firms and has led teams to achieve goals while in engineering, MIS and treasury, budgets and contracts, financial and technical audit, as well as leasing and due diligence exercises. Before joining Acumen, Kumar worked for Air Asia as Manager – Asset Management and for Jet Airways (India) Limited as Manager – Aircraft Leasing and Contracts. Kumar holds Bachelor in Engineering (Electronics) from University of Mumbai & Masters in Business Administration (Finance) from University of Pune.

about Acumen

We are an independent asset management organisation providing comprehensive in-house asset management support to lessors, banks, equity investors and operators in the aviation sector, from sourcing and acquisition to transition or disposal.

Headquartered in Ireland, Acumen has a global reach with regional offices in the USA, India and China.

US\$ 1.2bn+*
Acquisitions

US\$ 2.1bn*
Aircraft
Re-marketing

US\$ 6bn*
Aircraft
Traded

4425+
Assets
Appraised

10+ SPVs
/ 24 Assets
Under
Management

820+
Management
Projects

*aviation consultants
dedicated to supporting
industry leaders*

*Including business sourced directly by Acumen and indirectly through the activity of members of the Acumen management team.

let's talk

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to find out more

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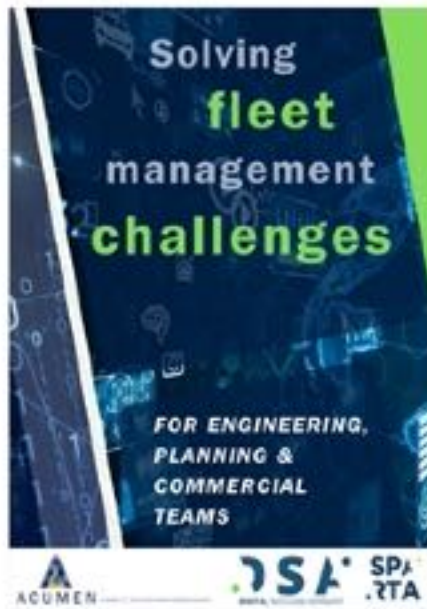
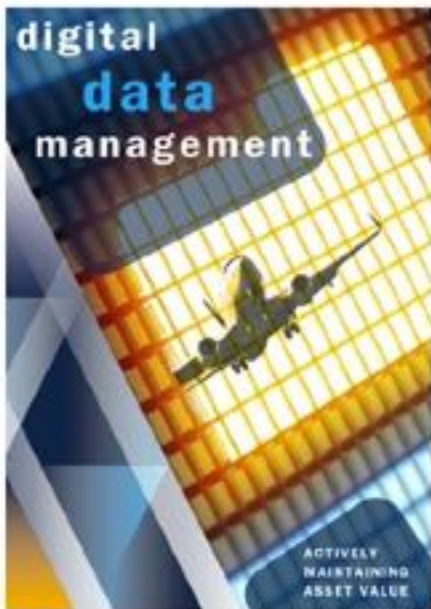
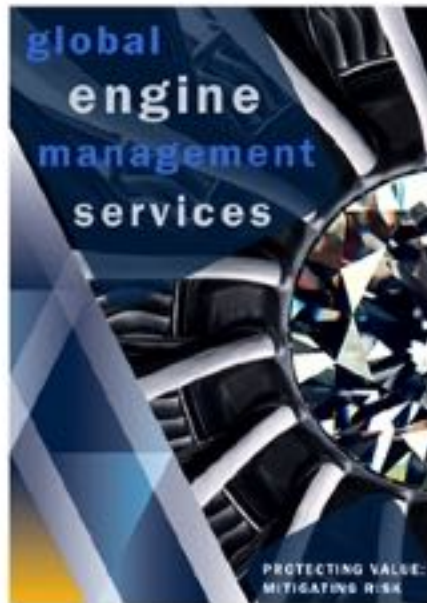
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take a closer look



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