

# consistent **online** aircraft **valuations**

## Case Study Stats, at a glance:



AIRCRAFT SEARCH  
ENGINE SEARCH

**797** (12 MONTH PERIOD)  
TOTAL LOGS GENERATED



**44**  
TURBO JET / PROP TYPES



**~ 200**  
ENGINE VARIANTS



● BASE & MARKET LEASE RATES  
● FUTURE BASE  
● CURRENT BASE & MARKET

**489** (12 MONTH PERIOD)  
TOTAL VALUE OPINIONS GENERATED

## Case Study - Situation

Aircraft and their associated spare parts are capital assets which attract global investments, and trade across diverse geographies. For aviation asset owners and lessors generally, and for customers specifically, the invested amounts routinely cross billions of dollars. Due to the capital intensive nature of this industry, aircraft leasing necessitates acute oversight for asset value depreciation and continuous monitoring of the market forces impacting asset values. Doing so at scale, especially if you are an owner / lessor with hundreds of aircraft on the books, is a challenging proposition. The challenge is twofold; achieving consistency of approach and methodology from which values are derived across the fleet, and achieving value consistency and accuracy in the face of traditional methods of appraising aircraft, where asset physical inspections would be a fundamental requirement, now proving to be neither no longer economically feasible nor physically possible.

## Remedy

To achieve the necessary levels of consistency and accuracy to appraise or value aircraft portfolios, addressing today's challenges, requires access to a potent fusion of proficient appraisers and efficient digital solutions. Appraising or valuing aircraft is a specialised profession requiring in-depth technical as well as commercial aircraft and engine type knowledge. The solution adopted must be holistic, using analytical methods / approaches appropriate for the asset class; able to monitor and assess market forces affecting value; review asset technical records, and possess a comprehensive understanding of both operational and maintenance elements which impact asset utility. Acumen has achieved this through the creation and ongoing development of **fin-S**, its proprietary online valuations solution which addresses these very challenges. Conceptualised by ISTAT Certified Senior Appraisers and developed by in-house developers, fin-S provides a complete suite of functions and features which allows customers to derive online values for 44 turbo-jet and turbo-prop aircraft types with ~ 200 engine variants. Supported by a robust set of algorithms, routinely updated databases and a highly talented team of valuation analysts, the fin-S system delivers online values for single, unit sale assets, a portfolio of assets under consideration or the entire fleet of assets currently owned or managed by the customer.

## Outcome

Since 2017, Acumen has supported the industry with valuation expertise and delivered assignments for 4500+ assets for 15+ customers. fin-S has been a solution of choice of a large lessor for online valuations of 300+ assets in order to satisfy compliance requirements. With capabilities to deliver current or future base values, market values, lease rates as well as securitized values and maintenance adjusted values, fin-S is a one stop solution for appraising current as well as prospective assets under trading.

## Key expert domain stats\*:



**4,500+**

INDIVIDUAL ASSET ASSIGNMENTS



**15+**

REGISTERED CLIENTS



**300+**

ASSETS SUPPORTED ANNUALLY



**2**

ISTAT CERTIFIED SENIOR APPRAISERS



CONTACT US **TODAY** for a **free** consultation

[sales@acumen.aero](mailto:sales@acumen.aero)



Copyright © 2024 Acumen Aviation All Rights Reserved





supporting your

# ASSET LIFE JOURNEY



## Asset Sale / Purchase

Simplify asset trading deals with Projects and Records Digitisation. Providing seamless 24x7 globally available asset information, reports, data and records access.

01

## Active Asset Management

Keep your finger on the pulse, enhance visibility and retain asset values with Lease Management offering real-time executive dashboards, reports, lease and transition manager.



02

## Asset Value Pulse Check

Maintain clear visibility of your fleet values for strategic trading decisions or access online values for prospective assets ; Powered by ISTAT Certified Senior Appraisers together with our comprehensive online app - fin-S.



03

## Asset Risk Mitigation

Integrate the commVerge app with your fleet to fly-forward, analyse future events, and map EOL exposure in real-time. Helping you stay ahead of the curve and actively mitigating asset risk.



04

## Continuing Airworthiness

Designed by CAMO professionals, our integrated systems help you maintain overwatch on the airworthiness of assets throughout the life term, and seamlessly transition assets across global jurisdictions.



05

## Go Completely Digital

Achieve your Digital Transformation goals with our managed IT services. Combining Cloud Development, Integration and Analytics to deliver world class cloud solutions.



06

offering complete  
**DIGITAL ASSET MANAGEMENT**  
solutions

