

HELPING YOU REALISE
OPTIMUM RETURNS
ON INVESTMENT



COMMERCIAL
ASSET
MANAGEMENT

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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

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.

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.



3 Core asset management 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

- Maximise Value
- Documentation
- Negotiation

Meet the team

Alok Anand

Chairman & CEO



Alok 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, Alok was head of maintenance control centre for India's first low cost carrier, Air Deccan.

During his aviation career spanning over 20 years, Alok has held various management positions, including line maintenance manager, MCC manager and worked within various airlines, including Jet Airways and Air India. Alok was part of the team responsible for setting up initial Air Deccan operations, and rose through the ranks to head its international maintenance control operations. This experience enabled Alok to develop excellent operational and organisational skills.

Alok is a licensed aircraft engineer with over 16 years' experience in the aviation industry.

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, OEM's, 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.

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.

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.



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

3500+
Assets
Appraised

10+ SPVs
/ 24 Assets
Under
Management

820+
Management
Projects

Aviation Consultants Supporting Industry Leaders

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

Let's start the conversation:

Get in contact today to find out more.

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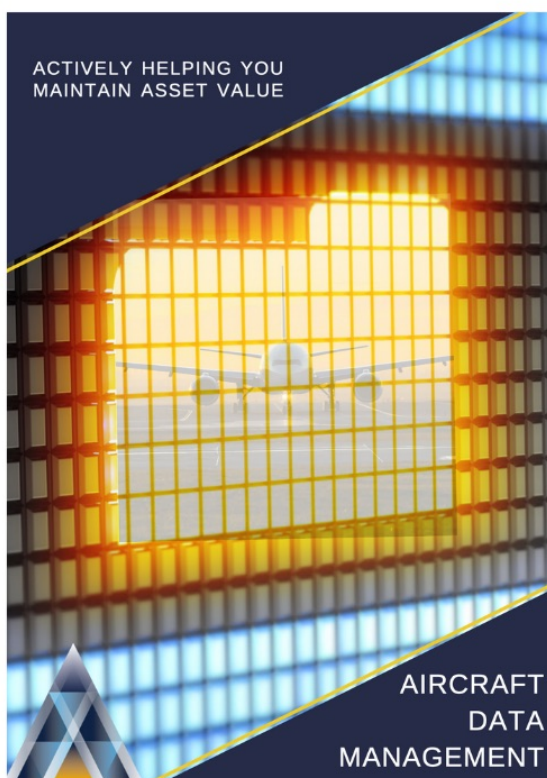
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