



# Certificate Program Aircraft Leasing & Financing

**5-day program**  
(2.5-hour sessions / day)

Instructor Led  
Online Training Course

Contact us:  
[training@acumen.aero](mailto:training@acumen.aero)

Visit us:  
[acumen.aero / training](http://acumen.aero/training)

## Objective

This five-day (2.5-hour sessions daily) instructor led online certificate program specifically designed for individuals who will be able to gain knowledge and insights into aircraft leasing and finance. Suited to professionals with a detailed understanding of the dynamics of aviation leasing and financing markets with experience of various aircraft appraised values and their implications on aircraft leasing and finance.

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## Learning Outcomes

**Upon course completion, participants will have an understanding of:**

- Dynamics of Aviation leasing and financing.
  - Various aircraft appraised values and their implications on aircraft leasing and financing.
  - Legal aspects related to aircraft leasing and financing
  - Preserving asset value with technical and asset management,
  - Role of digitization in the commercial aviation eco system.
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## Who Should Attend?

- Executives from the airline industry
  - Executives from leasing and financial institutions, banking sectors, government representatives, legal insurance companies.
  - Also suitable for post graduates/graduates/diploma holders from management/aerospace/aeronautical engineering institutes.
  - Experienced aircraft maintenance personnel who are wishing to shift their career to leasing industry
  - Technical representatives / inspectors
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## Fees, Payment and Course Info

Course Fees	350 EUR / INR 30,000 Plus taxes. Contact us. email: <a href="mailto:training@acumen.aero">training@acumen.aero</a> Early bird discounts (5 %) and group discounts (10%) available no later than 10 days prior to the event start date.
Mode of Payment	Via-credit card through payment link or through wire transfer, details will be provided upon request. Please write to : <a href="mailto:training@acumen.aero">training@acumen.aero</a>
Course Delivery	Training will be conducted Online using online training platform. Course will include Pre read material, case study and exercises to develop the confidence level of the participants.
Course Dates	Please view <a href="http://acumen.aero/training">acumen.aero/training</a>
Duration / Timings	5 Days / 2.5-hour sessions daily. 11:00 a.m. to 1:30 p.m. GMT
Course Award	Soft copy of the certificate will be issued jointly issued by Acumen and CMS Business School, Jain (Deemed-to-be university). Hard copies will be couriered to the candidates upon request with additional courier charges.
Requirements	<ul style="list-style-type: none"><li>• Desktop / laptop with compatible OS: Windows 7 (Version 6.1 and above), Mac OS X 10.10 and above</li><li>• Built-in / plugged-in / wireless speakers and microphone</li><li>• Web camera</li><li>• Internet Speed 8Mbps for audio, video, and screen sharing</li><li>• Supported Web Browsers: Chrome - 55 and above / Firefox - 54 and above</li></ul>
Course Material	Training material (soft copy) will be given to all the participants.
Contact Information	+91 9892420363.  Email: <a href="mailto:training@acumen.aero">training@acumen.aero</a>



## About Us

### Acumen Aviation

Acumen is an aircraft asset lease manager with a global platform, established in 2009, headquartered in Ireland with offices in India, China and the USA. Acumen's management team has over 300 years of cumulative experience with a permanent staff of over 90 people. Acumen offers a full range of services throughout the lifecycle of the aircraft including aircraft sourcing, pre-purchase inspections (physical and records), project management, lease management, re-marketing, fleet audits, aircraft trading, power plant management, aircraft valuations and CAMO services. Its customers include aircraft lessors, airlines, banks, private equity and investors.

### CMS Business School

Jain (Deemed-to-be University) is one of the top private universities in India that draws students from more than 25 countries to one of the world's fastest growing cities – Bangalore, empowering students to challenge conventional thinking and pursue original ideas. It is a destination for highly ambitious students who want to excel in their career and become experts in their areas of interest. It continues to advocate creativity, innovation and sportsmanship and takes pride in having produced several inspiring personalities. A deemed university for eight years, it has steadily managed to clinch top positions in various ranking surveys.

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## Instructors

**Vishwanath Hampanna**  
VP- Training

Vishwanath has over 28 years of experience in technical training domain with leading airlines in India. Vishwanath is well versed at running mid-term inspection courses to experienced maintenance personnel who go on to successfully migrate to either asset management companies as technical inspectors or to become members of Acumen's in-house technical asset management team.

**Alan Webber**  
CTO - Services

Alan joined Acumen in 2016 and, as Chief Technical Officer (CTO), he is well placed, with more than 30 years' experience in technical management, to direct and successfully manage Acumen's array of technical services through the support of his highly motivated, skilled and creative team.

**Amit Tyagi**  
CIO

Amit joined Acumen in 2009 and, as Chief Intelligence Officer (CIO), leverages his expertise as a certified ISTAT appraiser. This is combined with a wealth of over Seventeen years of technical and commercial experience in the aviation sector supporting the needs of a sophisticated and diverse clientele.

**Sumanta Pradhan**  
VP- Commercial

Sumanta, a finance professional with more than 11 years' experience in business modelling, pricing, commercial analytics and infrastructure funding. Core areas include Identification of new opportunities for investments, project planning, project evaluation, pre-feasibility analysis of PPP project and infrastructure funding. He was handling divestment strategy, business modelling & corporate finance in GMR Group, part of the global commercial analytics team in AIG.

**Kumar Narayanswami**  
VP- Commercial and Lease  
Management (GIFT – City)

Kumar joined Acumen in 2021 under Acumen's new entity Acumen Aviation Leasing IFSC Pvt. Ltd. Based at GIFT city, Gandhinagar and is responsible for driving Acumen's initiative on Aircraft Leasing and asset management services in the region. Kumar comes with over 25 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 due diligence exercise. Kumar has also worked as Manager – Asset Management in Air Asia and as Manager - Aircraft Leasing and Contracts in Jet Airways.



# Other certificate & post graduate program in aircraft leasing and finance sector



Acumen has acquired significant professional expertise in aircraft asset management sector over the years. To address knowledge and skill gaps of the workforce within this sector, these programs provide an opportunity for aviation professionals to upskill.

Course design is based on Training Need Analysis (TNA) and expertise. Participants will learn through live interactive sessions, case studies and assignments. All these courses will be held online and are instructor led.

## Course Calendar

Course Schedule\*

APRIL 2021-MARCH 2022

COURSE NAME	STARTING	ENDING	COURSE NAME	STARTING	ENDING
Aircraft Technical Asset Management (5 Days)	12 <sup>th</sup> April '21	19 <sup>th</sup> April '21	Aircraft Pre-Purchase Inspection / Sales Assistance (4 Days)	18 <sup>th</sup> Oct '21	21 <sup>st</sup> Oct '21
Aircraft Technical Records Review During Redelivery (6 Days)	17 <sup>th</sup> May '21	25 <sup>th</sup> May '21	Aircraft Technical Records Review During Redelivery (6 Days)	22 <sup>nd</sup> Nov '21	30 <sup>th</sup> Nov '21
Aircraft Redelivery Management (6 Days)	21 <sup>st</sup> June '21	29 <sup>th</sup> June '21	Aircraft Mid-Term Lease Inspection (5 Days)	6 <sup>th</sup> Dec '21	13 <sup>th</sup> Dec '21
Aircraft Mid-Term Lease Inspection (5 Days)	19 <sup>th</sup> July '21	26 <sup>th</sup> July '21	Aircraft Leasing & Financing (5 Days)	17 <sup>th</sup> Jan '22	24 <sup>th</sup> Jan '22
Engine Lease Management (4 Days)	23 <sup>rd</sup> Aug '21	26 <sup>th</sup> Aug '21	Aircraft Risk Management (3 Days)	21 <sup>st</sup> Feb '22	23 <sup>rd</sup> Feb '22
Aircraft Maintenance Reserves Management (4 Days)	20 <sup>th</sup> Sept '21 21 <sup>st</sup> March '22	23 <sup>rd</sup> Sept '21 24 <sup>th</sup> March '22	Post Graduate Program in Aircraft Leasing & Financing	April '21	March '22

APRIL '21							MAY '21							JUNE '21							JULY '21							AUGUST '21							SEPTEMBER '21						
M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S
1	2	3	4				1	2	3	4	5	6	7	1	2	3	4	5	6	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	
8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14	
15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21	
22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28	
29	30						29	30	31					29	30					29	30	31					29	30	31					29	30	31					

Course duration & respective fees (excluding applicable taxes) \*All courses are online and instructor led.

3 Days: 230 EUR / INR 20,000	4 Days: 290 EUR / INR 25,000	5 Days: EUR 350 / INR 30,000	6 Days: EUR 375 / INR 32,000
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Course Timings: 11:00 a.m. to 1:30 p.m. GMT, 2.5 Hours/day





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