

Leasing Solutions Services



The commercial objectives of the respective parties to an operating lease arrangement can vary significantly:

- *the Lessee desires to operate an aircraft safely and economically but has no interest in the future value considerations or utility of the asset outside of its own operational requirements;*
- *the Lessor on the other hand needs to maximize at minimum cost the utility, marketability and residual value of a technically complex asset.*

Despite the provisions of the lease agreement, these two diverse objectives can lead to unbudgeted costs, transition delays and conflict. Reliance Aerospace Solutions (Relaer) understands the needs of lessor and lessee alike and provides services to support its customer whilst utilizing its expertise to mitigate conflict between parties.

Asset Management

Follow up of leased aircraft on behalf of lessor ensuring timely payments, follow-up of technical activities and maintenance reserves escalations, disbursements and cash flow estimation.

Relaer asset managed up to 95 Airbus, Boeing, Douglas and Embraer aircraft consisting of 19 different types.

Lease Agreement Review

Lessee is leasing aircraft and lacks the expertise to negotiate the lease agreement.

Review and analysis of Lease Agreements on behalf of clients with particular emphasis on delivery conditions, return conditions, maintenance and operational provisions and maintenance reserve requirements.

Pre-purchase/Pre-Lease Audits

Having agreed to lease an aircraft the Lessee will wish to inspect the aircraft and records prior to acceptance.

Prior to purchasing an aircraft a Lessor will wish to inspect the aircraft as well as the records to ensure that these meet the purchase agreement and his valuation.

Relaer has performed over 633 pre-lease or pre-novation inspections at airlines in Australia, Far-East, Africa, South America and Europe. For Boeing, Douglas, ATR, Embraer, Bombardier and Airbus aircraft at 111 airlines world-wide.

Airline Audit

Lessors need to be confident that the airline is able to properly operate the aircraft they will lease.

Qualified former airline executives able to assess an airline and its ability to induct additional aircraft or a new aircraft type.

Maintenance Reserves Analysis

As part of the due diligence Lessor requires an analysis of the Maintenance Reserve funds.

Review levels of Maintenance Reserves according to the aircraft type and the OEM's MPD based on actual data gathered. Perform a cash flow analysis of reserves for the lease term.

Contact us anytime for more information

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Novation Agreement Review

Lessor is purchasing an aircraft and requires the expertise to analyse all facets of the contract in order for personnel to negotiate.

Review all clauses of a Novation Agreement and provide advice to lessor on all issues with particular emphasis on all Technical aspects, along with delivery and redelivery conditions.

Aircraft Modification

Return aircraft from storage and modify to fulfill new lessees needs.

Offer a turnkey project by performing aircraft de-storage, analyse and perform required bridging check and reconfiguration in order to place aircraft with new lessee.

Aircraft Delivery

New aircraft deliveries performed by a specialized team who have an intimate knowledge of the factory inspection procedures as well as delivery procedures.

Relaer has performed over 814 new aircraft deliveries for Airbus models in Toulouse or Hamburg, and ATR models in Toulouse.

Relaer has partnered with a company in the USA which performs the delivery service for Boeing models in Seattle, and who also have a representative in Brazil performing deliveries for Embraer models in Sao Paulo.

Aircraft Sale & Lease Back and Brokering

Find suitable financiers to finance an airline's sale and leaseback of its own aircraft or market an aircraft on behalf of Lessor.

Funding obtained and negotiation performed for aircraft sale and lease back (2 767-300ER and A320).

Placement of first A340-300 in Afghanistan, A320 Sale, 767-300ER destorage & lease, 2 A310-300 sale & leaseback, A320 Sourcing and Purchase.

Relaer's experience with all facets of asset management from monitoring compliance with lease agreement obligations to calculating and administering maintenance reserve funds has proved invaluable to Lessors and Lessees alike.



Reliance Aerospace Solutions supported us during a redelivery of a 737-400 and provided engineering support for records etc and engineering support during the D check at the MRO facility in February 2006.

Relaer staff has been of immense value to this project, their calmness, political neutrality and ability to deal with just about anything we can throw at them is greatly appreciated.

Many thanks for your continued support.

Don Landsborough
Manager, Group Fleet Management & E&M
TUI Airline Management



"Relaer performed the Final Assembly Line inspections at Airbus for our last six A300-600 freighter aircraft. Their knowledge of the Airbus system was excellent, and they proved to be an important link and a valuable asset in the process. The weekly reporting ensured that we were kept up to date with all developments throughout the build process. A team of professionals who are customer minded!"

David P. Sutton
Managing Director
FedEx Aircraft Development,
Acquisitions & Sales



Reliance Aerospace Solutions was instrumental in presenting to us and facilitating a new concept for a sale and leaseback transaction which we eventually performed. Their approach was innovative and beneficial to both parties. Furthermore, Relaer remarketed one aircraft on our behalf which also included the contract negotiations. The closing was done within a short time frame. Relaer has always shown themselves to be professionals in all their dealings with us. We would not hesitate in using them again.

Dr. Ulrich Steinhardt
VP Aircraft Services and Accounting
Condor Flugdienst GmbH

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"Reliance Aerospace Solutions has been managing our portfolio of Aircraft ranging from A320s to A340-300s for the past 5 years. Their follow-up of the asset, lessee relationship management and advice on all the aspects of asset management has been invaluable and shows a vast experience. Relaeer were instrumental in repossessing an aircraft and negotiating the induction of the same aircraft at Safi Airways in Afghanistan in record time. They show a high work ethic and look after the interests of both the Lessor and his lessees."

Neil Woolvine
Chief Marketing Officer
GMT Global Republic Aviation



Reliance Aerospace Solutions performed Airline Operational Reviews at our airline. We found the visits and reports to be very useful from a management standpoint enabling us to assess our situation. The personnel were very professional and highly skilled and the reports factual with the right amount of recommendations. Implementation of the recommended actions and presentation of the reports to our brokers have resulted in us paying a reduced insurance premium.

Basil Malamas
DG
Compagnie Africaine d'Aviation



"Luxair used the services of Reliance Aerospace Solutions in the audit and pre-lease inspection of a 737-800. The services provided by Relaeer were very professional with a wealth of experience and customer oriented. The report submitted at completion was excellent. Luxair will not hesitate to use Relaeer again."

Horst Lenhard
VP Technical Services
Luxair S.A.



In setting up the new Olympic Air (the new airline acquiring the logo/name of the Greek national carrier as part of the government privatisation process) we took delivery of both new aircraft as well as pre-owned aircraft from Lessors. Having previous positive experience with respect to services for delivery of new A320 from the Airbus production line we had no hesitation in selecting them once again. In addition we used Relaeer to assist us in the audit of pre-owned aircraft in Abu Dhabi, UK, Austria and Germany. Relaeer was very reactive to our needs and the personnel are professional, experienced and reliable with an ability to communicate salient points as well as take good decisions on behalf of their client.

Thanos Pascalis
Chief Operating Officer
Olympic Airways



"As a Lessee of an A340, Safi Air worked with Reliance Aerospace Solutions in their role of advisors to the Lessor. Relaeer was instrumental in finding pragmatic solutions to a complex delivery question and challenging timeline."

Tom De Geytere
CFO
Safi Airways Afghanistan

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