AeroLeasing, Inc.

YOUR MISSION
OUR CAPITAL

Who We Are

Founded in 1989, ITC-AeroLeasing, Inc. offers aviation consultancy and project management, in addition to aircraft leasing, sales, auctions and investment services to our partners in the general aviation community.

Our headquarters is based in Tokyo, Japan, while we have representatives based in China, the UK, Canada and Peru. We also have a 100% owned subsidiary in Ireland.

What We Do

- **Aircraft Leasing**
- **Aircraft and Parts Sales/Auctions**
- **Consultancy and Project Management**

Why Choose ITC?

30+ Years of Proven Track Record

Our dedicated team of professionals, each with their own specific area of expertise in trading, investment, and asset management, have extensive experience working within the international general and business aviation communities.

Focus on Clients

We focus on establishing long-term partnerships with our clients by providing a flexible approach in our financial and leasing structuring solutions to match our clients' various operational and financial needs.

Flexibility and Diversity

Our core services are aircraft leasing, sales and investment in government, commercial and private aircraft, while also providing aviation consultancy and project management services.

Unique Access to Japanese Capital

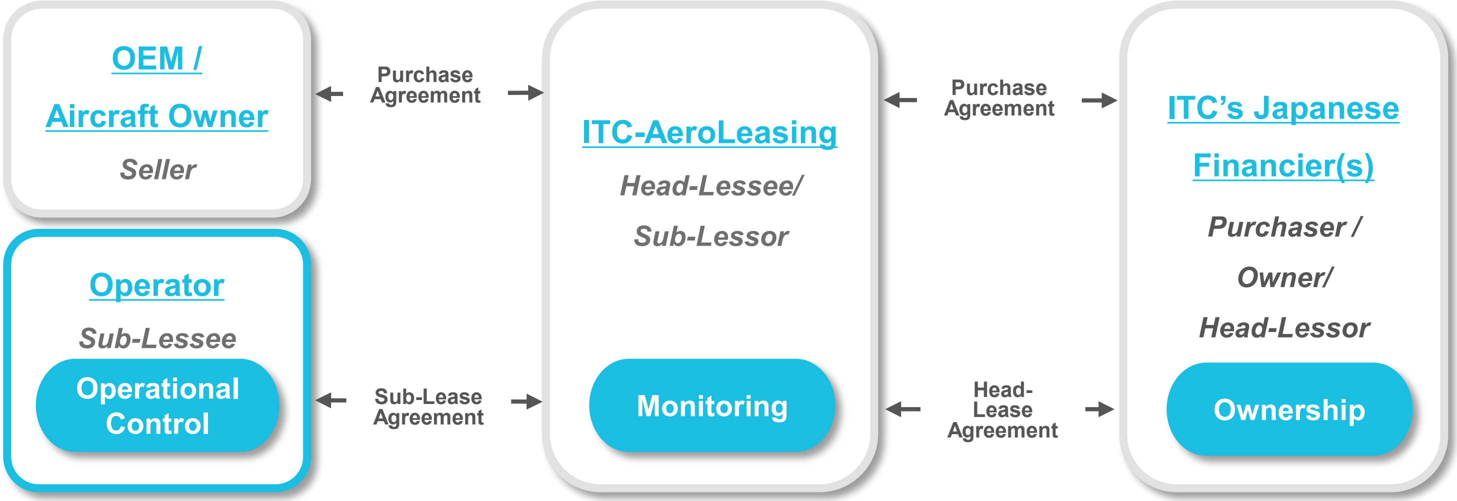
ITC's strong financial backing from an established and reliable group of Japanese financiers and investors allows ITC to capture market areas not covered by other large leasing companies by offering attractive and flexible solutions to operators.

Our Fleet

- **A varied fleet of over 50 aircraft leased in more than 15 countries.**
- **Comprised of fixed and rotary wing aircraft, including single and twin-engine turboprops, regional and business jets.**
- **Diversified Configuration**

✓ **VIP**
✓ **Air Ambulance**
✓ **Commuter**
✓ **Passenger/Cargo**
✓ **Utility/Aerial Work**
✓ **Offshore**
✓ **Exploration**
✓ **Survey**

Our Leasing Structure



*A trust or SPC will be formed and registered under certain jurisdictions.

Key Lease Terms

- **Lease Period**
  Average 5 years
- **End of Lease Options**
  - Purchase Option including Early Buy-out Option
  - Lease Extension Option
  - Return Option
- **Lease Rate/Rent**
  Lease rate factor 10% - 18% p.a. of the Aircraft acquisition cost (subject to due diligence)
- **Security Deposit**
  Average amount equivalent to 6 months' Lease Rent or 10% of the Aircraft value to be paid
- **Maintenance Reserves**
  Operator will pay aircraft maintenance reserves or PBH programs
- **Insurances**
  - Operator will be required to procure and maintain the agreed insurance policies during the lease period
  - Insured amount for hull will be 110% of the Aircraft value
- **Guarantor**
  Requested depending on the financial circumstances
- **Taxes and Other Costs**
  - Head-lessor will pay all taxes levied/costs incurred inside Japan
  - Operator will pay all taxes levied/costs incurred outside Japan

Turboprops

Single and twin-engine

Jets

Regional and business

Helicopters

Light single-engine, light, medium and heavy twin-engine

Key Procedures/Terms Explained

Due Diligence Documents

- Company profile
- Audited financial reports for the past 3 years and current Year-To-Date
- Business plan for the lease of the requested aircraft (e.g. type of operation, location, etc.)
- Business descriptions including banking relations (e.g. line of credit, term loan, etc.)
- Underlying charter contract (e.g. client, charter period, charter fee structure, etc.)
- A list of Shareholders/Management of the company
- Aircraft information and technical details
- Lessee's operating and maintenance approvals

Aircraft Registration

- Ownership lies with ITC or ITC's financier. A trust or Special Purpose Company (SPC) will be formed and registered under certain jurisdictions.
- In addition to registration with a local civil aviation authority, interest in an aircraft asset on the International Registry (IR) under the Cape Town Convention and the Aircraft Protocol will also be registered.
- Operator will issue a form of Deregistration Power of Attorney and Irrevocable De-registration, Export Authorization (IDERA) and/or any other legal document recommended/required by the legal opinion issued by a transaction lawyer.

Pre-Purchase Inspection

During a Pre-Purchase Inspection, access to aircraft maintenance records as well as the Aircraft itself will be required.

In-Service Monitoring and Maintenance

- ITC will need periodic contact with the responsible maintenance center for asset oversight.
- ITC's technical representative may visit the Operator during the lease period.
- Operator will be requested to provide monthly status reports and possibly other technical documents.

Maintenance Reserves

- During the Lease Period:

  Unless the Aircraft is enrolled in PBH programs with OEMs or an independent PBH provider, Operator will be responsible for paying Overhaul Reserves (OHR) to Lessor.
- End of Lease Period:

  Operator will receive any remaining balance of OHR when Operator exercises the Purchase Option and pays full Purchase Option Price.

Key Procedures/Terms Explained

OEM Deposit, Down Payment and Security Deposit

- Acquiring a new aircraft requires a partial payment made to the Original Equipment Manufacturer (OEM), which is called “OEM Deposit”, “Pre-Delivery Payment” or “Down Payment”.
- Acquiring a pre-owned aircraft requires an initial payment to the seller, which is called “Down Payment” or “Purchase Deposit”.
- ITC does not finance such payments, and the operator is expected to arrange for OEM or seller Deposit/Down Payment.
- Prior to delivery of an aircraft, ITC will have a purchase agreement assigned and will enter into a lease agreement with the operator.
- Upon delivery of an aircraft, ITC will pay the remaining balance of the aircraft to the seller.
- Under a lease agreement, the operator is expected to pay the security deposit to ITC, which may form part of OEM Deposit/Down Payment.
- ITC requires a security deposit equivalent to 6 months’ Lease Rent or 10% of the Aircraft value. The amount may be adjusted depending on the results of the due diligence (e.g. credit risk, asset risk, jurisdiction risk).

Guarantor/Collateral Requirements

- A third party guarantor may be requested depending on the financial circumstances of the operator.
- ITC may accept a major shareholder or the parent company of the lessee as a guarantor.
- If there is no qualifying guarantor, but the operator has a long-term charter contract with a creditworthy client, the lease agreement may be collateralized by a collateral assignment of the charter contract.
- The operator will then surrender to a lockbox arrangement the rights to charter fees. The lockbox will make the aircraft rent payment to ITC before the operator receives any residuals of the charter fees.

Contact Us

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Local Representatives

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