



Aeronautical Systems

THE GOLD STANDARD OF VALUATION



When we assign a value, we stand by it!

Our aircraft appraisal process is designed to arrive at an accurate and impartial opinion of the value. Our opinion of value is substantiated and justified with defensible facts. They are supportable opinions of value made by certified, recognized, and respected professional aircraft appraisers.



VALUATION APPRAISALS

Appraisal With Inspection & Records Review

A review of both the physical aircraft and its historical maintenance records. This review is aimed solely at determining the overall condition of the aircraft and its records to support the appraiser's value opinions.

Desktop Valuation

This appraisal relies on the client's or other sources' information. It includes a broader range of assumptions to determine an opinion of Retrospective, Current, or Prospective Fair Market Value without a physical aircraft review or historical maintenance records review.

Damaged Aircraft Valuation

This appraisal relies on the client's or other sources' information as well as a review of both the physical aircraft and its historical maintenance records on repairs and replacement of specific components. This in-depth research will determine the level of damage, cost of labor, and possible engineering expertise to make the aircraft airworthy again.

Retro & Residual Value (Future) Valuation

This appraisal relies on the client's or other sources' information. A Retro Residual can include hypothetical assumptions with our historical database approach for tracking valuation trends over time. Tracking these trend analyses is used for forecasting future values to a reliable level of accuracy without a physical aircraft review or historical maintenance records review.

Fractional Redemption Valuation

This appraisal relies on the client's or other sources' information. It includes a broader range of assumptions to determine an opinion of Retrospective, Current, or Prospective Fair Market Value without a physical aircraft review or historical maintenance records review, allowing fractional owners to make informed decisions about acquisitions, share changes (trade-ups or downs), redemption strategies, dispute resolution, and aircraft valuations.



LEGAL SUPPORT SERVICES

Pre-trial Consulting Support & Expert Witness Services

Aeronautical Systems is a well-established and valued expert witness in assessing the diminution of value for damaged aircraft events and has been intimately involved in aviation financial analyses, fleet evaluations, contract maintenance, inspection return provisions, physical aircraft inspections, and historical records auditing, redelivery services, and pretrial consulting support.



ACQUISITIONS CONSULTING

At Aeronautical Systems, our process starts by developing detailed maintenance profiles on every candidate aircraft that are then appraised to determine the proper value so that you always pay the right price every time.

Services include:

- *Aircraft finance planning*
- *Aircraft management*
- *Management company auditing and selection for 91 and 135 operations*
- *Development of annual operating budgets*
- *Crew search and selection*
 - *Maintenance planning*
 - *Hangar and fuel selection*
- *Tax planning*
- *Legal support*



AIRCRAFT MANAGEMENT SERVICES

Aircraft Purchasing

Our aircraft purchasing and operational infrastructure include:

- *Detailed discussions with each client to determine their specific travel needs,*
 - *Comprehensive aircraft analyses in the initial selection process,*
 - *Arrange and attend client's personal airplane viewings to determine space and configuration requirements,*
 - *Search and analyze on and off-market airplane offerings,*
 - *Perform pre-offer physical inspections and record reviews,*
 - *Perform desktop appraisals to determine if the price is right,*
- *Assist or lead the price negotiations and business (contract) terms,*
 - *Arrange outside services to include: demonstration flights, legal, pre-purchase facilities, insurance carriers, title companies, and closing sites,*
 - *Selection of the pre-purchase inspection facility,*
 - *Oversight of the pre-purchase inspection and discrepancy corrective action tasks,*
 - *Manage the closing and final delivery,*
- *Where necessary, search and select one of the many third-party independent companies to efficiently and cost-effectively operate and manage the airplane,*
- *Provide any post-delivery consultation and management as requested by the client.*

Collateral Verification

A review of both the physical aircraft and its historical maintenance records. This review is aimed solely at determining the value of your asset, including the option of an Aeronautical Systems representative serving your interests, present at a discussion or closing.

Asset Condition Monitoring Inspections (Assessments)

These include multilevel condition monitoring physical inspections, with or without a review of the records, and are tailored to the client's needs and each specific situation.

Services include:

- Routine surveillance,
 - Major repair, damage events, and abuse assessments,*
 - Identification of any issues that will cause value degradation,**
- Audit of financial accrual program payments applicable to power-by-hour maintenance programs characteristic and maintenance verification,
 - Validation of mandatory Regulatory Authority compliances, i.e. Next Generation Avionics upgrades,**
- Review of recent pre-purchase inspection reports,
 - Review of recent computerized maintenance tracking reports,*
 - Review of all enrolled financial accrual program contracts**

Single Asset & Fleet Portfolio Management

We customize our management protocols with identification, risk mitigation, and efficient, cost-effective services to meet our client's needs.

Our management expertise includes:

- *Aircraft management oversight,*
 - *Risk mitigation,*
 - *Collateral balance and control,*
- *Insurance policy and coverage reviews,*
- *Purchase/sale decision strategies,*
 - *Market trending to optimize transaction timing,*
 - *Documentation of portfolio transfers,*
 - *Regulatory requirement analyses,*
 - *End of lease choreography,*
- *Aircraft repossession and historical records retrieval,*
- *Delivery and redelivery services,*
- *Contract maintenance/lease return provision negotiations,*
 - *Third-party maintenance selection,*
 - *On-site technical representation,*
 - *Oversight of cost-effective aircraft storage and preservation maintenance programs,*
- *Remarketing agency selection and consultation.*

Lease Return Choreography & Repossessions

Aeronautical Systems is ready to provide rapid aircraft recovery/repossession services. We are available to retrieve aircraft anywhere, anytime, foreign or domestic, and can depart for the destination at a moment's notice. We arrange everything, from flight crews to record retrieval experts to aircraft security.