

# Asset Management and Remarketing Services

## Team and Expertise

Doric is a leading aircraft asset manager and provides investment products and services for institutional and private investors. Our international presence, with offices in Asia, Europe and the United States of America, and our multi-national team of engineers and financial experts provide access to extensive relationship networks and expert asset knowledge.

One of our core competences is our technical and strategic asset management. This is an integrated part of our transactions and a cornerstone of our business.

At Doric, our goal is to offer investments with excellent long-term performance and to provide a full range of services over the entire life cycle of each investment. Our hands-on involvement in all of our projects delivers the best possible results for our investors and business partners.

Please also see our *Aviation Brochure* for further information about investment opportunities.

## Fleet

Doric's portfolio consists of 44 aircraft under management. The present operators of our aircraft represent a cross section of airlines including a cargo airline, a regional airline, a charter operator, a low cost carrier and flag carriers.

FLEET		
Aircraft Type	Lessee	
2 x Airbus A319-100	Germania	
1 x Airbus A320-200	AirAsia	
3 x Airbus A330-200	Air Mauritius, Hawaiian Airlines, Virgin Australia	
1 x Airbus A330-300	Asiana Airlines	
1 x Airbus A340-600	In transition	
1 x Airbus A340-600	Virgin Atlantic	
18 x Airbus A380-800	Emirates, Hi Fly	
4 x Airbus A380-800 <sup>1</sup>	Rolls-Royce	
6 x ATR72-500	Finnair	
2 x Boeing 737-800	Norwegian	
1 x Boeing 747-8F	Cargolux	
3 x Boeing 777-300ER	Cathay Pacific, Emirates	
1 x Boeing 787-9	TUI Group	
Total fleet valued at USD 7 billion (based on original cost)		

<sup>1</sup>Only the engines are leased.

## Industry Recognition

Top Asset Manager 2019 - Transportation	
Best Asset Manager 2017 - Transportation	
Aviation ABS Deal of the Year 2016, Europe, Middle East and Africa	
Best Asset Manager 2015 - Transportation	
Alternative Investment Arranger 2015 - Europe	
Most Innovative Deal of the Year 2012	
Overall Deal of the Year 2012	
Innovative Debt Deal of the Year 2012	
Bester Initiator 2012 - Flugzeuge	
Editor's Deal of the Year 2011	
Innovative Deal of the Year 2010	

## Engines

Our aviation experts have dealt with a wide range of aircraft and have particular technical expertise and hands-on experience with the following engine types:

ENGINE TYPES	
CFMI CFM56-5	PWC PW100
CFMI CFM56-7	PW PW4000
GE CF6-80E	RR Trent 500
GE GE90	RR Trent 700
GE GEnx	RR Trent 900
EA GP7200	

## Technical Asset Management Services

1. Aircraft sourcing and phase-in support
  - Pre-purchase inspection and records audit including monetary assessment
  - Documentation support such as drafting and negotiation of letters of intent, purchase agreements, lease agreements, etc., with monetary assessment and recommendations
  - Verification of compliance with delivery conditions
  - Aircraft delivery/acceptance representation
2. Aircraft technical management and administration (ongoing)
  - Utilization, maintenance and modification status monitoring and follow-up including Service Bulletin and Airworthiness Directive compliance
  - Operator maintenance programme review
  - Insurance monitoring and follow-up
  - Monitoring of financial status and outlook of operator
  - Monitoring of technical performance of operator
  - Lease rental and maintenance reserves invoicing and administration
  - Maintenance reserves management and claims handling
  - Monitoring the validity of basic certificates such as certificate of airworthiness and certificate of registration
  - Maintenance and modification work scope definition and review
  - Liaison with aircraft operator, relevant Original Equipment Manufacturers (OEMs), Maintenance, Repair and Overhaul (MRO) organisations and aviation authorities
  - Routine physical inspections of aircraft and records audits including scanning
  - Provision of asset management reports and recommendations/support for decision-making
  - Preparation for redelivery, including initial physical inspection of aircraft and records audit with assessment of implications of findings versus redelivery conditions
3. Aircraft redelivery and phase-out support
  - On-site presence during redelivery activities from maintenance checks through to borescope inspections and the acceptance flight
  - On-site documentation review
  - Verification of compliance with redelivery conditions
  - Aircraft redelivery/acceptance representation

4. Lease and technical management in special situations (for aircraft owners/lessors/financiers only)
  - Work scope planning and sourcing of MRO support
  - On-site presence during distressed situations as well as extra inspections and audits
  - Aircraft and technical records recovery and ferry flight organisation

## Strategic Asset Management Services

1. Market analyses/positioning of assets
2. Development of remarketing strategies
  - Targeting customers and areas of the world
  - Pricing policy
  - Transaction structuring
3. Technical upgrades and enhancements
4. Fleet management optimization (for aircraft operators only)
  - Contract sourcing and negotiation using best practices with cost insight
  - Maintenance cost reduction through cost analysis, benchmarking and cost database
5. Contract management optimization
6. Active remarketing of the aircraft for sale or lease
7. Assessment of shortlisted candidates for proposed transaction – taking into consideration technical, legal, tax and financial aspects
8. Deal analysis including monetary assessment
9. Documentation support such as drafting and negotiation of letters of intent, sales agreements, lease agreements, etc.
10. Technical project management and transaction execution coordination



**Success through Experience**

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