



AeroLeasing, Inc.

**YOUR MISSION
OUR CAPITAL**



Full-service aircraft specialist lessor and trading company

ITC is a privately owned Japanese leasing and trading company which was founded in 1989. Our unique business model allows us to match our vast network of individual and corporate financiers with general aviation aircraft operators looking to expand or refinance their fleet of fixed and rotary wing aircraft. Combining leasing/financing with our skills in trading, marketing, and brokerage of aircraft allows us to remain fully tuned-in to the latest market trends, values and technological advancements. It is the integration of these skills and capabilities which offers comprehensive asset management services throughout the varying stages of an aircraft's life-cycle and optimizes the benefits we offer to our customers.

Our core services

- **Aircraft Financing & Leasing**
- **Aircraft/Parts Brokerage & Sales**
- **Japanese Government Auctions**

Why Choose ITC?

30+ Years of Proven Track Record

You can rely on ITC's dedicated team of professionals and our desire to deliver a high-quality service. Our team has extensive expertise in aircraft trading/brokerage, investment, and asset management. ITC's management and senior team have developed their careers with some of the largest trading companies, investment banks, aircraft operators, OEMs, and MROs.

We Know Your Market

You can be confident that our bespoke leasing and trading solutions will meet your operational and financial needs.

Our multi-national team of professionals and representatives are located near you in North America, South America, Europe, and Asia Pacific.

We have a team that can speak your language and understand your business culture. Collectively our team can speak English, Japanese, French, Spanish, German, Chinese and Russian.

We Are Solution Oriented

Our company's extensive range of in-house services enable us to be solution focused in finding ways to achieve collective goal. We will always consider multiple perspectives within a situation to find the best outcome for our customers.

Wide Range of Aircraft Considered

We have experience across a broad range of assets, from 50+ seater jets to light single engine helicopters. We are flexible in considering the operator's perspective, as well as general market trends. We aim for mid-to-long term leases.



"Our doors are always open"

Leasing

ITC is one of the **pioneers of general aviation leasing**. Our approach to aircraft leasing and financing is flexible, without a rigid, fixed template, we strive to find mutually beneficial solutions to meet our customers' needs.

We have the ability to not only lease/finance, but also to source the most suitable aircraft. ITC can offer **flexible and attractive** leasing and financing solutions for **new and pre-owned aircraft**. We will consider financing of mission re-configurations included with overall aircraft financing. ITC can also consider delayed or staggered rental arrangements to facilitate re-configuration or mobilization delivery dates. If required, our extensive data sources can be used to assist lessees with budgeting for major maintenance events, with the application of maintenance reserve management.

We offer **sale and lease-back arrangements** of existing fleets, to provide financial advantages and working capital to operators when you need it.

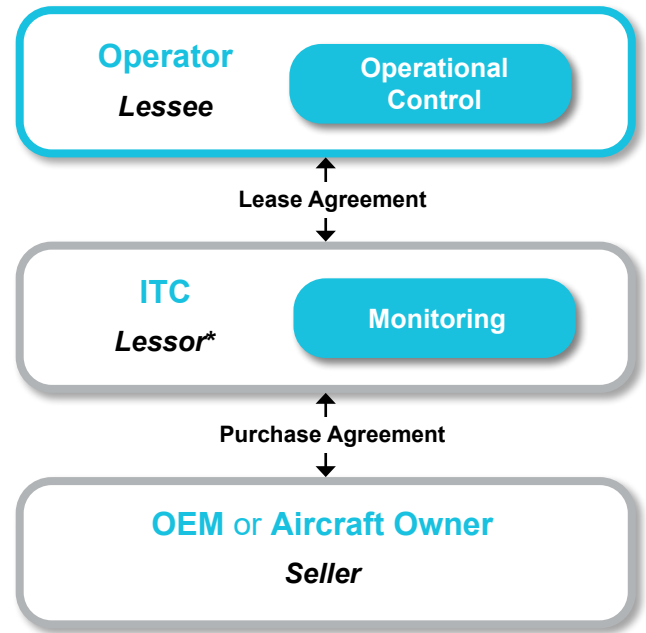
We understand the **aviation industry, business and assets** and we are here for you – the operators.

Our Leased Fleet

Our current fleet consists of around 60 aircraft leased in more than 10 countries, consisting of both fixed and rotary

Our portfolio includes diverse configurations including:

- ✓ Air Ambulance
- ✓ Passenger/Cargo
- ✓ Commuter
- ✓ Survey
- ✓ Exploration
- ✓ Utility/Aerial Work
- ✓ Heavy-lifting
- ✓ VIP



*A trust or special purpose company can typically be established to meet local requirements.

Key Lease Terms

- **Lease Period**

Typically 5 to 10 Years.

- **End of Lease Options**

Purchase Option Including Early Buy-Out Options.
Lease Extension Options.

- **Security Deposit**

Average amount equivalent to 6 months' Lease Rent or 10% of the aircraft value to be paid (subject to due-diligence and credit check).

- **Taxes and Other Costs**

Operator will pay all local taxes levied and costs incurred for the acquisition of the aircraft and during the lease.

- **In-Service Maintenance and Monitoring**

Operator will be responsible for all maintenance performed during the lease.

ITC may request periodic contact with the responsible maintenance provider for asset oversight.

ITC's technical representative may visit the operator during the lease period.

ITC's monitoring activities will be performed in a non-intrusive manner which do not impact on aircraft operations.



Trading & Brokerage

Whether it is an aircraft in Japan or overseas, ITC is an expert in supporting its clients to **sell, or locate and procure, the most suitable aircraft in the market**. As a company specialized in both aircraft leasing and trading, we have bought, sold, imported, exported, leased and brokered hundreds of helicopters and fixed wing aircraft globally over our operating history.

ITC's services **extend across multiple jurisdictions**, having customers in just about every continent. Over the years, this has allowed us to build contacts and resources to support our customers wherever they are. We are always cost-conscious and aim to procure and deliver in the most efficient and cost-effective manner.

Global Network & Experience

ITC has leased aircraft in more than 20 countries, and bought/sold aircraft in around 40 countries over the decades. Throughout this time we have built a global support network to assist our customers with all aspects of a transaction, including:

- | | |
|-----------------------|-----------------------|
| ✓ Shipping/Freight | ✓ Refurbishment |
| ✓ Customs | ✓ Modification |
| ✓ Legal Documentation | ✓ CAMO/Airworthiness |
| ✓ Maintenance | ✓ Parts Supply |
| ✓ Marketing | ✓ Advertisement |
| ✓ Registration Change | ✓ Ferry Flights |
| ✓ Closing Process | ✓ Escrow Coordination |



In-House Technical Capability

ITC's in-house technical team have previously held senior positions within large international aircraft operators and MROs. Highly experienced with aircraft heavy maintenance, modification, airworthiness inspection/audit, export/import certification, CAMO and similar activities. Whilst our lease customers generally make their own maintenance arrangements, our in-house technical team are available to offer perspective and guidance to our customers should it be needed.



Data & Marketing Resources

We invest heavily in the latest digital media and marketing tools in order to present clients' aircraft to the market.

We aim to reach every corner of the globe to find the most suitable buyers or indeed sellers; using online, email and paper publications.

In addition, we use our extensive and trusted business contacts and partners, often applying synergies with our leasing business, to utilize relationships/connections which may be out-of-reach to many brokers.

Ability to Sell or Lease

ITC can go beyond many brokers' ability to simply market and sell your aircraft; our skills and knowledge in lease structuring can be applied to assist our customers/aircraft owners to lease their aircraft, rather than sell, should it be the preferred choice.

Vendor Finance

ITC's leasing/financing often compliments vendors or brokers desire to sell or acquire aircraft. We are always on standby to hear from our industry partners to swiftly support reputable customers with our financing capabilities.

Auctions

ITC is **the longest standing licensed bidder** to purchase Japanese government owned aircraft via auction. We operate with a high degree auction success, delivering aircraft which represent exceptional value and quality to our customers around the world.

In addition to Japanese government auctions, ITC is also **a leader in facilitating other types of aircraft auction**, usually originating in Japan. Examples include private owners/operators wishing to sell by bidding process, sale of aircraft due to airline restructuring or bankruptcy, and aircraft fleet change or retirement.



Reliable Solutions

Even with disruptive world events such as a global pandemic, we will find a way to meet our customers' needs. We take a very hands-on approach to manage local vendors, on behalf of our clients, to coordinate disassembly, packing, shipping, customs, ferry flights etc. to ensure that aircraft purchased in Japan make it to our overseas customers in the best possible condition and in a cost-effective manner.

Dedicated to Every Transaction

As a family-owned company, we focus on the personal touch and believe in truly listening to our customers. We have always operated with the utmost dedication and integrity. Our reputation means everything to us, and we always commit to deliver to the high standards which we set ourselves.

We have worked with many of our existing clients for over 20 years.



More Than Just Local Representation

Aircraft from Japan are governed under the highest regulatory standards of the JCAB. However, the destination countries of our clients are typically governed by the FAA, CASA, TCCA, NZ CAA etc. Being more than just a middle-man, we will use our own in-house technical resources and translators to bridge any gaps to ensure that not only the aircraft, but also the technical documentation, are presented in a format which our clients can easily understand.

Spare Parts & Equipment

Aircraft auctions may include additional spare parts, mission and ground equipment. These additional items can be included with the aircraft or offered as a separate lot. Whether you are a spare parts broker or operator, we can often acquire parts and equipment for you at a fraction of the retail value.

Valuations & Appraisals

Due to our long operating history and multi-faceted business model covering all aspects of aircraft trading and financing, ITC has the market knowledge, tools and data to assess aircraft market values and provide guidance and opinion to sellers, especially in Japan. This can also benefit our buyer clients in allowing us to offer essential perspective which our competitors cannot.



Contact Us

www.itca.co.jp

T: +81-3-3555-3621

E: itc-group@itca.co.jp

Local Representatives

- Europe
- North America
- South America

DISCLAIMER: The information contained in this booklet is a general description of ITC-AeroLeasing, Inc. The information is not intended to constitute advice, an advertisement, an invitation, a confirmation, an offer or a solicitation, to buy or sell any aircraft, or any financial, credit or lending product and/or activity. ITC does not offer any financial products or services to private individuals or retail consumers. ITC's products and/or services may not be available in your jurisdiction and/or be suitable for your business. While ITC endeavours to ensure that the content in this booklet is correct and up to date, no warranty, express or implied, is given to its accuracy, and ITC and its directors, employees, agents and representatives do not accept any liability for error or omission. Reliance placed on any content and/or communication contained herein is solely at your own risk. | © 2021 ITC-AeroLeasing, Inc.