



Planet
AVIATION CONSULTANCY

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**PLANEIT AVIATION
CONSULTANCY SERVICES**

1. EXPERTISE:

The aviation industry is one of the most complex and dynamic sectors in the world, facing constant challenges and opportunities in terms of safety, security, efficiency, innovation, and sustainability.

Planelt Aviation Consultancy (PAC) focuses on providing advice, support and expertise in airline management, MROs, POAs, DOAs, Part 147, Legal, Procurement, Contracts and Regulatory Compliance. With the ever-evolving dynamics of the aviation industry, PAC plays a pivotal role in guiding airlines toward efficiency, safety, and innovation. It provides advisory and / or implementation services to:

- a) Help clients improve their performance.
- b) Optimize their operations.
- c) Reduce their costs.
- d) Enhance their customer experience.
- e) Achieve strategic goals.
- f) Prioritise resources.
- g) Manage risks.

2. OUR CONSULTANCY SERVICES:

2.1 Airlines

PAC supports airlines and other operators towards a more innovative, sustainable, and profitable future.

PAC brings expert advisory services to airlines with their most challenging commercial, financial, and operational issues. We bring airline clients excellence in customer experience, cost and operational efficiencies. We can help deliver large transformations and restructurings projects by analyzing data, performing assessments, and recommending solutions, this will help ensure the efficient, safe, and cost-effective operation of commercial and private aircraft.

PAC is a global in nature and will advise clients in every world region, from start-ups to the largest carriers, low cost to full service, across passenger and cargo markets.

2.1.1 Strategy and Planning

Planelt Aviation Consultancy helps airlines define and implement their vision, mission, values, and strategies, as well as measure and monitor their performance and progress. For example, we can help airlines develop a new route network, optimize their fleet mix, or improve its customer experience.

Supported by a deep airline and aircraft expertise, together with proprietary models, PAC provides holistic solutions to airlines' commercial and operational planning requirements, from network and schedule design to selection of the fleet type.

We help airlines, including existing and new-to-market, with services ranging from market assessment and forecasts, capability assessment and recommendations, as well as start-up business planning.

2.1.2 Enhancing capabilities and capacities

PAC can help their clients improve and upgrade their capabilities and capacities, such as processes, systems, technologies, tools, and human resources. For example, PAC can help adopt a new technology, streamline a process, or train staff.

We provide airlines with specialized knowledge and skills and offer our clients access to a pool of expertise and specialties in various fields and domains of aviation, such as operations, engineering, maintenance, finance, marketing, legal, and regulatory.

2.1.3 Creating value and opportunities

PAC can help their clients create value and opportunities, such as cost savings, revenue growth, competitive advantage, innovation, and sustainability. For example, PAC can help an investor evaluate and execute a potential deal, identify and exploit a market niche, or launch a new product or service.

By leveraging the expertise and guidance of PAC, aviation stakeholders can gain a competitive edge, improve their performance, and achieve their desired outcomes. We can help our clients transform their challenges into opportunities, and their opportunities into realities.

2.1.4 Operation Efficiencies

The airline industry is structurally challenged by its very nature, because of high overhead and capital costs. This is further exacerbated by macro-predictability and micro-uncertainty, thereby making it difficult for airlines to attain operational efficiency. It is therefore important to identify critical drivers of the performance and operations, which enable the airlines to survive and succeed in this emerging market with huge growth potential. We investigate the linkages between various performance drivers, operational efficiencies and market performance.

An extensive data collection using primary and secondary sources enabled us to gather data on all the airlines operating within the region, both private and public. In other words, PAC performs comprehensive gap and root cause analysis to determine the specific recommendations and best practices that can be adopted to achieve best operational efficiency and performance.

2.1.5 Cost Complexity Improvement

Airlines usually consider an operational overhead to predict the total flight operation cost. This parameter includes the expected cost for disruptions and delays. When an airline has to mobilize an aircraft in a base for recovering the service or for breaking an emergent dynamic, then it is running extra costs. The cost of managing complexity in the airline industry has a direct impact on profit and loss account. Therefore, we evaluate this cost, based on padding and aircraft dedicated to recover disruptions and identify additional indicators to evaluate reliability improvement as part of complex performance.

2.1.6 Project Management and Implementation

As part of our implementation services, PAC helps implement commercial, financial, and operational improvement plans, and larger transformation plans. Our support includes the necessary project management, mentoring, and coaching in order to ensure visible and sustainable change to bottom-line results.

The main objective of PAC is to deliver a structure to manage the acquisition and retention of skills and knowledge for managing change across the air transport system. This includes different stakeholders in a common operational system (airlines, airports, maintenance companies, etc.) in the common effort to identify critical areas to change the shared operational system to deliver a better service.

PAC follows an action research framework that concerns the implementation and evaluation of change, as well as the analysis and measurement of operational parameters needed to identify, plan and implement a successful organizational change initiative like the one related to performance and risk.

2.1.7 Compliance and Safety

Safety is a non-negotiable attribute in the aviation industry. It is the cornerstone of any aviation operation and expected by customers, governments, and the public in general. Civil Aviation Authorities' primary goal is to safeguard, proactively, the safety of aviation operations. Commonly perceived as lack of accidents or incidents, aviation safety is primarily achieved by an organization through compliance with prescribed standards.

PAC can help airlines to follow safe operational practices and to prevent accidents or incidents, which are mandated by their national authorities to monitor their internal processes constantly to ensure that deviations are adequately addressed.

2.2 Aircraft Leasing & Financing

Aircraft leasing industry is a significant industry in the world today. Activities of the leasing firms have increased drastically over the last few decades.

Leasing has been a key driver of the aircraft trading market. Lessors, especially relating to aviation, are both a source of financing and also one of the market participants for aircraft trading that has increased in significance over time. There are finance and operating leases depending on the classification of the lease.

Finance leasing in aviation has been in existence for a long time and business aviation provides a growing and active market to potential financing parties. However, this arena also has unique regulatory, tax, operational, maintenance, and perfection issues. In the past, business aircraft financings had a certain mystique. The equipment was the plaything of the super wealthy and large public companies. PAC gives an insight into the impact of aircraft sourcing and financing on financial success. It uses multivariate regression methodology and regression analyses to support airlines. PAC provides comprehensive services from strategy to transaction support to execution

Together with experienced aviation leasing and financing industry executives, including former senior leaders in portfolio management and risk at the world's largest aircraft lessors and captive lending platforms and Chartered Financial Analysts.

PAC proposes a model-based market segmentation approach to investigate potential aviation markets (new, mid-life, end-of-life), assets (narrow and wide bodies aircraft; spare engines and parts), and investment strategies (startups, acquisitions, funds, joint ventures, etc). This is based on a stated preference survey administered across the globe. This stated preference survey balanced behavioural plausibility and statistical efficiency, through an extension of the widely used algorithm.

PAC also supports airlines in the below functions:

- a) Market research and analysis
- b) Transaction & Financing Support
- c) Analysis & cash flow modeling
- d) Aircraft selection & sourcing
- e) Sale-leaseback campaigns
- f) Aircraft sales
- g) Technical services (Such as aircraft document reviews)

2.3 MRO & Aftermarket

In the dynamic aviation industry, Aircraft Part 145 Maintenance, Repair, and Overhaul (MRO) organizations are continually seeking ways to expand their business and stay competitive. While providing maintenance services is their core function, MROs can unlock new avenues for growth and diversify their business by offering services in Production Organization Approval (POA), Design Organization Approval (DOA), PART147 training, and Continuing Airworthiness Management Organization (CAMO). PAC helps the above-mentioned organisations to leverage these opportunities to enhance its market presence and increase revenue streams.

PAC applies proven methodologies and proprietary tools to advise airlines, OEMs, and independent MROs on best-in-class strategies, investments, and performance. PAC to provide the data-driven guidance and insight required to inform business strategies, allocate capital, and manage risk.

We deliver data-driven, objective insight for sustainable strategies. We also guide MROs to the best investment decisions through thought leadership—with accurate market intelligence, operations expertise, and wide industry contacts.

Our services includes, and not limited to, the below:

- a) Market and MRO analysis
- b) MRO start-up business planning
- c) Turnaround time (TAT) reduction
- d) Financial and operational improvement plan development
- e) Action plan implementation support
- f) Organizational restructuring
- g) Inventory optimisation
- h) Reliability programmes
- i) Aftermarket forecast
- j) Benchmarking and improvement
- k) Productivity and optimization
- l) Operations Improvement And Performance Benchmarking
- m) Transaction Support

2.4 DOA, POA, CAMO & Training Organisations:

Diversifying a business by serving POA, DOA, PART147, and CAMO offers numerous opportunities for an Aircraft Part 145 MRO to expand its market presence, increase revenue streams, and stay competitive in the aviation industry. By embracing these services, MROs can enhance their value proposition, foster partnerships with OEMs, provide comprehensive solutions, and offer end-to-end services to customers. While challenges and regulatory compliance are essential considerations, the rewards of diversification can position the MRO for long-term success and continued growth in the dynamic aviation landscape.

2.4.1 POA

POA authorization allows organizations to manufacture and certify aircraft parts and components. PAC can help POAs to obtain POA certification, an MRO can expand its operations to include manufacturing capabilities. This diversification opens doors to partnerships with original equipment manufacturers (OEMs), leading to enhanced quality control, streamlined supply chain management, and increased business opportunities. Additionally, serving as a POA can establish the MRO as a trusted supplier within the aviation industry.

2.4.2 DOA

DOA certification enables organizations to undertake design activities related to aircraft modifications, repairs, and engineering. PAC can assist airlines by recommending DOAs to incorporate DOA services, an Aircraft Part 145 MRO can offer comprehensive solutions, including design modifications, supplemental type certificates (STCs), and specialized engineering services. This diversification attracts customers seeking end-to-end solutions, fosters collaborations with OEMs, and positions the MRO as a leading provider of innovative design solutions.

2.4.3 PART147 Training

PART147 outlines the regulatory requirements for organizations involved in the training of aircraft maintenance personnel. PAC helps Part 147 organisations to integrate PART 147 training into their offerings; an Aircraft Part 145 MRO can become a comprehensive training provider. This diversification unlocks additional revenue streams and establishes long-term relationships with airlines, maintenance organizations, and aspiring aviation professionals.

Offering high-quality courses and certifications in line with PART147 standards enhances the MRO's reputation and positions it as a trusted training partner.

2.4.4 CAMO

CAMO encompasses the management of aircraft airworthiness and maintenance planning. PAC can help CAMOs to establish CAMO capabilities; an Aircraft Part 145 MRO can extend its services to include continuous monitoring, inspection, and maintenance planning for aircraft owners and operators. This diversification enhances customer loyalty, fosters long-term partnerships, and opens doors to recurring revenue streams. CAMO services enable the MRO to provide a holistic approach to aircraft maintenance and ensure compliance with airworthiness regulations.

3. Legal and Contract Support

Scope of work:

This scope of work outlines a comprehensive range of contract review, drafting, and negotiation support services designed to meet the evolving needs of the aviation and logistics industry. Our expertise ensures that contracts are robust, compliant, and aligned with industry best practices.

A. Services Offered

1. Comprehensive Contract Analysis

- Thorough review of contract terms with detailed risk assessment.
- Conduct an in-depth review of contracts, identifying potential risks, gaps, and areas for improvement.
- Provide actionable comments and recommendations aligned with industry standards and regulatory requirements.

2. Ongoing Negotiation Support

- Offer continuous support in negotiating contracts, providing strategic advice throughout the negotiation process.
- Continuous support until finalization for execution.

3. Custom Contract Drafting

- Creation of contracts tailored to specific operational requirements.
- Ensures compliance with local and international aviation laws.
- Includes stakeholder input and feedback at key stages.

B. CATEGORIES

1. Category 1:

- Ground Handling Agreement
- Technical Handling Agreement
- Fuel Contracts
- Non-Disclosure Agreements

2. Category 2:

- Letter of Intent/Term Sheets for Aircraft Lease or Purchase
- Aircraft Charter Agreements
- Aircraft Wet Lease Agreements

3. Category 3:

- Engine / APU Maintenance Services Agreement
- Component Support Agreement
- GTA for Aircraft Maintenance Services
- Wheels & Brakes Maintenance
- Landing Gear Maintenance
- Aircraft Insurance Placement

4. Category 4:

- Aircraft Dry Lease Agreements
- Aircraft Purchase Agreements

4. Review of New Contract Types

- Scope and pricing for any new contract types will be assessed based on their complexity and category alignment.

5. Custom Contract Drafting

- Charges for drafting a new contract from scratch will depend on the specific requirements and scope.