

### Airlines

AviaSolutions has developed a package of end to end support for airlines. We have built a team of experienced airline professionals that can advise on all major aspects of the airline business and help identify the right strategy. We also assist in securing finance for expansion, and advise on detailed operational issues.

### Strategy – 'Future Size and Shape'

A core competence is the development of a long term strategy for an airline. This can involve undertaking market sizing studies and undertaking potential competitor analysis. We can identify the optimum aircraft to be deployed across the current or future network and advise on the appropriate aircraft procurement options including a high level financial model and appraisal of potential financing options.

### Business Plan

We can develop a business plan (size and shape) of the business that underpins the strategy. This includes the development of a network strategy (including detailed evaluation of new routes) whilst fleet evaluations determine how that network is flown. We are able to review and determine what network patterns are operationally optimised and how these fit within regulatory requirements.

### Financing

The sources of financing and how they are employed across all aspects of the business is a key aspect of an airline's operation. Our team has direct experience in this field and can provide in-depth knowledge and support on a range of financing aspects including:

- Preparation of financing plans.
- Identification of sources of finance.
- Preparation of presentations to banks and other sources of finance.
- Negotiating/agreeing with banks and other sources of finance.
- General advice across all finance issues.
- Fleet acquisition options (dry/wet lease, operating lease, finance lease, outright purchase).
- Capitalisation (equity, debt, mezzanine finance).
- Working capital requirements (bank/credit facilities, treasury policy).
- Fuel hedging strategy.



AviaSolutions worked with the Network Development department of a leading low cost airline to develop the best approach to updating systems and processes. This allowed the airline to meet the demands of managing (with minimal staff) a large and rapidly growing network whilst maintaining industry leading network profit levels.

AviaSolutions developed a business plan for a Middle Eastern international airline to support the financing of 8 new wide body aircraft. This subsequently led to a major 'future size and shape' review for the airline. The scope of this work included:

- Future route structure for the airline.
- Future number of aircraft in the fleet.
- Aircraft selection (following detailed analysis of performance data for different Boeing and Airbus aircraft).

AviaSolutions investigated the market potential for new bases in three European countries on behalf of one of the largest regional airlines in Europe. Subsequently, supported airline in running an 'airport competition' for potential new bases.

Wide ranging support for a UK based scheduled airline serving niche medium haul routes. This included a large number of route evaluations / market analyses for potential new routes:

- Overall market size forecasts (often for routes not previously served from the UK or even Europe).
- Forecast of airline capture of local and connecting traffic by cabin.
- Yield forecasts by cabin.
- Review of performance of existing routes.
- Support for the airline in its search for new investment.

