

# **Important Notices and Disclaimers**

### No Offer or Solicitation

This investor presentation ("Investor Presentation") is for informational purposes only and does not constitute an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any equity, debt or other financial instruments of Monocle Acquisition Corporation ("Monocle") or AerSale Corp. (the "Company" or "AerSale") or any of Monocle's or AerSale's affiliates. The Investor Presentation has been prepared to assist parties in making their own evaluation with respect to the proposed business combination"), as contemplated in the Amended and Restated Agreement and Plan of Merger (the "Amended and Restated Merger Agreement"), of Monocle and AerSale and for no other purpose. It is not intended to form the basis of any investment decision or any other decision in respect of the Business Combination. The information contained herein does not purport to be all-inclusive. The data contained herein is derived from various internal and external sources. No representation is made as to the reasonableness of the assumptions made within or the accuracy or completeness of any projections or modeling or any other information contained herein. Any data on past performance or modeling contained herein is not an indication as to future performance. Monocle and AerSale assume no obligation to update the information in this Investor Presentation regarding Monocle has been provided by Monocle and information contained in this Investor Presentation regarding AerSale has been provided by AerSale.

### **Use of Projections**

This Investor Presentation contains financial forecasts with respect to AerSale's projected revenues, Adjusted EBITDA, the EBITDA bridge and free cash flow for AerSale's fiscal years from 2020 to 2024. Neither Monocle's independent auditors, nor the independent registered public accounting firm of AerSale, audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this Investor Presentation, and accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Investor Presentation. These projections should not be relied upon as being necessarily indicative of future results. In this Investor Presentation, certain of the above-mentioned projected information has been included (in each case, with an indication that the information is a projection or forecast), for purposes of providing comparisons with historical data. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Accordingly, there can be no assurance that the prospective results are indicative of the future performance of AerSale, Monocle, or the combined company after completion by any person that the results contained in the prospective financial information will be achieved.

### Important Information About the Business Combination and Where to Find It

In connection with the Business Combination, Monocle Holdings Inc., the newly formed holding company that will become the parent of Monocle and AerSale at the closing of the Business Combination, filed with the SEC on December 31, 2019 a Registration Statement on Form S-4, as amended by Amendment No. 1 to the Registration Statement on Form S-4, filed with the SEC on February 14, 2020 which included a preliminary proxy statement/prospectus of Monocle. In connection with entering into the Amended and Restated Merger Agreement, Monocle Holdings Inc. will file Amendment No. 2 to the Registration Statement on Form S-4 (as amended, the "Registration Statement"). When available, the definitive proxy statement/prospectus and other relevant materials for the Business Combination. You are advised to read, when available, the preliminary proxy statement/prospectus as it shall be revised, and the definitive proxy statement/prospectus and documents incorporated by reference therein filed in connection with the Business Combination, as these materials will contain important information about Monocle, AerSale and the Business Combination. Stockholders will also be able to obtain copies of the preliminary proxy statement/prospectus, the definitive proxy statement/prospectus and other documents filed with the U.S. Securities and Exchange Commission ("SEC") that will be incorporated by reference therein, without charge, once available, at the SEC's web site at www.sec.gov, or by directing a request to: Monocle Acquisition Corporation, 750 Lexington Avenue, Suite 1501, New York, NY 10022.

### Participants in the Solicitation

Monocle and its directors and executive officers may be deemed participants in the solicitation of proxies from Monocle's stockholders with respect to the Business Combination. A list of the names of those directors and executive officers and a description of their interests in Monocle is contained in Monocle's preliminary proxy statement, filed with the SEC on December 31, 2019, as amended by Amendment No. 1 to the preliminary proxy statement, filed with the SEC on February 14, 2020, and is available free of charge at the SEC's web site at www.sec.gov, or by directing a request to Monocle Acquisition Corporation, 750 Lexington Avenue, Suite 1501, New York, NY 10022. Additional information regarding the interests of such participants will be contained in the definitive proxy statement/prospectus for the Business Combination. A list of the names of such directors and executive officers and information regarding their interests in the Business Combination when available.

### Forward-Looking Statements

This Investor Presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Monocle's and AerSale's actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," will," "could," "believes," "predicts," "potential," "continue," and similar expressions are intended to identify such forward-looking statements include, without limitation, Monocle's and AerSale's expectations with respect to future performance and anticipated financial impacts of the Business Combination, the satisfaction of the closing conditions to the Business Combination and the timing of the completion of the Business Combination. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside Monocle's and AerSale's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) the impact of the COVID-19 pandemic on the aviation industry and the aviation aftermarket industry generally, and on AerSale's business in particular; (2) the occurrence of any event, change or other circumstances that could give rise to the termination of the Amended and Restated Merger Agreement or could otherwise cause the Business Combination to fail to close; (3) the outcome of any legal proceedings that may be instituted against Monocle and AerSale following the announcement of the Amended and Restated Merger Agreement; (5) the inability to complete the Business Combination; (6) the risk that the Business Combination disrupts current plans and operations as a result of the announcement and consummation of the Business Combination; (7) the ability to recognize the

# Important Notices and Disclaimers (Cont'd)

### **Industry and Market Data**

In this Investor Presentation, we rely on and refer to information and statistics regarding market participants in the sectors in which AerSale competes and other industry data. We obtained this information and statistics from third-party sources, including reports by market research firms, and company filings.

### **Non-GAAP Financial Measures**

This Investor Presentation includes non-GAAP financial measures, including Adjusted Revenue, Pro Forma Adjusted Revenue, Adjusted EBITDA and Pro Forma Adjusted EBITDA. AerSale defines Adjusted Revenue as revenue after giving effect to the Normalized Avborne Revenue and the Normalized Qwest Revenue. AerSale defines Adjusted EBITDA as net income (loss) after giving effect to interest expense, depreciation and amortization, income tax expense (benefit), management fees, the airline settlement and one-time adjustments and non-recurring items. AerSale defines Pro Forma Adjusted EBITDA and Public Company Costs. See Non-GAAP Financial Reconciliation on slide 37.

Monocle and AerSale believe that these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to AerSale's financial condition and results of operations. AerSale's management uses certain of these non-GAAP measures to compare AerSale's performance to that of prior periods for trend analyses and for budgeting and planning purposes.

A reconciliation of non-GAAP forward looking information to their corresponding GAAP measures has not been provided due to the lack of predictability regarding the various reconciling items such as provision for income taxes and depreciation and amortization, which are expected to have a material impact on these measures and are out of AerSale and Monocle's control or cannot be reasonably predicted without unreasonable efforts. You should review AerSale's audited financial statements, which are included in the proxy statement/prospectus to be delivered to Monocle's stockholders, and not rely on any single financial measure to evaluate AerSale's business. Other companies may calculate Adjusted Revenue, Pro Forma Adjusted EBITDA and Pro Forma Adjusted EBITDA differently, and therefore AerSale's Adjusted Revenue, Pro Forma Adjusted EBITDA, Pro Forma Adjusted EBITDA and other non-GAAP measures may not be directly comparable to similarly titled measures of other companies.

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- I. Introduction & Situation Overview
- II. Business Overview & Growth Opportunities
- III. Financial Detail & Transaction Summary
- IV. Appendix





# Section I

**Introduction & Situation Overview** 

# Presenters and Senior Leadership

# AerSale Corp.



**Nicolas Finazzo**Co-Founder, Chairman &
CEO

- More than 30 years of experience in aircraft leasing, finance, maintenance, supply chain services and airline operations with an extensive network of industry relationships
- Co-Founded AerSale in 2008
- Co-Founder and former CEO of AeroTurbine, Inc., before selling the company in 2006 to AerCap (NYSE:AER)



Robert Nichols
Co-Founder, Executive
Vice Chairman &
President

- Over 30 years of experience in aircraft engine sales, leasing and MRO services
- Co-Founded AerSale in 2008
- Co-Founder and former COO of AeroTurbine, Inc., before selling the company in 2006 to AerCap (NYSE:AER)
- Manager of Powerplant and Warranty
   Administration for Braniff Airways
- Director of Engine Maintenance Sales for Greenwich Air Services (acquired by GE Engine Services)



Martin Garmendia
Chief Financial Officer

- 20 years of relevant industry experience in accounting and finance
- Joined AerSale in 2015 as Vice President of Finance & Corporate Controller
- Previously served as Senior Director of Corporate Accounting for Florida Power & Light, the regulated utility of NextEra Energy, Inc (NYSE:NEE)
- Formerly served as Controller during the IPO of NextEra Energy Partners, LP (NYSE:NEP)

# **Monocle Acquisition Corporation**



Eric Zahler
Chief Executive Officer
and President

- 35 years of senior leadership and management experience
- Board Member at exactEarth Ltd. (TSX:XCT), Maxar Technology Inc. (NYSE:MAXR) and Sequa Corporation
- Previously held
   President & COO role at Loral Space & Communications
   (NASDAQ:LORL)
- Formerly was a Partner at Fried, Frank, Harris, Shriver & Jacobson



Sai Devabhaktuni Chairman

- 25 years of investing experience
- Board Member at Sequa Corporation
- Previously was EVP & Head of Corporate Distressed Portfolio Management at PIMCO
- Former Managing Principal at MHR Fund Management LLC
- Previously served as Member of the Event Driven Strategies Group at Highbridge Capital Management



Richard Townsend
Chief Financial Officer

- 39 years of finance, operating and strategy experience
- Managing Partner at Rangeley Capital
- Former EVP & CFO of Loral Space & Communications (NASDAQ:LORL)
- Previously served as Corporate Controller & Director of Strategy at ITT Industries (NYSE:ITT)
- Formerly served as Controller of EMEA region at IBM (NYSE:IBM)

# Overview of Monocle Acquisition Corporation and Leonard Green & Partners

## **Monocle Acquisition Corporation**

### **Background**

Monocle Acquisition Corporation ("Monocle") (NASDAQ:MNCL) completed its IPO on February 11, 2019 for \$172.5 million along with a private placement raise of \$7.2 million at \$10.00 per unit

~100 years of collective management experience

**20-vear** working relationship driving change and creating value

### **Leonard Green & Partners**

### **Background**

Leonard Green & Partners ("LGP") is a leading private equity firm founded in 1989 and headquartered in Los Angeles, CA

Invested in 90+ companies since inception

With \$36B+ of capital raised since inception

### **Business Combination Criteria**

- ✓ Focus on Aerospace & Defense
- ✓ Market leader, high barriers to entry, and defensible market position
- ✓ Established management team
- ✓ Platform for significant growth opportunities
- ✓ EBITDA greater than \$50 million

## Operating, Board, and Related Investing Experience

Eric Zahler, CEO and President





**SATMEX** 









Sai Devabhaktuni. Chairman



















# **Tenants of Investment Strategy**

- ✓ Market-leading companies
- ✓ Growth companies with multiple ways to win
- ✓ World-class management teams

# **Selected Current & Past Portfolio Companies**



























# Strong Alignment of Interests Between Monocle and Leonard Green & Partners

Indicates companies and organizations where Monocle management is currently a board member.

Represents prior SPAC transaction experience. Del Taco combined with Levy Acquisition Corp in 2015. MultiPlan announced combination with Churchill Capital III Corp. in July 2020.

# **Updated Transaction Overview**

**Fransaction** 

Valuation /

Capital Structure / Liquidity

# Strong Alignment of Interests

- Monocle has entered into a revised definitive agreement to combine with AerSale, a leading integrated global provider of aviation aftermarket solutions, currently owned by LGP and AerSale's founders
- Post-closing public company will be a Delaware corporation, retain the AerSale name, and continue to be listed on the NASDAQ
- Transaction is expected to close in early Q4 2020
- Revised transaction will leave AerSale debt-free at closing with all transaction considerations coming in the form of common stock and cash available from trust
- First \$50 million of cash proceeds from trust will be distributed to AerSale's balance sheet excess proceeds from trust above \$50 million will be distributed 60% to selling AerSale shareholders and 40% to AerSale's balance sheet
- AerSale shareholders to be paid a cash consideration of ~\$76 million and issued ~\$241 million of common equity at close (~24.1 million shares), as well as contingent consideration based on post-closing stock price performance<sup>(1)</sup>
- Transaction contemplates a fully diluted enterprise value of ~\$299 million at close, which implies a pro forma enterprise valuation of ~5.5x based on 2021F Adjusted EBITDA of ~\$54 million(2)(3)(4)
- Transaction will be funded by a combination of Monocle cash held in a trust account and Monocle common stock issued to existing AerSale shareholders
- Anticipated to be debt-free at close with ~\$128 million of cash on the balance sheet and \$110 million of additional liquidity available under the ABL
- Optimized capital structure and robust liquidity provides strong foundation to accelerate growth strategy
- Existing AerSale shareholders and AerSale Management will retain ~56% ownership at closing assuming no redemptions by Monocle's existing public shareholders (4)
- AerSale co-founders and senior management will own significant equity interests in pro forma Company
- Board of Directors anticipated to comprise 9 members (2 AerSale Co-Founders, 3 members appointed by the Monocle management team, 4 members appointed by LGP)

# **Transaction Highlights**

# **Early Q4 2020**

**Expected Transaction Close** 

# ~\$427mm

**Equity Market Capitalization** 

# ~\$299mm

Fully Diluted Enterprise Value

# 5.5x

Fully Diluted Enterprise Value / 2021F Adjusted EBITDA<sup>(2) (3) (4)</sup>

# **Debt-Free**

at Close

# \$238mm

Total Liquidity Available at Close<sup>(2)</sup>

# ~56%

Existing AerSale Shareholders & Management Ownership at Close<sup>(4)</sup>

Note: This presentation includes forecasted 2020 and 2021 adjusted EBITDA for AerSale. This presentation does not provide a reconciliation of this forward-looking non-GAAP financial measure

Assumes a \$10.00 illustrative share price. Assumes no redemption by Monocle's existing public shareholders with the business combination may differ. Contingent consideration represents the distribution of earnout shares to existing AerSale shareholders with 1.82 million shares vesting at \$13.50 and 1.82 million shares vesting at \$15.00.

Assumes total liquidity available at close includes ~\$76 million of cash to AerSale's balance sheet, existing AerSale cash balance of ~\$52 million, and \$110 million of undrawn capacity under the ABL at close

AerSale 2021F Adjusted EBITDA includes a public company cost assumption. Please refer to slide 37 for a reconciliation of non-GAAP financials measures. Please refer to the "Transaction Capitalization and Ownership" on slide 35.

# Global Leader in Aviation Aftermarket Products and Services

# **Asset Management Solutions**

### **USM & Flight Equipment Sales Engine & Aircraft Management**



# **TechOps**

## **Aircraft & Components MRO**











**Key Financials (PF2019A)** 

\$238.5mm in Revenue

73% of PF Revenue

\$74.3mm in Gross Profit

31.1% in Margin \$86.4mm

in Revenue

27% of PF Revenue

\$23.0mm in Gross Profit

26.7% in Margin

# **Integrated Offerings Provide Competitive Advantages**

### Market Intelligence & Proprietary Data

- Holistic insights into aviation aftermarket
- Data-driven investment decision-making with 10+ years of transactional data

# **Differentiated Regulatory Position**

- "Unlimited" repair station licenses
- Ability to fast track new FAA approved capabilities

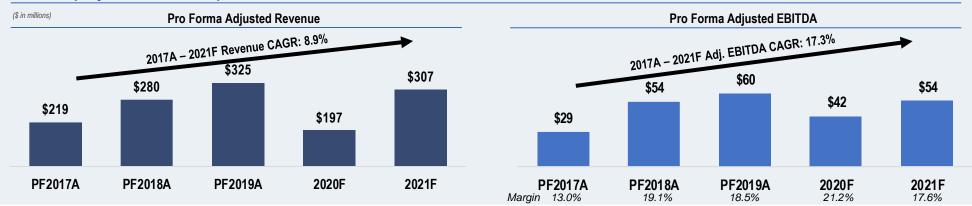
### **Integrated Business Model**

- Multiple avenues to extract value with synergistic business segments
- Fully integrated mid-technology flight equipment offerings

# **Long-Term Customer Relationships**

- Established customer relationships over 30+ years
- Key downstream supply / demand perspectives

### Total Company Performance Snapshot (1)



Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges.

Please refer to slide 37 for a reconciliation of non-GAAP financials measures.

# AerSale Investment Highlights

- 1 Well-positioned to capitalize on commercial aviation market dislocation with strong, debt-free balance sheet
  - 2 Differentiated business model designed to maximize return on investment and sustain cash flow across cycles
    - 3 Long-standing relationships across the value chain to support procurement and monetization of assets



- 4 Multiple levers for sustained organic growth across existing and new business lines
- Scalable platform for growth through M&A, with a demonstrated ability to acquire and integrate businesses
- 6 Proven leadership team with deep industry expertise across multiple aviation business cycles
- Business combination at an attractive valuation relative to public commercial aerospace peers





# Section II

**Business Overview & Growth Opportunities** 

# Two 'Purpose Built' Segments Maximizing the Value of Mid-Technology Flight Equipment

# **Asset Management Solutions**

### **USM & Flight Equipment Sales**



- High demand aftermarket for midtechnology aircraft, engines, and USM parts
- Cost-efficient fleet acquisition sourcing
- Opportunistic early monetizing of portfolio aircraft and engines
- 'One stop' aircraft, engine, and USM spare parts support options

# **Engine & Aircraft Management**



- Higher risk-adjusted returns
- Lower cost of ownership advantage through extensive in-house MRO capabilities
- Customized short-term lease deployments achieve premium lease
- Disassembly of aircraft and engines provide low cost USM parts for resale, and internal MRO operations support



**Aircraft & Components MRO** 

- Maturing mid-technology aircraft fleet driving rapid growth in demand for aftermarket MRO
- Significant cost advantage from in-sourced aircraft/engine and USM part capabilities
- Storage of customer aircraft provides adjacent revenue streams from services and acquisitions
- Provides critical market inputs for modeling demand, valuation and pricing

### **Engineered Solutions**



**TechOps** 





- High margin solutions
- Limited competition due to high level of required technical and regulatory expertise
- Comply with new regulatory mandates
- Improves safety and/or dispatch reliability

## **Selected Customers**















**Selected Customers** 































































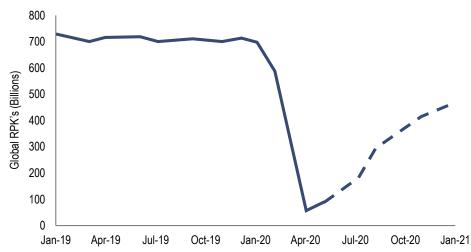




Source: AerSale Management.

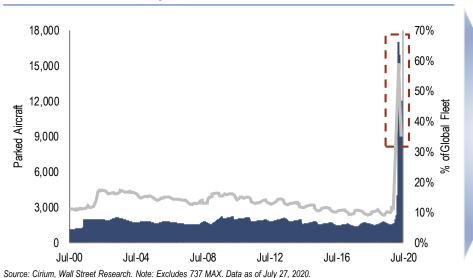
# Commercial Passenger Traffic Has Troughed — Beginning to Rebound

## Global RPKs are Expected to Slowly Recover After Hitting a Trough in April

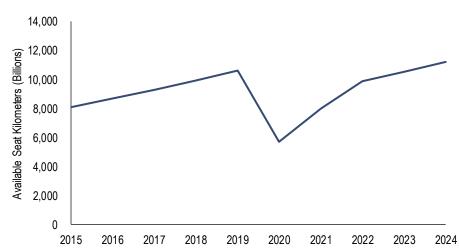


Source: IATA as of July 2020.

# Parked Aircraft Since July 2000

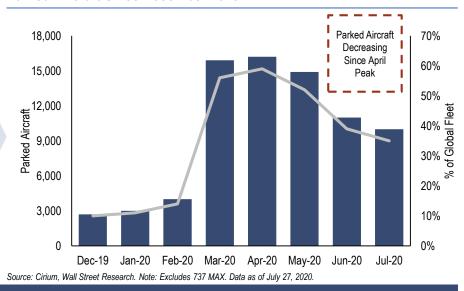


# **Global Aviation Capacity Expected to Rebound**



Source: IATA, IMF and NAVEO Analysis as of July 2020.

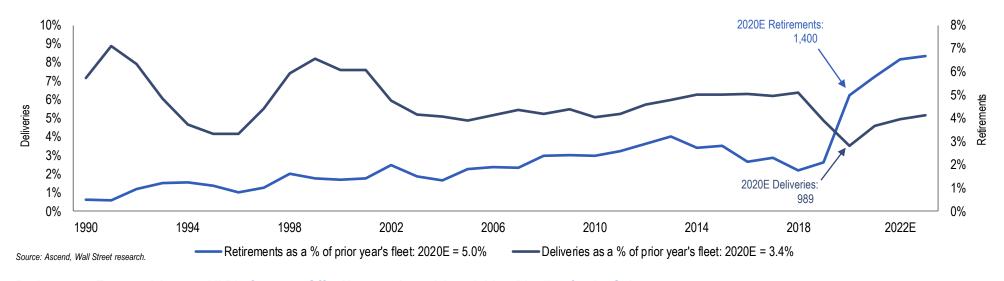
### **Parked Aircraft Since December 2019**



AerSale is Well Positioned to Support the Global Aviation Recovery with Lower Cost Aftermarket Alternatives

# Increased Aircraft Retirements Generate Attractive Opportunities for AerSale

# Aircraft Retirements Expected to Increase in the Near-Term

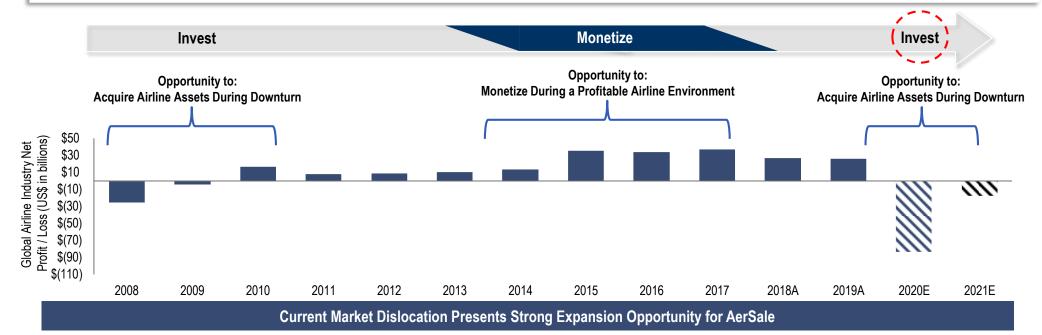


# Retirements Expected Across All Platforms — Offer Unprecedented Acquisition Pipeline for AerSale



# AerSale is Purpose Built to Capitalize on Market Dislocation

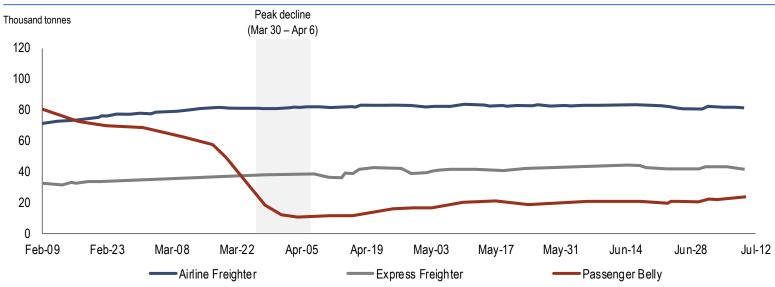
- AerSale has the demonstrated ability to identify and acquire the right aircraft and engines to generate outsized returns in a recovering market
  - Other industry participants (i.e. pure-play MRO's, leasing organizations, and financial buyers) lack the infrastructure and expertise to efficiently capitalize on the current market cycle
- "First access" opportunity on aircraft stored at AerSale facilities
  - Retirement of younger aircraft will spur growth in pent-up demand for USM parts previously only available from the OEM
  - The addressable USM market is estimated to be over \$4B+, and anticipated to experience significant growth as aircraft utilization normalizes
- Capital-constrained mid-life aircraft operators are optimal buyers for Engineered Solutions that significantly reduces their cost of regulatory compliance to keep their aircraft in service
- Further upside amidst current market distress to acquire businesses that bring new capabilities and customers, but lack the integrated business model to thrive in the current market dislocation



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# Strong Cargo Market Has Created Upside for AerSale

### Daily International Cargo Capacity<sup>(1)</sup>



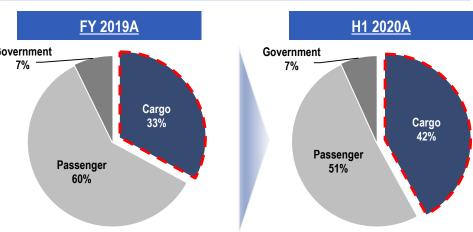
Cargo Capacity Growth vs. Last Year <sup>(3)</sup>				
Airline Freighter	19%			
Express Freighter	23%			
Passenger Belly	(73%)			

Source: Seabury Consulting Capacity Tracking. Note: Direct capacity only; All freighters and widebody passenger aircraft only, Date measured in UTC time.

### Increasing E-Commerce Sales<sup>(4)</sup>

### AerSale Revenue Contribution<sup>(5)</sup>





# Cargo Customer Demand Expected To Remain Robust, Driven Further By Loss Of Passenger Aircraft Belly Capacity

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<sup>(1)</sup> Corrected for day-of-week fluctuations, smoothened for clarification. (2) Freighter aircraft (excluding those operated for integrators and "passenger freighters"). (3) Represents data for week of July 12-18, which is most recently released data.

<sup>(4)</sup> Includes products or services ordered using the internet, regardless of the method of payment or fulfillment; excludes travel and event tickets, payments such as bill pay, taxes or money transfers, food service and drinking place sales, gambling and other vice goods sales.

<sup>(5)</sup> Revenue contribution identifiable to customer usage. Represents 77% and 67% of total revenue for H1 2020 and FY2019, respectively.

# Significant Opportunity to Capitalize on Current Market Conditions

- USM Ripe for Recovery
- As an attractive alternative to expensive "new" replacement parts, USM is well positioned to rapidly expand as air travel normalizes
- Required inspections to bring thousands of mid-life aircraft / engines out of preservation for return to service, is set to drive significant growth in USM consumption in a recovering market



- 2
- Leasing Business Positioned to Expand
- Unprecedented buying window has opened, which will foster high-margin leasing growth as increasing number of aircraft return to service
- "Green time" engines to be in high demand by Airlines as alternative to expensive engine shop visit restorations
- Growing demand for lease engines amid required engine inspections, as stored aircraft return to service



- 3
  - MRO and Aircraft Storage
- Record demand for aircraft storage has AerSale parking areas loaded to near capacity, with additional parking surface area currently under construction
- Record level captive audience for future aircraft activations, modifications, transitions and acquisitions



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Growing Dedicated Freighter Market

- Increased e-commerce activity in combination with decreased 'belly cargo' capacity from passenger flight reductions, are driving current surge in demand for dedicated freighters and passenger-to-freighter conversion services
- AerSale in discussions with freighter operators, aircraft OEMs, and cargo door STC holders to increase AerSale's aircraft conversion capacity in combination with integrated MRO support services



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Ideal Conditions for Expansion

- Most established mid-life aircraft participants over-extended amid a pre-COVID-19 overheated market
- Distressed competitive landscape ideal for capturing assets, infrastructure and talent



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Robust Financial Position

- A diversified business model has enabled AerSale to weather the storm and remain cash flow positive every month during the pandemic
- Unleveraged balance sheet provides tremendous opportunity



# Select Near-Term Acquisition Opportunities

# **AerSale is Tooled to Address Counter-Cyclical Market**

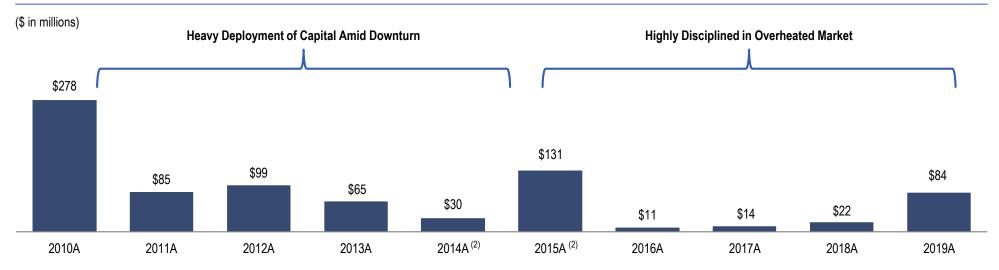
- AerSale has a proven history acquiring assets amidst broader market uncertainty
  - The Company's significant asset pipeline and proprietary tracking enables the business to act opportunistically vs. reactively
- During prior down cycles, AerSale strategically deployed substantial capital to acquire assets at discounted levels while airlines experienced periods of uncertainty and volatility during the Great Financial Crisis
- This strategy minimized capital expenditures during market up cycles, enabling AerSale to focus on profitably monetizing prior investments
- Expected IRR on new bid opportunities will be substantially above historically strong returns

## **Near-Term Acquisition Opportunities**

	Opportunity #1	Opportunity #2	Opportunity #3
Type / Quantity	Up to 62 737-800s	<b>12</b> 757-200s (PW2000 Engines)	<b>9</b> A330-300s
Expected Bid Timing	Sep 2020	Oct / Nov 2020	Oct 2020

Post COVID-19, the Company has entered into over \$300 million IOIs for flight equipment

# AerSale Asset Acquisition History<sup>(1)</sup>



AerSale Has a Highly Structured & Proven Process to Execute Amid Market Dislocation

<sup>(1)</sup> Asset acquisition history defined as spend on assets.

# Mid-Technology Flight Equipment Aircraft & Engine Platform Focus

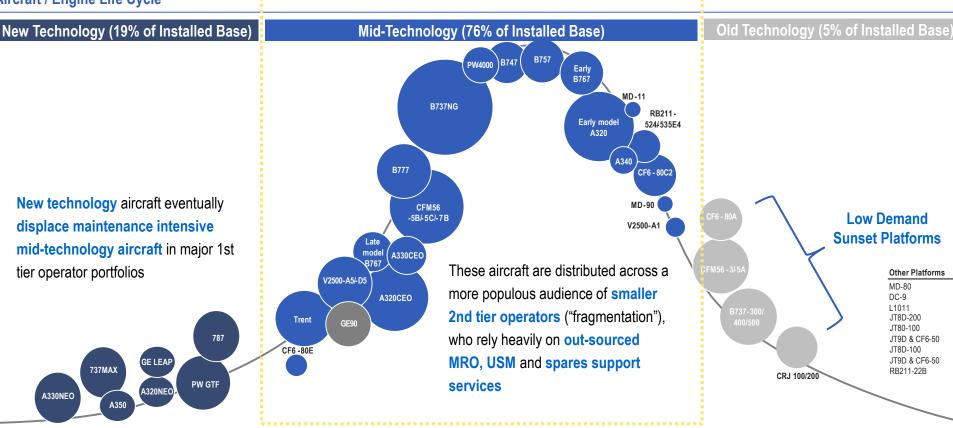
# **Focuses on Mid-Technology Sector**

- Maintenance intensive, mid-life Flight Equipment aircraft & engine platforms
  - Largest and fastest growing group

# **Aircraft / Engine Life Cycle**

New technology aircraft eventually displace maintenance intensive mid-technology aircraft in major 1st tier operator portfolios PW GTF

A320NEO



Other Platforms

MD-80

JT8D-200

.IT80-100

JT8D-100

JT9D & CF6-50

JT9D & CF6-50 RB211-22B

### **Maturity Cycle**

10-25 Years <10 Years 25+ Years

Capitalizing on Maturing Mid-Technology Aircraft Aftermarket Poised for Rapid Expansion

A330NEO

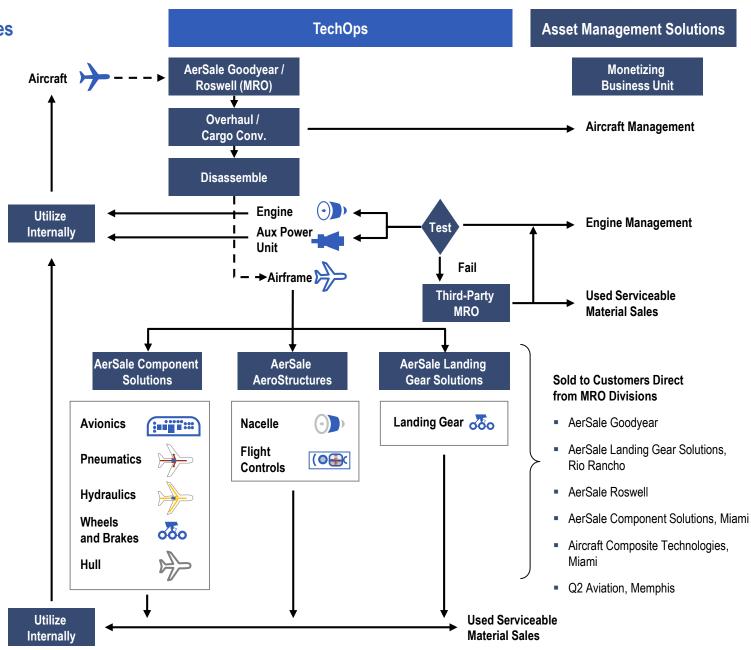
# Integrated Business Segments Identify Highest Demand and Markets

# **Business Segment Alternatives**

Realizes the highest value of mid-technology flight equipment by ensuring each aircraft, engine, and sub-component is returned to service in its highest profitability capacity:

- Out-right retailsale
- Ready spare exchange
- Lease to generate recurring revenue
- Consume as aircraft, engine, or module to support owned, and third-party portfolio assets
- Lowers owned asset MRO
- Drives MRO margin

Maximizes Optimal Flight Equipment Exit Opportunities



# Significant Market Opportunity for Proprietary Engineered Solutions

# **AerSafe**<sup>™</sup>



- Fuel Tank Ignition Mitigation System to meet FAA mandated Fuel Tank Flammability Reduction (FTFR) requirements
- FAA approved for B737CL, B737NG, B767, A319, A320, and A321 (B777 certification — 3Q 2020)
- EASA approved for B737NG
- 40-60% less costly than OEM solution with comparable/superior capabilities

# **AerTrak**<sup>™</sup>



- Advanced means to meet FAA mandated Automatic Dependent Surveillance Broadcast Out (ADS-B Out) requirements
- FAA approved for B737CL, B737NG, B757, B777
- EASA approved for B737CL, B737NG, B757, B777 (in process)
- 40-60% less costly than OEM solution with comparable/superior capabilities

# **AerAware**



- Enhanced Flight Vision System (EFVS) designed to improve aircraft operational capability in inclement weather conditions
- Combines aircraft flight information and flight symbology, navigation guidance, and real-time imagery of the external scene to the pilot on a head-wearable display
- FAA approvals expected for B737 by Q4 2020 and A320 by early 2021
- 25-35% less costly than OEM solution with comparable/superior capabilities

Market
Opportunity
(# of Aircraft)

Solution

Overview

5,000+

4,000+

16,000+

# \$10B Total Market Opportunity

Potential Future Engineered Solutions Opportunities: Health / Safety, In-Flight Entertainment, SATCOM, and Connectivity

# Nose-to-Tail MRO Facilities Augment Inter-Business Unit Performance and Profits

### Comprehensive MRO Capabilities Reduce Cost of Parts for Internal Utilization, While Providing Profitable End User Revenue Stream

- Goodyear & Roswell aircraft disassembly operations generate engines and USM feedstock for sales, leasing and MRO support
- AerSale Landing Gear Solutions provides comprehensive landing gear MRO services
- AerSale Component Solutions provides cost effective MRO services spanning all major aircraft systems
- AerSale AeroStructures provides expert MRO services for nacelles and flight controls from its facilities in Miami and Memphis

### **MRO Service Offerings**





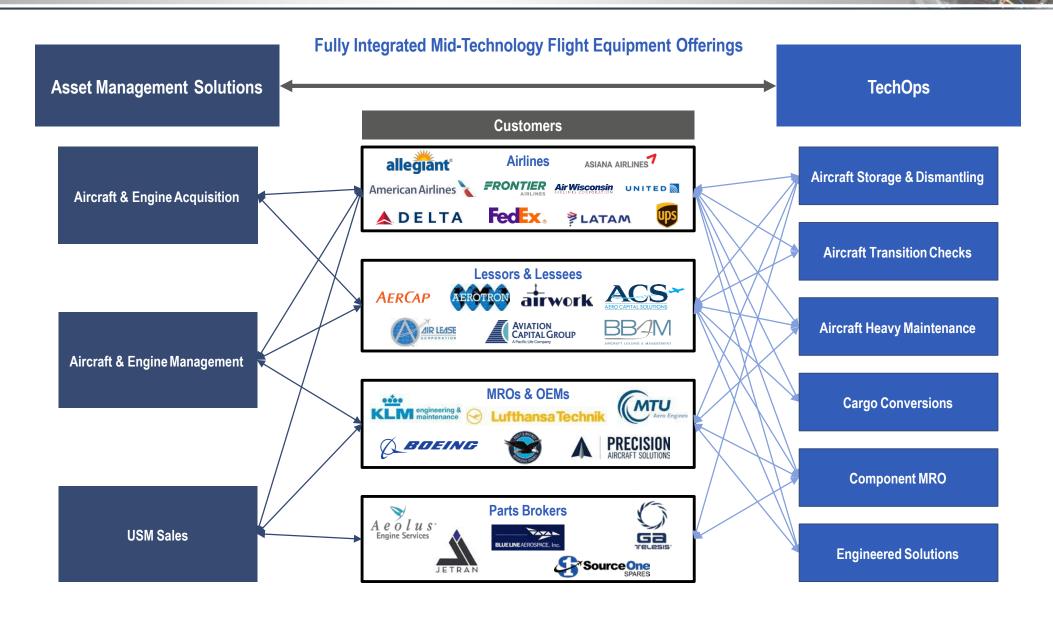


### **Select Capabilities**

- ✓ Technical and Specialized Aircraft Component Repair Including Landing Gear, Hydraulic, Electromechanical, and Wheels and Brakes
- Overhaul, Modification, and Repair of Airframe Structural Components
- Whole aircraft structural Modifications, Interior Reconfiguration, Passengerto- Freighter Conversion

	Goodyear, AZ	Rio Rancho, NM	Roswell, NM		Roswell, NM Miami, FL		Memphis, TN
Туре	Aircraft & Engine MRO Operations Center	AerSale Landing Gear Solutions	Warehouse & Distribution Center	Aircraft & Engine MRO Operations Center	Component MRO (Avborne)	Component MRO (Aircraft Composite Technologies)	Component MRO (Q2)
Leased / Owned	Leased	Leased	Leased	Leased	Leased	Leased	Leased
Sq. Ft.	250,000	100,000	255,000	135,000	112,000	31,000	150,000
# of Employees	139	46	58		37	31	22

# Deep Customer Relationships Supported by Diversified Service Offering



55% of Top 100 Customers Generated Multi-Business Unit Sales (FY 2019)

# **Executive Management Team Features Unrivaled Aftermarket Expertise**

- Highly qualified executive leadership team with an average of 25 years of relevant industry experience, through multiple industry cycles, and wide-ranging business conditions
- Deep industry relationships through years of business transactions spanning major airlines, OEMs, MRO service providers, leasing, financiers and trading organizations
- Senior management brings together the necessary expertise, infrastructure and resources to expertly execute on a broad range of aviation aftermarket opportunities



Nicolas Finazzo
Co-Founder, Chairman,
CEO & President
TechOps
30 Yrs Experience



Robert Nichols
Co-Founder, Executive Vice Chairman
& President
Asset Management Solutions
25 Yrs Experience



Basil Barimo Division President MRO Services 30 Yrs Experience



Craig Wright
Division President
Aircraft & Engine
Management
20 Yrs Experience



Iso Nezaj CTO & Division President Engineered Solutions 35 Yrs Experience



Gary Jones
Division President
Airframe &
Engine Materials
37 Yrs Experience

### Functional Areas (1)



Martin Garmendia
Chief Financial Officer
& Treasurer
20 Yrs Experience



Machado Sr. VP Human Resources 20 Yrs Experience

Vanessa



Boris Streun Sr. VP Technical Services 30 Yrs Experience



Enrique Pizzi
Chief Information
Officer
29 Yrs Experience



Ron Wolf Sr. VP Quality 30 Yrs Experience

# Attractive Global Opportunities For Scalable Business Platform

1



# **Aviation Aftermarket Trough Poised to Rebound**

- Unprecedented opportunity to acquire aircraft / feedstock at discounted values amid wave of aircraft retirements
- Massive grounding of global fleets to drive significant surge in MRO demand as aircraft are recertified for return to service

2



# Development & Innovation of New Engineered Solutions Offerings

- Rapidly increasing demand for significant savings on alternative products and services needed to enhance aircraft performance
- High-margin proprietary repairs, modifications, and aircraft system installations that are difficult to replicate

3



# Development of New High-Margin MRO Capabilities

- Global MRO market will continue to grow >3% CAGR expected through 2024
- Rapidly expanding demand for landing gear MRO capacity
- Facilities and expertise in place to profitably scale AerSale's MRO capabilities

4



# Expanded Sales to U.S. Government Agencies

- Stable and increasing DoD O&M budget ~5% CAGR from FY2016 to FY2020
- Defense sector in early stage of outsourced solutions for aging aircraft platforms
- AerSale has successfully executed on numerous governmental agency awards

5



# Geographic Expansion of MRO Services

- Initial focus is Asia Pacific Region, the largest and fastest growing aviation market region
- Developing partnerships with regional MRO providers to fast-track local capabilities
- Creates a regional platform for USM distribution, Engineered Solutions sales and other services
- Strengthens AerSale's brand and creates blueprint for other regions (e.g. Middle East and LatAm)

6



# Scalable Platform With Proven and Accretive M&A Strategy

- Well-positioned for future acquisitions within highly fragmented aviation aftermarket industry
- Focus on expanding core capabilities & solutions, expansion into adjacent categories, and penetrating new customers & markets
- Long track record of successful integration

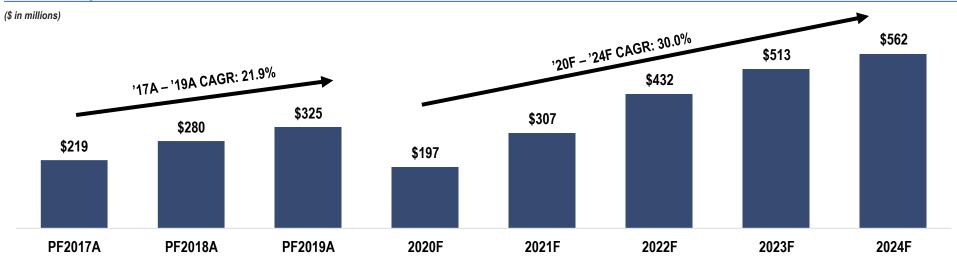




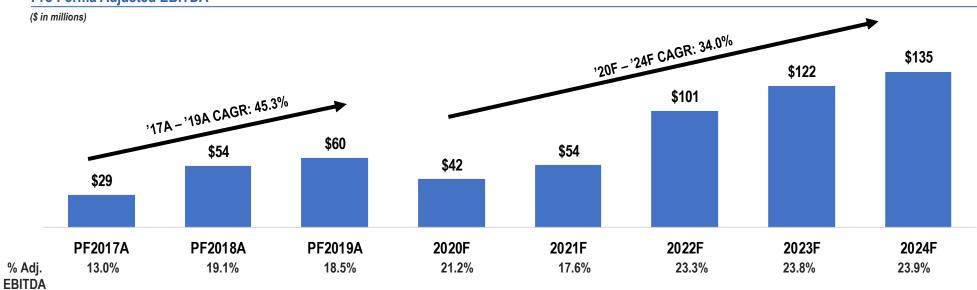
Section III
Financial Detail & Transaction Summary

# AerSale Historical and Projected Financial Performance

# **Pro Forma Adjusted Revenue**



# **Pro Forma Adjusted EBITDA**

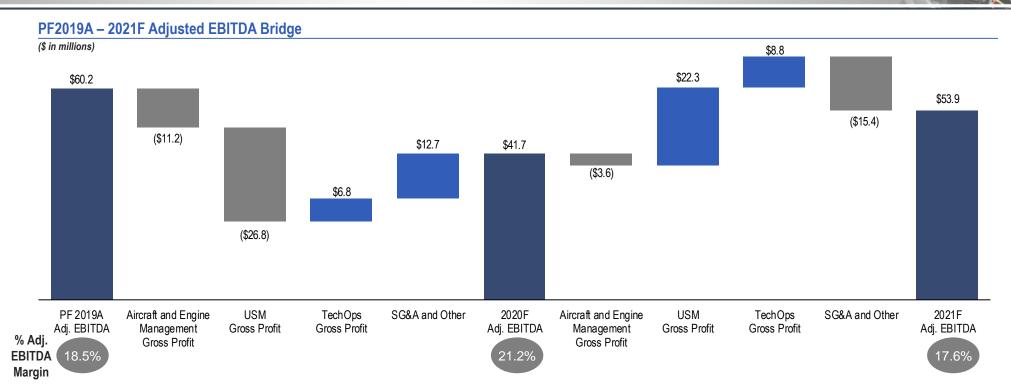


Source: AerSale Management.

Margin

Note: Pro forma adjusted figures include the run-rate contribution of recent acquisitions and public company cost assumptions, CARES Act contributions and exclude impairment charges. Financial forecast excludes the impact of M&A. Due to rounding, numbers presented may not add up precisely to the totals indicated.

# PF2019A - 2021F Adjusted EBITDA Bridge



### Commentary

	2020F Adjusted EBITDA Bridge	2021F Adjusted EBITDA Bridge
Aircraft and Engine Management Gross Profit	Due to COVID-19, utilization significantly decreased in-line with drop in global air travel	Reduction of three B747-400s reaching the end of their lease lives and payment for return conditions received in 2020 that will not reoccur
USM Gross Profit	Driven by decrease in demand for parts due to decline in aircraft operations	Expected increase in retirement will provide feedstock opportunities for USM material. Improved sales with flight demand rebound
TechOps Gross Profit	Increase driven by increase in demand for storage and preservation of flight equipment due to COVID-19	Improved contributions for MRO due to full year of storage activity and deployment of new capabilities for component shops
SG&A and Other	Increase driven by benefit of Air Carrier protection program under the US CARES Act (\$12.7 million) and reduction in headcount	Decline due to contribution from US CARES Act not expected in 2021 and increase in overhead costs to support increase in revenue

Source: AerSale Management.

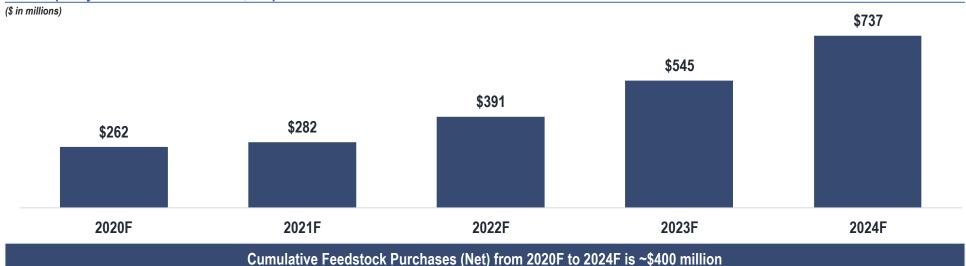
lote: Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges.

Due to rounding, numbers presented may not add up precisely to the total indicated.

28

# Projected Liquidity to Support Attractive Growth Opportunities

### Total Liquidity Available for Feedstock, Acquisitions & Other



(\$ in millions)					
	2020F	2021F	2022F	2023F	2024F
Pro Forma Adjusted EBITDA	\$42	\$54	\$101	\$122	\$135
(-) CapEx	(3)	(3)	(3)	(3)	(3)
(-) Change in Net Working Capital	37	(31)	11	36	60
Operating Free Cash Flow <sup>(1)</sup>	\$76	\$20	\$108	\$155	\$191
Cash & ABL Facility	186	262	282	391	545
Total Liquidity Available for Feedstock, Acquisitions & Other	\$262	\$282	\$391	\$545	\$737

Acute Focus on the Most Prudent Deployment of Capital. AerSale's Business Model Has the Flexibility to Pursue Opportunities to Acquire Aircraft & Engine Feedstock and Accretive M&A

Source: AerSale Management.

Note: Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges. Financial forecast excludes the impact of M&A. Due to rounding, numbers presented may not add up precisely to the totals indicated.

<sup>(1)</sup> Operating Cash Flow defined as Pro Forma Adjusted EBITDA less capital expenditures and change in net working capital before acquisition of aircraft and engines (net).

Assumes no redemptions by Monocle's existing public shareholders and \$110 million of undrawn capacity under the ABL.

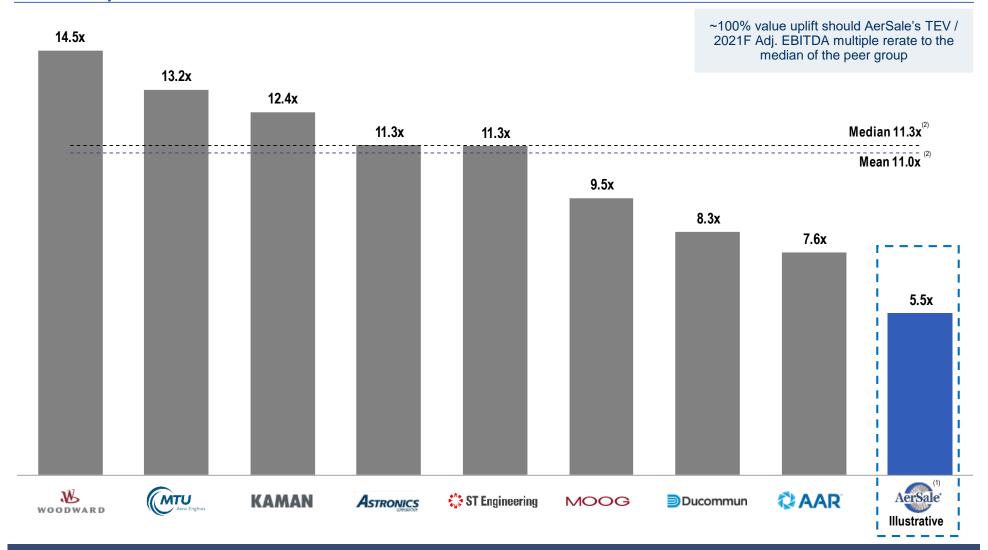
# Monocle and AerSale Joining Forces to Accelerate Growth and Profitability

# **Shareholder Value Creation** Near / Medium - Term Plan **Long-Term Goal Pre-Transaction** Revenue: \$1bn+ Adj. EBITDA: \$250mm+ 2020F Financials: Adj. Revenue: \$197mm Adj. EBITDA: \$42mm **Status Quo AerSale Margin Expansion Organic Growth Multiple Expansion Accretive Acquisitions Margin Expansion Strong Organic Revenue Growth Disciplined Value-Add Acquisitions** Increasing contribution of MRO solutions Accelerating availability of feedstock Adjacent opportunities across different business lines Rollout of higher margin Engineered Solutions - PMA, STCs White space & new service offerings Improving operating leverage Component MRO Increased cross-selling opportunities Pursuing facility consolidation Engineered Solutions Defense and government penetration Improved inventory turns and operational efficiencies Expanded MRO capabilities Defense / government Process optimization (e.g. shared services, Geographic expansion technology investment)

Note: Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges

# AerSale Initial Valuation at Discount to Public Aerospace Peers

### TEV / 2021F Adj. EBITDA



Initial Valuation Relative to Public Aerospace Peers Represents an Attractive Investment Opportunity at a Compelling Valuation

Source: Wall Street research, Company filings, Capital IQ, Bloomberg and AerSale Management.

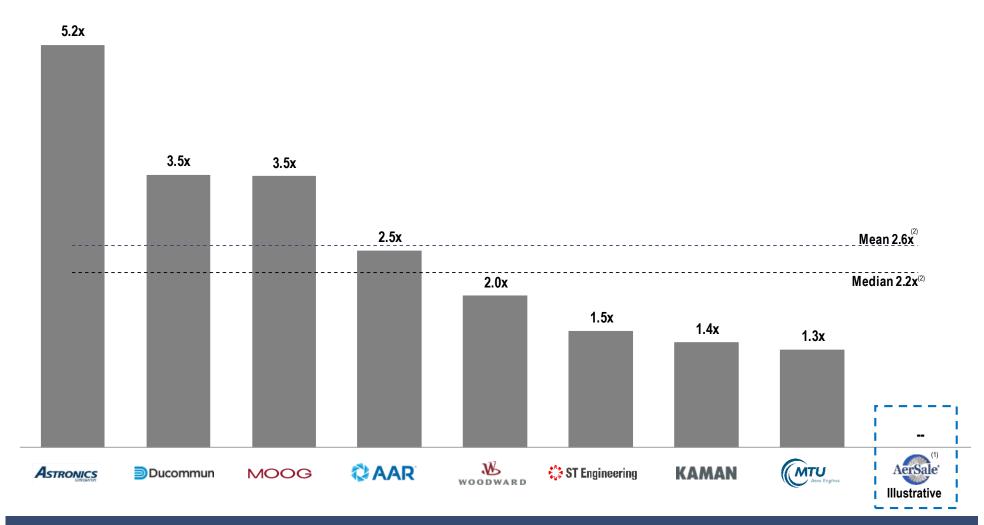
Note: Market data as of September 3, 2020.

Median and Mean exclude AerSale multiple.

<sup>(1)</sup> Assumes no debt outstanding at close, ~\$76 million of cash to AerSale's balance sheet and existing AerSale cash balance at close of ~\$52 million. Assumes a \$10.00 illustrative share price. Adjusted EBITDA includes public company cost assumptions.

# AerSale Will Be Debt-Free at Transaction Close

## Net Debt / 2020F Adj. EBITDA



Optimized Capital Structure and Strong Liquidity Provides Strong Foundation to Accelerate Growth Strategy

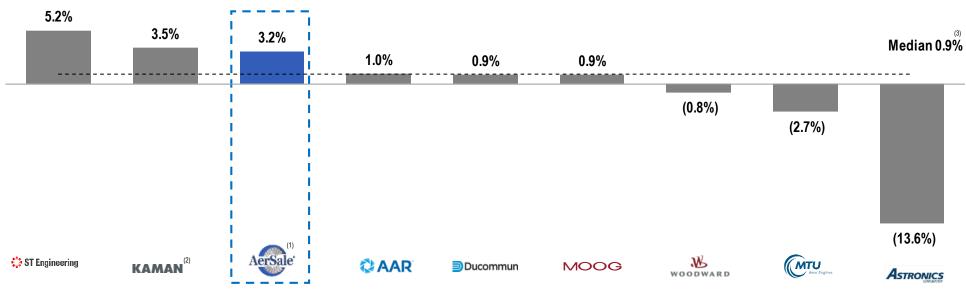
Source: Wall Street research, Company filings, Capital IQ, Bloomberg and AerSale Management.

Note: Market data as of September 3, 2020.
(1) Assumes no debt outstanding at close.

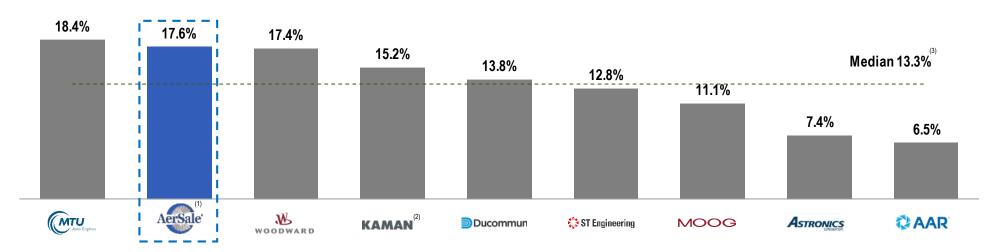
(2) Median and Mean exclude AerSale multiple.

# **Operational Benchmarking**

### 2018A - 2021F Revenue Growth CAGR



# 2021F EBITDA Margin



Source: Wall Street research, Company filings, Capital IQ, Bloomberg and AerSale Management.

Note: Market data as of September 3, 2020.

(3) Median excludes AerSale multiple.

<sup>(1)</sup> Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges.

<sup>2)</sup> Pro forma for sale of distribution segment to Littlejohn.

# Compelling Valuation Relative to Peers

# **Enterprise Value / 2020F EBITDA Multiple**



# **Enterprise Value / 2021F EBITDA Multiple**



Source: Wall Street research, Company filings, Capital IQ, Bloomberg and AerSale Management.

Note: Market data as of September 3, 2020.

Please refer to slide 31 for list of public peers.

<sup>(1)</sup> Assumes Treasury Stock Method for 17.968 million in-the-money public and private placement warrants outstanding, exercisable at \$11.50 per share.

# Transaction Capitalization and Ownership

Illustrative Sources and Uses				
(\$ in millions, except per share data)				
Sources				
Cash Held in Monocle Trust Account <sup>(1)</sup>	\$177.0			
New Equity Issued to Existing AerSale Shareholders	240.9			
Cash on AerSale Balance Sheet <sup>(2)</sup>	52.2			
Total Illustrative Sources	\$470.2			
Uses				
Cash Consideration to Existing AerSale Shareholders (3)	\$76.2			
New Equity Issued to Existing AerSale Shareholders	240.9			
Estimated Transaction Fees & Expenses	25.0			
Cash to AerSale Balance Sheet at Closing <sup>(3)</sup>	128.0			
Total Illustrative Uses	\$470.2			
Total Liquidity Available at Close <sup>(4)</sup>	\$238.0			

Pro Forma Valuation					
Illustrative Monocle Share Price		\$10.00			
Pro Forma Shares Outstanding <sup>(5)</sup>		42.7			
Implied Equity Value		\$427.1			
Pro Forma Net Debt <sup>(6)</sup>	(128.0)				
Total Enterprise Value		\$299.1			
	2020F	2021F			
PF Enterprise Value / PF Adjusted EBITDA	7.2x	5.5x			
PF Net Debt / PF Adjusted EBITDA	NM	NM			

Illustrative Pro Forma Summary of Ownership Post-Close <sup>(1)(7)</sup>					
	Shares	%			
Existing AerSale Shareholders (8)	24.1	56.4%			
Monocle Public Shareholders	17.3	40.4%			

Monocle Sponsor Shareholders<sup>(9)</sup>

Total

1.4
3.2%
42.7
100.0%

Note: The sources and uses of funds presented herein are forward-looking statements and reflect the Company's current plans and expectations regarding financing for the business combination. Pro forma adjusted figures include the run-rate contribution of recent acquisitions, public company cost assumptions, CARES Act contributions and exclude impairment charges. Due to rounding, numbers presented may not add up precisely to the totals indicated.

 <sup>(1)</sup> Cash held in Monocle trust account as of September 30, 2020. Assumes no redemption by Monocle's existing public shareholders. Actual results in connection with the business combination may differ.
 (2) AerSale existing cash balance as of September 30, 2020.

Assumes the first \$50 million of proceeds from trust account are used to pay transaction fees and expenses with the balance distributed to AerSale's balance sheet. Excess proceeds from trust above \$50 million are then split 60% to Selling AerSale Shareholders and 40% to AerSale's balance sheet.

4) Assumes total liquidity available at close includes ~\$76 million of cash to AerSale's balance sheet, existing AerSale cash balance of ~\$52 million, and \$110 million of undrawn capacity under the ABL at close.

<sup>5)</sup> Pro forma share count includes 17.250 million public shares, 0.718 million Monocle private placement shares, 0.647 million Monocle founder common shares, and 24.091 million share issued to AerSale existing shareholders.

<sup>(6)</sup> Assumes no debt outstanding at close, ~\$76 million of cash to AerSale's balance sheet and existing AerSale cash balance at close of ~\$52 million.

<sup>(7)</sup> Excludes earnout considerations to Monocle founder common shares of 0.970 million shares at \$13.50 and 0.970 million shares at \$15.00. Excludes earnout considerations to AerSale existing holders of 1.823 million shares at \$13.50 and 1.823 million shares at \$15.00. Excludes 17.250 million public warrants outstanding, exercisable at \$11.50 per share. Excludes 0.718 million private placement warrants outstanding, exercisable at \$11.50.

<sup>(8)</sup> Includes 24.091 million shares issued to AerSale existing shareholders.

<sup>(9)</sup> Includes 0.718 million Monocle private placement shares and 0.647 million Monocle founder shares.





Section IV
Appendix

# Non-GAAP Consolidated Financial Reconciliation

	FY Ending December 31st,			
(\$ in millions)	2018A	2019A		
Revenue, Net	\$290.7	\$304.2		
A AerLine Divestiture Adjustment	(53.7)			
Adjusted Revenue	\$237.0	\$304.2		
B Normalized Full-Year Avborne Revenue	15.6			
Normalized Full-Year Qwest Revenue	19.0	10.8		
Normalized Full-Year ACT Revenue	7.9	9.9		
Pro Forma Adjusted Revenue	\$279.5	\$324.9		
Reported Net Income / (Loss)	\$48.0	\$15.5		
Add-backs:				
Interest Expense / (Income)	\$2.4	\$3.0		
Depreciation and Amortization	29.8	30.1		
Income Tax Expense / (Benefit)	(3.2)	4.2		
Total Income from Discontinued Operations	(21.3)			
AerLine Divestiture Adjustment	(4.8)			
G Management Fees	0.6	0.6		
H Legal Settlement	(3.0)			
Out-Of-Period Leasing Revenue	(1.6)			
J Inventory Adjustment				
K Equipment Impairment				
One-Time Adjustments and Non-Recurring Items	0.9	3.6		
Adjusted EBITDA	\$47.8	\$56.9		
M Normalized Full-Year Avborne EBITDA	1.1			
Normalized Full-Year Qwest EBITDA	4.2	2.3		
Normalized Full-Year ACT EBITDA	3.2	3.8		
Public Company Costs	(2.8)	(2.8)		
Pro Forma Adjusted EBITDA	\$53.5	\$60.2		

### Commentary

- Reflects discontinued operations of charter airline business sold in 2018
- B Includes pre-acquisition Avborne historical revenue as if acquired in Jan 2018 (acquired Nov 2018)
- C Includes pre-acquisition Qwest historical revenue as if acquired in Jan 2018 (acquired May 2019)
- Includes pre-acquisition ACT historical revenue as if acquired in Jan 2018 (acquired Jan 2020)
- Reflects the results of discontinued operations due to the deconsolidation of AerLine, a variable interest entity consolidated with AerSale from January 1, 2018 to August 31, 2018
- Reflects (i) the capitalized heavy maintenance cost written-off by AerLine as part of the sale of the related asset fleet, recorded in discontinued operations, equal to \$3.2 million, and (ii) the margin generated from the sale of the majority of the asset fleet that AerSale previously leased to AerLine, equal to \$1.6 million
- Reflects management fee paid to LGP for consulting and general management, transactional / financial advisory services
- Reflects adjustment related to successful litigation against an airline
- Reflects collections of rents not recognized due to collection risk, which are related to periods not being presented
- Reflects adjustment related to one-time inventory impairment charge incurred
- Reflects adjustment related to one-time equipment impairment charge incurred
- Reflects items identified as non-recurring or non-operating in nature and normalization of redundant and/or outlier activities including out-of-period leasing revenue, acquisition expense, normalized appraisal expense, transaction expense and others
- M Includes pre-acquisition Avborne historical adjusted EBITDA as if acquired in Jan 2018 (acquired Nov 2018)
- N Includes pre-acquisition Qwest historical adjusted EBITDA as if acquired in Jan 2018 (acquired May 2019)
- Includes pre-acquisition ACT historical adjusted EBITDA as if acquired in Jan 2018 (acquired Jan 2020)
- P Reflects estimated public company related expenses

Source: AerSale Management.

Note: Due to rounding, numbers presented may not add up precisely to the totals indicated.

EV Ending December 31st

# Non-GAAP Consolidated Financial Reconciliation (Cont.)

(\$ in millions)	Q1 2019A	Q2 2019A	YTD Q2 2019A	Q1 2020A	Q2 2020A	YTD Q2 2020A
Revenue, Net	\$52.2	\$63.0	\$115.2	\$55.9	\$46.6	\$102.5
A AerLine Divestiture Adjustment						
Adjusted Revenue	\$52.2	\$63.0	\$115.2	\$55.9	\$46.6	\$102.5
B Normalized Full-Year Avborne Revenue						
C Normalized Full-Year Qwest Revenue	4.8	6.0	10.8			
D Normalized Full-Year ACT Revenue	2.5	3.0	5.4			
Pro Forma Adjusted Revenue	\$59.5	\$71.9	\$131.4	\$55.9	\$46.6	\$102.5
Reported Net Income / (Loss)	\$1.3	\$0.2	\$1.5	\$0.5	(\$7.4)	(\$6.9)
Add-backs:						
Interest Expense / (Income)	\$0.4	\$0.8	\$1.2	\$0.5	\$0.5	\$1.0
Depreciation and Amortization	6.6	6.9	13.5	7.9	6.7	14.6
Income Tax Expense / (Benefit)	0.4	(0.0)	0.4	0.3	(2.2)	(2.0)
Total Income from Discontinued Operations						
F AerLine Divestiture Adjustment						
G Management Fees	0.1	0.1	0.3			
H Legal Settlement						
Out-Of-Period Leasing Revenue						
Inventory Adjustment					12.9	12.9
K Equipment Impairment					3.0	3.0
One-Time Adjustments and Non-Recurring Items	0.3	0.4	0.7	0.1	0.1	0.2
Adjusted EBITDA	\$9.2	\$8.4	\$17.6	\$9.3	\$13.7	\$23.0
Mormalized Full-Year Avborne EBITDA						
Normalized Full-Year Qwest EBITDA	1.0	1.3	2.3			
Normalized Full-Year ACT EBITDA	0.9	1.3	2.2			
Public Company Costs	(0.7)	(0.7)	(1.4)	(0.7)	(0.7)	(1.4)
Pro Forma Adjusted EBITDA	\$10.4	\$10.2	\$20.7	\$8.6	\$13.0	\$21.6

### Commentary

- A Reflects discontinued operations of charter airline business sold in 2018
- B Includes pre-acquisition Avborne historical revenue as if acquired in Jan 2018 (acquired Nov 2018)
- Includes pre-acquisition Qwest historical revenue as if acquired in Jan 2018 (acquired May 2019)
- Includes pre-acquisition ACT historical revenue as if acquired in Jan 2018 (acquired Jan 2020)
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- O Includes pre-acquisition ACT historical adjusted EBITDA as if acquired in Jan 2018 (acquired Jan 2020)
- P Reflects estimated public company related expenses

# Disciplined Acquisition of Targeted Flight Equipment Feedstock

## **AerSale's Formal Feedstock Procurement Process Efficiently Manages Capital**

AerSale assimilates proprietary real-time and historical data from its specialized sales, leasing, air field storage, USM, and MRO business units, including market supply, demand, pricing and return-to-service MRO cost

Comprehensive inter-business unit inspection and valuation data are further verified and refined to produce predictive modeling inputs through proprietary valuation process

Validated modeling inputs are subsequently processed by the Company's **established financial planning & analysis methodologies** to confirm investment decisions

Ultimate investment decision based on profitability of optimized monetizing alternatives

- Deep technical knowledge and market expertise leads to highly informed decisions
- Identification of highest yield products and services across all midtechnology commercial transport category civil and government compatible aircraft platforms
- Identification of all alternative investment exit paths to further minimize financial risk

Rolling 500 – 600 Aircraft and Engines Tracked **Weekly Feedstock Procurement Review Meeting Final Review** Execution **Optimal Business Unit Assignment** 

# Disciplined, Accretive Acquisitions





	l air paris, inc.	
Headquarters	Memphis, TN	Miami, FL
Date of Acquisition	May 2019	January 2020
Business Description	Established supplier of USM to Commercial Operators & Government Agencies	MRO operation focused on: composite flight control surfaces, nacelle & fan / thrust reversers
Key Customers	FecEx. SITS Royal Aero  Vertex  aerospace	EKALITTA AIR  Kellstrom Defense
Strategic Rationale	<ul> <li>Increases capacity &amp; market penetration for USM parts</li> <li>Strengthens supply chain management &amp; efficiency</li> <li>Cross-selling of MRO services to Qwest's customers</li> <li>Opportunity for facilities consolidation</li> <li>Utilizes the same ERP systems as AerSale</li> <li>Attractive valuation</li> </ul>	<ul> <li>Increases scale of TechOps</li> <li>Increases penetration into government programs</li> <li>Creates significant cross-selling opportunities (e.g. landing gear &amp; systems components)</li> <li>Utilizes the same ERP systems as AerSale</li> <li>Ability to double throughput of existing facilities</li> <li>Attractive valuation</li> </ul>
Total Consideration & EV / EBITDA Multiple <sup>(1)</sup>	\$26.1 million   4.6x	\$18.2 million   5.0x
Financial Impact	Immediately Accretive	Immediately Accretive
Sources of Consideration	Internally Generated Cash	Internally Generated Cash