



AVIATION EXECUTIVE SUMMARY TEMPLATE

To assist and guide you through the process how to prepare a Brief Executive Summary that includes specific targeted questions that are required to evaluate the validity of your project and to process and underwrite your loan request. You must answer accurately all questions 100%. Failing to answer all questions with a clear and accurate answer may result in unnecessary delays!!!

Complete only the Portion of this Template that is Applicable to your Project!!!



A: BORROWING ENTITY & PRINCIPALS/COMPANY'S STRUCTURE:

- 01. Full Legal Name of the Borrowing Entity
- 02. Date, State and Country where Incorporated and type of Corporation
- 03. Full Address, Telephone, Fax, E-mail and website (if available)
- 04. Names, Corporate titles and percentage of ownership each of all Company principals
- 05. Does any of the Principals of the borrowing Entity own and/or operate another Company
- 06. Brief 1/3 page CV/Bio Resume of all Company Principals and Executive Management Team limited only to their education, relevant work experience and Memberships to trade Clubs and other Professional Affiliations
- 07. Is this the Parent Company () A Stand Alone Company ()
A Fully owned Subsidiary () Joint Venture Company ()
If a JVC Company or a Fully Owned Subsidiary, please provide with the name of the Parent Company and brief Description of their Background and trade activities including how long in business

B: DESCRIPTION OF YOUR NEW PROJECT:

- 01. Is this a Startup Company () National Carrier () Growth/Expansion ()
Cargo Operator () Charter Operator () Passenger Carrier ()
- 02. Acquisition () Leasing () Dry Lease () Wet Lease ()
New Order to Manufacturer () Pre-Owned/Used Aircraft ()
- 03. Describe Aircraft Brief Particulars: Manufacturer // Model // Year Built
- 04. Complete and detailed Description of your Project including country where the aircraft will Be registered and based
- 05. Describe the Weekly, Monthly and Annual Frequency of Service (Total Flying Time Hours)
- 07. Describe the City pairs you will be flying to
- 08. How Much is the Total Project/Acquisition Cost in USD\$
- 09. How Much will your cash participation be in USD\$
- 10. How Much is the Loan Amount Request in USD\$
- 11. At which point of development you have currently progressed

C: COMPANY STATUS IN THE MARKETPLACE: (For Startup Companies Only)

- 01. Describe the Marketplace you Intent to Compete and Describe your Competition
- 02. Describe the Demand and the Void that Currently Exists in the Marketplace for your Product and/or Services and how you intent to fill this void
- 03. Prepare a Marketing Plan
- 04. Have you prepared a Feasibility Study by an outside firm to assist you evaluate the Marketplace and your potential of Success

05. Prepare a three Year Income & Expenses Operating Statement Financial Projections based on a Cashflow/P&L basis

FOR EXISTING/OPERATING COMPANIES ONLY

E: COMPANY'S HISTORICAL FINANCIALS

01. How much were your Gross Revenues in 2002, 2003, 2004 and Y.T.D. Jan 1 till the end of the most current month 2005
02. What was your EBITDA for 2002, 2003, 2004 and Jan 1 till the end of the most current month 2005
03. How much was your net income before taxes in 2003 and 2004

F: WHAT IS THE COMPANY'S NET WORTH AS PER BALANCE SHEET Y.T.D. IN USD\$

Describe and Itemize all Company assets with their present fair market value in USD\$

To Include the Size of Your Fleet Total Number of Aircraft:

Itemize Aircraft by Manufacturer, Model and Year Built:

Real Estate:

Other Assets Describe:

G: COMPANY'S TOTAL DEBT IN USD\$

Describe in Details and Itemize all Company Debt to include:

- a. Short Term Debt in USD\$
- b. Long Term Debt in USD\$
- c. All Mortgages in USD\$
- d. Trade Debt (Suppliers) in USD\$