



Echo Aviation Leasing

CORPORATE OVERVIEW PRESENTATION



Product & Service Offerings

Echo Aviation Leasing provides financing & leasing solutions, sales and acquisition support and portfolio management & advisory services for the corporate jet, turbo propeller & helicopter markets

Aircraft Financing & Leasing

Arranging aircraft financing & leasing (directly or through syndication partnerships with aviation financiers) for aircraft owners / operators.

Multi-step approach including:

- Structuring of the most appropriate financing transaction based on the client's needs & profile, the aircraft and the prevailing market conditions
- Preparation of a thorough confidential information memorandum analyzing the client's business and financial condition, the aircraft and the transaction
- Solicitation of financing interests & negotiations with our network of potential investors & financiers
- Full corporate and individual credit underwriting and due diligence
- Selection of financier & assistance during the credit approval process
- Review of the legal documentation & supervision of the deal closing process with the financiers, client and their respective attorneys

Aircraft Sales & Acquisition

Provide professional advice to aircraft owners or buyers with regards to:

- Listing and marketing of aircraft for sale
- Aircraft type selection & periodic market reviews based on the client's needs & profile
- Ability to lead the sale & acquisition process, from the issuance of the letter of intent to the pre-purchase negotiations and technical reviews to the deal closing
- Access to a network of brokers, operators and OEMs who are consistently looking for off market aircraft for purchase
- Access to a database with all globally listed aircraft
- Assistance with the selection of a reputable aircraft management company with access to favourable pricing and terms

Portfolio Management & Advisory Services

In the current economic environment, the aviation sector continues to offer great risk-adjusted returns, however with the introduction of more stringent bank regulations, Basel III has fundamentally changed the aircraft finance market. Through its unmatched experience and expertise in aviation finance, Echo is well-qualified to advise lenders, lessors and investors on how to best manage existing portfolios and assist on many of the day-to-day tasks such as:

- Standard account administration & co-investment opportunities
- Aircraft inspections, valuations/appraisals and asset management
- Payment collection
- Negotiation support and consultation
- Aircraft repossession, exit strategies & aircraft liquidation

Management Team - Founding Partners

Echo Aviation Leasing's Management Team are highly respected industry professionals with an extensive network of relationships with key industry stakeholders, financiers/lessors and aircraft operators. Having funded in excess of \$5 billion in aircraft transactions and participated in over 500 trades with respect to aircraft sales and acquisitions, the Team has had tremendous exposure to the insights of market trends.



Tony Bergeron, Co-Founder & Managing Partner

- Business Leader and Co-Founder of Element Aviation Finance
 - Reached milestone of \$2.5B funded and more than 200 aircraft in 4 years
 - Awarded New Financier award at the 2014 International Corporate Jet & Helicopter Conference
- Acquired more than 20 years of commercial banking and equipment finance experience including 14 years with GE Capital Canada
- Served as Senior Vice President, Aircraft Finance Group at GE Capital Canada from 2006 to 2011
 - Doubled the size of GE Capital's Canadian Aircraft portfolio to \$1.5B from 2006 to 2009
- Previously held various strategic positions at GE Capital Canada in the General Aviation, Transportation, Construction and Manufacturing industry segments
- Started his career at the National Bank of Canada, where he worked from 1990 to 1997
- Earned a Bachelor of Arts Degree (Economics) and a MBA from Laval University



Frédéric Larue, Co-Founder & Partner

- Senior-level sales experience in aviation finance & leasing since 2000 at Element Financial Corporation, Roynat Capital and GE Capital Canada
- Senior business origination executive and co-founder of Element Aviation Finance
 - Originated and closed over \$1B in financing and leasing transactions (over \$600M in 2015). No historical delinquency
 - Strong expertise in general aviation led to the development of new markets: cargo aircraft, fractional ownership, and inventory financing
- Managed national vendor finance programs at GE Capital Canada in the Aviation, Transportation & Construction markets
 - Originated and closed over \$90M of average annual volume
- Earned both a BA and a Master degree in Economics from Université de Montréal

Management Team

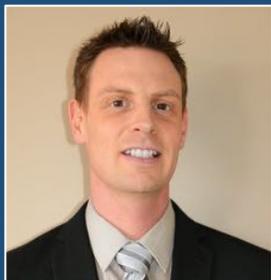


Maxime Gaudreau, Director – Underwriting & Portfolio Management

- Started at Echo Aviation Leasing in 2018 as a Financial Analyst and was promoted to Director of Underwriting & Portfolio Management
- Worked as an Account Executive at TATA Communication, Canada and assisted in the development & growth of the companies top 300 B2B customer accounts primarily in South America
- Began career at National Bank of Canada in Human Resources and assisted with the development of the employee training department
- Currently a Chartered Financial Analyst Level I Candidate
- Earned a Bachelor of Commerce Degree, with a Major in International Business from the John Molson School of Business at Concordia University
- Led the largest undergraduate commerce student association in Canada and managed an annual portfolio of \$2.2m

Zoran Bratuljevic, Senior Vice-President, Aircraft Sales & Acquisition

- Extensive experience in the Aviation Sector including Commercial Operations, Cargo, Fuel, Charters, Aircraft Acquisition and Private Jets
- Started at Echo Aviation Leasing in 2019 as Senior Vice President of Aircraft Sales & Acquisition
- Began at Starline Aviation, Canada in 2005 as General Manager, promoted Vice-President in 2006 and then President and COO in 2012
- Senior Broker for Worldwide Charters in Ontario, Canada
- Director of Sales and Marketing for Sunworld Airlines in 2003 based in Kentucky, US
- Director of Latin America for ICC Canada Air Cargo in 1999 based in Mexico
- Director of Operations for Chile Inter in Chile in 1998



Jarrod Burton, Senior Vice-President, Helicopter & Turbo Propeller Financing

- Started as Senior Vice-President at Echo Aviation Leasing in 2019
- Held Vice-President, Originations positions with Waypoint Leasing & Element Financial Corporation from 2012 to 2019
- Co-founder of Element Aviation Finance along with Tony Bergeron and Frederic Larue
- Began aviation lending career at GE Capital as a Regional Structuring Manager in 2005 and joined the Aviation Finance Team as Senior Aviation Account Manager in 2008
- Originated and closed over \$1B in financing and leasing transactions since 2012 and developed vender finance programs with aircraft manufacturers
- Began commercial lending career with CIBC as a Senior Business Advisor from 2002 to 2005
- Dale Carnegie Leadership Designation from the Dale Carnegie Institute , Level 2 Chartered Business Valuator Candidate & Level 1 Chartered Financial Analyst Candidate
- Earned a Bachelor of Commerce Degree from the University of Victoria & a Financial Management Advisor Designation from the Canadian Securities Institute

Partners' Historical Track Record



1997-2006



- Tony Bergeron & Frederic Larue start with GE Capital Canada Equipment Finance, building expertise in equipment financing through increasing sales and managerial positions
- Promoted to GE Canada's Corporate Aircraft Finance Division, respectively as Group Senior Vice President and Senior Sales Leader (2006)

2006-2011



- Double the size of GE's Canadian aircraft portfolio up to \$1.5B
- Most Profitable Vertical by GE Capital Canada (2007)

2011-2012



- Co-founded Element Aviation Finance, a division of Element Financial Corporation
- Focus on large-ticket aviation finance transactions
- \$240M of new business origination in first year, including credit facilities with Bombardier and CAE

2013



- Closed the acquisition of GE Capital's \$243M helicopter portfolio and consummated fleet transactions with large global operators.
- Announced financing of 100th aircraft under the Element Aviation Finance banner

2014-2015



- New Financier Award from Corporate Jet Investor
- Diversification in cargo aircraft and commercial aircraft engines, new business segments
- Reached milestone of \$1.5B in originations and 200 aircraft (2014) & \$2.5B in originations (2015), including \$1.5B of Bombardier aircraft
- Inception of the Bombardier Program

Partners' Key Performance Highlight

\$2.5B

At Element Aviation Finance, the Partners funded aircraft transactions in excess of \$2.5B

\$1.5B

From fiscal 2013 to 2015, the Partners built a portfolio with a total value greater than \$1.5B

500

Partners participated in excess of 500 aircraft trades with respect to aircraft sales and acquisitions

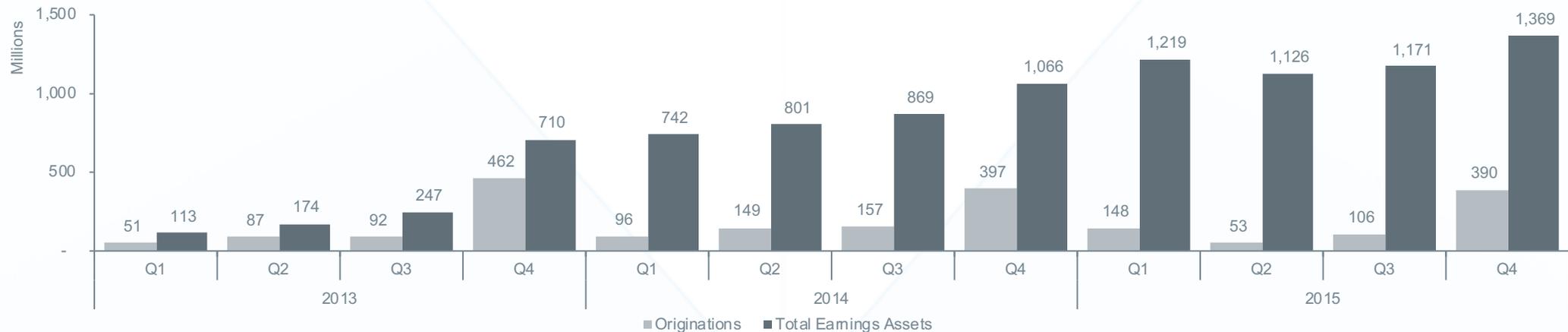
Nil

Effective risk management processes and quality customers have resulted in no historical losses

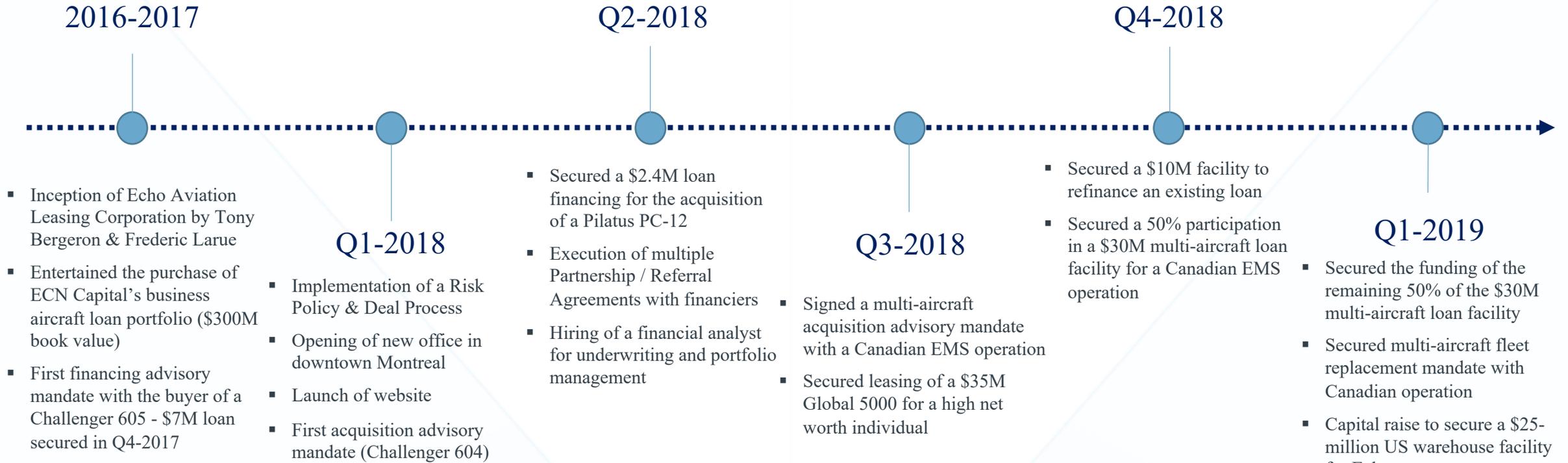
\$800M

Partners, with a strong underwriting performance, capable of originating and underwriting over \$800M per year

Historical Growth (Net of Participations & Syndications)



Company's Key Milestones



Echo is a proud member of:



Recent Transactions



**2 X 2018 Airbus
H145C2e
&
3 X Pre-owned Pilatus
PC-12 NG**



**\$20M Loan Facility
Medevac Operation
Canada**



**2018 Dassault Falcon
2000LXS**

**\$31M Operating Lease
Railroad Operation
Canada**



**2009 Bombardier
Challenger 605**

**\$7.2M Loan Financing
Financial Services
Canada**

**Consulting Mandate
Multi - Helicopter Operator
United States**



Fleet of H225LP Helicopters



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