

The logo for BLU MILES AVIATION SERVICES. It features a stylized blue and white graphic of a wing or tail section to the left of the text. The text "BLU MILES" is in a large, bold, blue sans-serif font, and "AVIATION SERVICES" is in a smaller, blue sans-serif font below it, with a trademark symbol (TM) to the right.

BLU MILES

AVIATION SERVICES™

Business Innovation and Insight
for Aviation and Aerospace



**ADVISORY
SERVICES**

Transactional-based support focused on deal creation,
servicing investors, lessor, and asset management firms.

Trusted Advisor to Aviation & Aerospace

As a catalyst for value creation, Blu Miles Aviation Services provides aerospace clients with an unmatched range of consulting services that optimize operational and financial performance. Whether assisting in asset assessment, acquisition, financing or placement, or working with client teams to enhance business processes, improve revenue generation and increase margins, Blu Miles strives to safe-guard the asset value of the business and its component parts.

Providing In-Depth Analysis, Industry Insights and Strategies-in-Action

We offer a comprehensive suite of services that enable our clients to improve their competitive position in the aviation marketplace. Serving airline operators, manufacturers, MROs, supply chain contributors, investors, lessors and asset management firms with:

- ✓ Fleet Assessments
- ✓ Asset valuation
- ✓ Sales Channel Assessment/ Placement
- ✓ Business Development
- ✓ Corporate/Product Positioning and Brand Management
- ✓ Finance Placement Assistance - Equity and Debt
- ✓ Risk/Threat Assessment and Mitigation
- ✓ Deal Analysis, Negotiation, Due Diligence and Closing

“As experts in aviation industry manufacturing, MRO and airline operations, Blu Miles understands the entire value chain.”



From Engagement to Success at the Speed of Blu

As experts in aviation industry manufacturing, MRO and airline operations, Blu Miles understands the entire value chain. We know well the participants, the forces shaping the industry, the underlying growth metrics, which markets are ascending, which are in decline, where to find the best opportunities and how to seize them. With this in-depth intelligence, we can make rapid assessments, swiftly devise business optimization strategies and implement a program for success in short order. The market moves quickly, and so do we.

Driving Better Performance

Blu Miles is the management consulting firm aviation aftermarket leaders turn to when they want lasting results. Together, we find new value by developing insights to act upon and energizing teams to succeed.

Our in-depth advisory and strategy development services help investors find and acquire assets, and maximize their return on capital, supporting them with:

- ✓ Asset Identification – Finding the Right Asset
- ✓ Asset Acquisition Management – Buying at the Right Value
- ✓ Deal Execution – Following the Right Business Model
- ✓ Value Achievement

We support aviation asset owners in finding qualified buyers to assist in the sale of large assets, delivering a range of services including:

- ✓ Asset Valuation
- ✓ Customer Profiling – Right Package to the Right Buyer
- ✓ Business Modeling – Pre-Screening and Material Packaging
- ✓ Business Development – Expanding Market Reach and Visibility
- ✓ Corporate Positioning – Strategic Communications, Public and Media Relations
- ✓ Acquisition Management
- ✓ Deal Modeling and Agreements Support
- ✓ Logistics Management – Transition of Ownership

Aircraft Lessors and Holding Companies * Individual Investors, Investment Pools and Funds
Regional Airline Operators * Business Jet Owners and Operators * MROs
Original Equipment Manufacturers * Aftermarket Parts Manufacturers and Suppliers

About Us

The Blu Miles team boasts over 60 years of senior management experience in the aerospace and defense industry, including the management and transition of mid-life and end-of-life commercial aircraft assets. Our associates have managed over 40 tear-down programs and built an extensive global network of relationships to manage the end-to-end process of acquiring aviation assets for teardown and redistribution of the material.

Leading by example, Blu Miles' principals have distinguished themselves as thought-leaders and problem-solvers throughout their careers in aviation technology. They have served in strategic leadership roles with some of the aviation industry's most respected manufacturing and logistics companies.

Customers turn to Blu Miles for our experience and expertise to help them:

- ✓ Attract New Capital
- ✓ Enhance Core Capabilities
- ✓ Expand Facilities and Staff
- ✓ Broaden Product Lines
- ✓ Extend Geographic Reach
- ✓ Enter New Vertical Markets Via Acquisition
- ✓ Position Companies for Merger
- ✓ Optimize Business Investment and Returns

Specialists in:



Enterprise Transformation

- ✓ Unlock Value and Create New Opportunities
- ✓ Develop Actionable Intelligence



Mergers & Acquisitions

- ✓ Assess Risks & Threats
- ✓ Identify & Act on Opportunities



Advisory Services

- ✓ Creative Deal Making
- ✓ Serving Investor, Lessor & Asset Management Firms



Modeling & Analytics

- ✓ Effective Transition to Advanced Performance-Based Logistics
- ✓ Build and Deploy Superior Forecasting & Planning, KPI Metrics & More



Inventory & Asset Valuation

- ✓ Optimize & Monetize Investment in Inventory
- ✓ Buying, Selling, Recycling Assets at Max Value



Technology & Test Cell

- ✓ Recommend & Deploy Advanced Technologies
- ✓ Enhance Capabilities for B2B, Supply Chain, Sales Ops & More



Blu Cloud

- ✓ Software as a Service (SAAS)
- ✓ Aviation based solutions



Digital Marketing and Communications

- ✓ Software as a Service (SAAS)
- ✓ Aviation based solutions



Investment Funding

- ✓ Asset Acquisition
- ✓ Capabilities Expansion