

# AerFin: supporting regionals

AerFin is an aftermarket material supply and technical advisory organisation providing end of life solutions to the aviation industry. Auvinash Narayan, Head of Acquisitions and Leasing, and Oliver James, Engine Trading Manager, outline the company's achievements and work in the engine leasing market since the beginning of 2018

## How has 2018 been for AerFin so far?

**AN:** 2018 has been a very strong year for AerFin, both in company performance and regarding the team personally.

Having been named 'Fastest-Growing UK Business' by *The Sunday Times* in 2017, the *Financial Times* newspaper in April announced AerFin as the 'Fastest-Growing Aerospace and Defence Company in Europe', and the 23rd fastest-growing company in Europe overall. This is thanks to our Compound Annual Growth Rate (CAGR) of 234 per cent – an achievement which is testament to the way AerFin continues to successfully meet the needs of the industry, and one which we're very proud of.

In June, meanwhile, our founder and CEO, Bob James, was awarded an OBE in the Queen's Birthday Honours List for services to exports in the aerospace industry. His innovative thinking and influence on the commercial aviation market has been fundamental in the record successes that AerFin has achieved to date, creating hundreds of jobs and attracting millions of dollars of overseas investment.

## How has AerFin's leasing division performed and what are the main challenges you currently face?

**AN:** AerFin's leasing division in this time has gone from strength to strength. The acquisition in May of the entire fleet of 15 Embraer E170-LR aircraft from Saudi Arabian Airlines, including 10 spare CF34-8E engines, tooling and flight support equipment, gave AerFin the largest global stock of inventory outside of the OEM. This has provisioned us with the assets to offer unique leasing service solutions to the regional aircraft market, where we not only have the capability to lease the aircraft but can also support the lessee with our BeyondPool™ component programme, a cost-saving solution of engineering services which we launched with British Airways CityFlyer earlier this year.

**OJ:** We've been very active in the leasing market, focussing predominantly on the CF34-8E engine types, which power the Embraer E170 and E175 series aircraft.

// *Short-term engine leasing has flourished as airlines seek to alleviate the impacts of extended turn-around times*



offering flexible, cost-effective lease options to Embraer operators globally in what is a dynamic market.

## Where do you see future opportunities for AerFin?

**AN:** The E-Jet market holds a lot of opportunities for AerFin and we are in our best shape to continue supporting the regional markets, both in Europe and globally. Our fleet acquisition of E-Jet aircraft from Saudi Arabian Airlines was the first major sign of market fragmentation of the E-Jet product type and has positioned AerFin as a leading E-Jet spares and aftermarket services provider, able to support lessees wholeheartedly, from aircraft through to component supply.

**OJ:** We now see an excellent opportunity to support the regional segment through not only our short-term engine leasing offering, but also through the provision of our E-Jet component support programme, BeyondPool™. This will continue to be a focus for us as we build upon the successes of the programme so far, the most recent of which was a five-year contract with IKAR Airline to support its fleet of seven Embraer E-Jets.

AerFin is evolving very quickly as we focus on anticipating the needs of our global customer base and continuing to offer best value, innovative solutions in the most effective way possible. ■

