

# Acquisition Opportunity

## FAA Part 135 AOC | USA

## Business For Sale

**Robust FAA Part 135 Certificate:** 10-or-more pax on demand and 9-or-fewer commuter authority. **EASA TCO**, and **OpSpecs** that authorize international operations and transoceanic access to North Atlantic (NAT), Pacific (PAC), and WATRS routes. Hence, it is fully qualified to transport passengers anywhere in the world.

**FAA/DOT Commuter Authority:** Unlimited authority for scheduled flights on <10 aircraft, particularly seaplane and large business jet authority and global charter authority

**Aircraft management and charter:** A low risk business model, the clients mostly high net worth individuals or family offices, plus 30-40% retail charter customers.

**Seaplane's scheduled operation** serves the urban mobility market to cut down travel time significantly, making the day trip feasible for busy individuals and corporates.

**Opportunity:** Unique combination of aircraft management, charter and high upside scheduled regional seaplane operations puts company on solid footing, as well as sets stage for further growth. The management business can expand or contract as the market demands and is not high risk. The shuttle business has very strong customer satisfaction, high fare yields, and growing passenger numbers/awareness.

**Documents available:** An Executive Summary, Pitch Deck and certificate will be provided after signing an NDA. Financial Reports, List of Aircraft, and Certificates can be provided after a virtual meeting with the owner. The rest of the information for the Due Diligence Process can be provided by the owner after receiving the LOI.



Brookfield Aviation Finance has evolved to offer services to our clients, including, sale and acquisition of airlines, flight schools, financing and fundraising for airlines, and aviation-related businesses.

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### Company Highlights

**Fleet:** 16 aircraft including 5 jets, 8 turboprops, and 3 seaplanes (under lease/management). And 8 routes.

**Attractive location:** Three strategic offices connecting three major cities in the financial districts in the U.S.

**Team:** Experienced management team, veteran-owned business, motivated by a passion for aviation. 30+ Pilots, 15+ management and office staff, all employed.

USD	2020	2021	2022	Q32023
Turnover	5,801,268	13,019,264	16,833,185	12,454,334
Gross Profit	1,512,343	2,008,914	2,804,084	1,341,297
Gross Profit Margin	26%	15%	17%	11%
Net Income/Loss				
Form Operations(*)	(112,775)	(1,648,247)	(2,365,777)	(1,956,403)

\* Most of the loss is due to the seaplane division, financial figures are breaking down for aircraft management and seaplane business

### Open for Following Transactions

- 1. Capital Round:** Seeking \$5-\$10 Million in surge funding to scale and achieve positive EBITDA on scheduled seaplane operations
- 2. Joint Venture:** Seeking industry partnerships to shore up balance sheet and expand
- 3. Sale for one or both core lines of business:**
  - Aircraft management and Charter
  - Commuter Seaplane Airline **\*\*\*Update\*\*\*LOI received**
- 4. Sell AOC**, which is owned by a separate entity, no debt nor liability.

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