

Acquisition Opportunity

Flight School FAA Part 141 – 142 | Eastern USA

Lucrative, High Growth, Profitable Business

Our client is one of the largest FAR 141/142 flight training schools in the USA offers a comprehensive 360-degree training solution to Airlines, Universities, and Individuals around the world.

The school has an impressive financial performance, with revenue and net profit growing approx. 30% YOY, and offers a solid, lucrative, and high growth business for strategic buyers, who have the financial capacity and expertise to take it to a new high.

Training Programs: From Private Pilot to Airline Transport Pilot (ATP), the school offers comprehensive FAA-approved training courses, including specialized programs like Multi Crew Cooperation (MCC) and Type Ratings for Boeing 737NG and Airbus A320, catering to 360-degree training solution to Airlines, Universities and individuals.

Student accommodation: Plenty of supply. Most of the apartments are leased from another company and subleased to students. Typical setup: 6 students in a 3-bedroom apartment with housekeeping and related expenses.

Competitive Advantages:

- **Comprehensive Training Solutions:** FAA Part 141 and 142 certifications enable the school to offer a 360-degree training approach, from initial flight training to advanced type ratings like B737NG and A320
- **Strategic Partnerships:** Collaborations with 4 major US universities and leading airlines provide direct pathways to employment for our graduates, enhancing their career prospects, whilst ensuring stability and growth potential for the school.
- **Unique Revenue Model:** 70% revenue from Part 141 & 30% revenue from Part 142. The school is focused on adding value by offering high-end-inclusive training packages to its students at a premium price. Achieve great profit margin, while lower operating cost.
- **Maintenance:** All day-to-day maintenance is conducted in-house, enables the school to have control over its operational needs.
- **Self-Examining Authority** under FAA Part 141, allowing for streamlined licensing processes and enhanced student satisfaction.

Documents available: Information memorandum (IM)+ Financial statement Y2021-2023, YTD April 2024

Confidential matter: This acquisition is under a strictly confidential agreement. Buyers wanting to access the confidential documents will be subject to Brookfield's due diligence to verify your financial capacity and synergy, thereafter subject to the seller's approval prior to processing the NDA.

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

Standardized Fleet of 21 well-maintained and equipped aircraft: C172 x 10 | C150 X 5 | C152 x 4 | PA34-200T x 2; 1 Redbird AATD & 2 B737NG Simulators.

Expansion Plans : (1) For 2024, expect to add 3-4 new airplanes. That however does not meet the demand expectations. (2) The approved project for a new 16,000 sq ft facility by Q4 2025 and plans to expand the fleet to accommodate over 350 students by 2028. (3) Digital Marketing: Leveraging a robust digital marketing strategy to attract both domestic and international students.

Current student enrolment: Part 141 150 per year, Part 142 on average 40 per month. Passing Rates over 90% due to self-examining capabilities.

Management team: Apart from the owners, there is a solid management team and succession in place including a General Manager, Chief Flight Instructor, Director of Maintenance, Director of Sales, and more, offer a seamless transition for the post-acquisition.

Instructors: 30 full-time employed instructors expect to increase to 40 by end of this year.

Summary Financial Review

Year	2024 (EST)	2023	2022	2021
Revenue	\$ 10,355,160	\$ 8,171,027	\$ 4,518,605	\$ 3,024,436
Revenue growth rate		27%	81%	49%
Net income	\$ 3,000,000	\$ 2,243,552	\$ 543,829	\$ 590,848
Net income growth rate		34%	313%	-8%
EBITDA	\$ 3,000,000	\$ 2,902,942	\$ 730,246	\$ 810,517
Cash + bank account	\$ 1,786,039	\$ 987,496	\$ 614,379	\$ 380,453
Total Assets	\$ 2,408,886	\$ 2,818,609	\$ 1,632,049	\$ 956,086
Working Capital	\$ 1,959,313	\$ 1,184,201	\$ 695,171	\$ 281,394

Note: There was a significant spike between 2022 and 2023 due to Part 142 approval and launching its inclusive premium training program offer a high profit margin, whilst reduce operational cost.

Growth rate (approx.): Part 141 grows steady at 30%, while Part 142 growing fast at 70% YOY.

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