

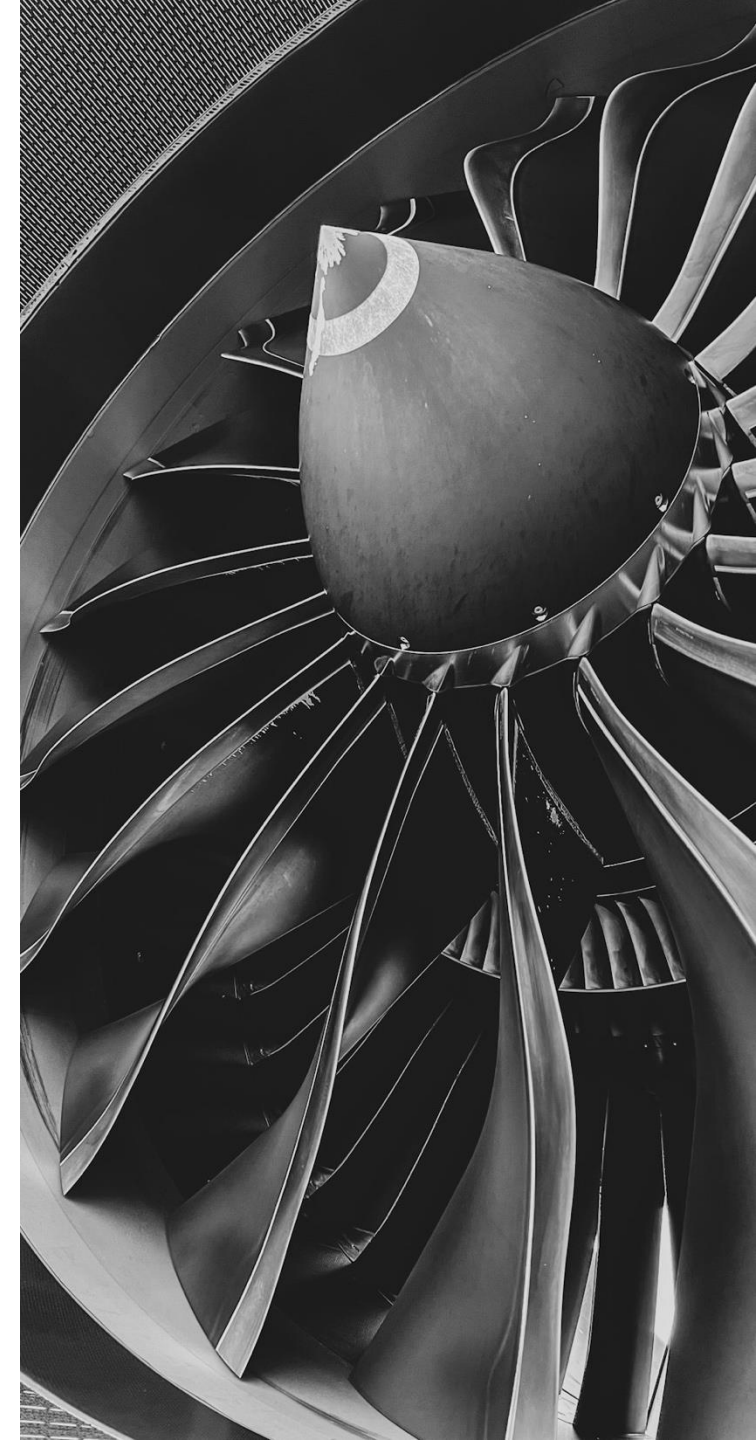
About Us

Nihal Aero Capital Pte Ltd (NIHAL) is a company incorporated with a vision to meet our customers' (OEMs, Airlines, MROs located globally) needs by providing them sourcing, competitive pricing, on-time shipping and delivery solutions for aircraft parts in the aerospace industry. Many airlines are incorporating USM into their maintenance plans to drive down costs. With the increasing availability of Used Serviceable Materials (USM) in the parts market, it is an option that makes business sense without jeopardizing safety or quality.

We aim to firmly establish ourselves as a key global USM and aircraft parts trader. We will form a dedicated team of specialists that has a strong passion to deliver services tailored to the specific needs of every individual client. At the start, our key customers and targeted markets from OEMs, Airlines, MROs located globally. These markets are under-served in terms of the USM parts distribution and NIHAL sees this as a perfect opportunity to build a scalable business to capture this sweet spot in the market.



**Achieved ASA-100 Accreditation
& FAA AC 00-56 compliance**



Our Vision

Dare to dream, to go against all odds. We have a can-do mindset and we believe with the right mindset and perseverance, we can achieve our goals

Nihal is a Sanskrit word that represents Prosperity, Joy and to be fearless and passionate about the company vision and goals



OUR VISION

Our vision is to be a leading multi-faceted company in the Asia Pacific and Middle East Region providing tailor made solutions for USM and fleet leasing requirements.



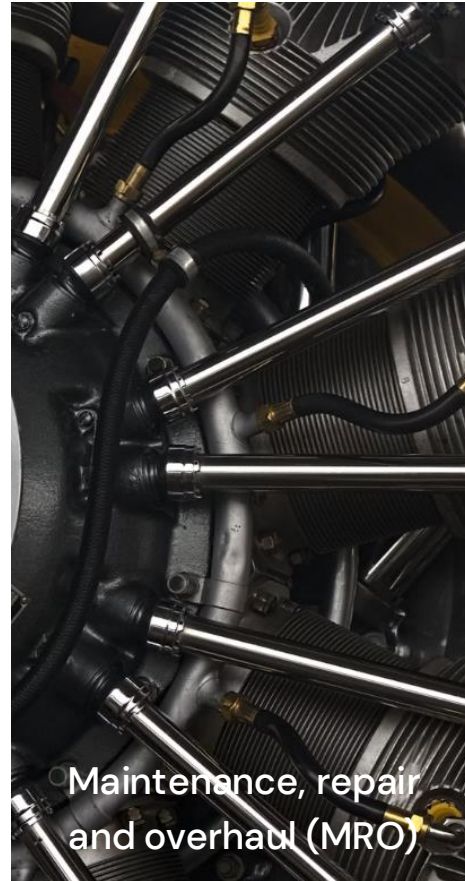
OUR MISSION

To provide excellent outstanding service. Delivering results on time every time.

Target Market



Airlines



Maintenance, repair and overhaul (MRO)



Original Equipment Manufacturer (OEM)

The Opportunity



The Problem

Shortage of Used Serviceable Materials (USM) in the **Asia Pacific and Middle East region** for both airframe and engines. There is also a **shortage** of engines available for lease.



Our Solution

Acquire end of life airframe and engines for purchase and disassemble and parts recertification and reselling to the airlines in the region. Purchase used engines for sales and leaseback deals with airlines. To provide short term leasing of engines to airlines.



Our Advantage

Nihal Aero Capital would be the first Singapore based SME to focus on USM supply to airlines in the region through acquisition of parts, airframes and Engines. Most of the big players have their main customer base in America and Europe and good support is lacking in the region.

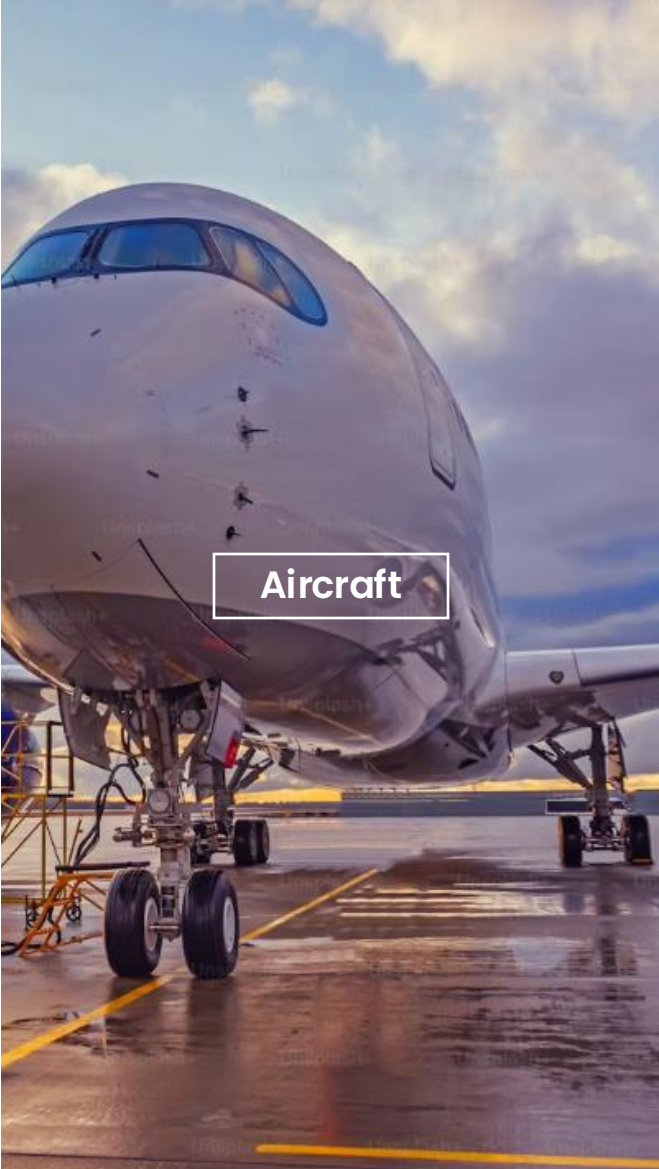
Products

Embarking on a strategic journey, Nihal Aero Capital lays the groundwork, prioritizing USM parts before advancing to engines and aircraft

Phase 1
Parts

Phase 2
Engine

Phase 3
Aircraft



Services

It is critical that every airplane part is legal, certified, and traceable 100 percent of the time

SUPPLIER / BUYER IDENTIFICATION

Ensure legal, certified, traceable aircraft parts sourcing with rigorous supplier/buyer identification protocols for 100% compliance and transparency

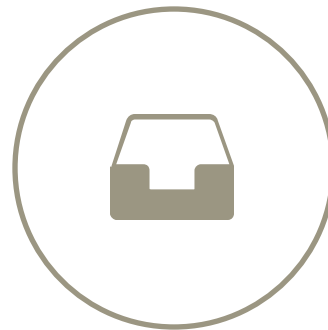


CONSULTING

Offers expert consulting services for purchasing, contracting, and market advisory, ensuring strategic decisions and optimized outcomes for clients

DOCUMENTATION

Ensures seamless documentation, covering custom requirements, certificates, re-certifications, licenses, taxes, and fees, tailored to your needs



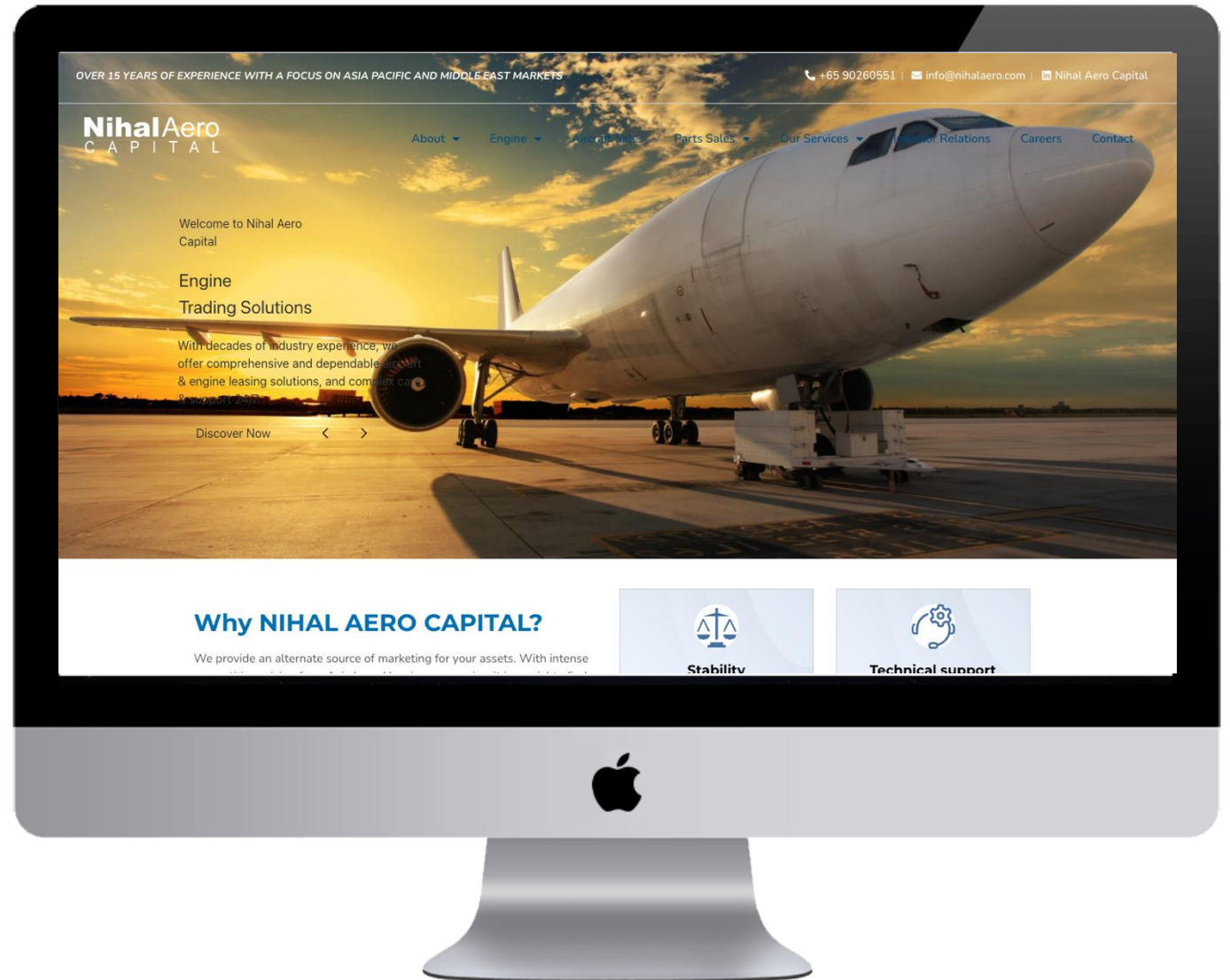
LOGISTICS SOLUTION

Comprehensive logistics solutions: From shipping to import/export procedures and trade financing, we ensure seamless operations for your business

B2B Online Marketplace

At a later phase, we will launch our digital platform that will streamline transactions, improve market accessibility, and increase efficiency for both buyers and sellers.

By leveraging technology, the marketplace will offer real-time inventory updates, transparent pricing, and secure payment processing, facilitating smoother operations and faster decision-making.



Business Growth Plan & Timeline



Year 1
onwards

USM Parts Trading

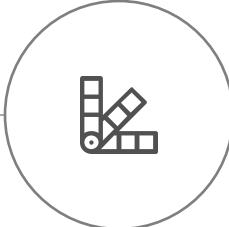
To provide USM support (on both JIT and Surplus Consignment basis) to over 50 airlines and MROs in the APAC and Middle East region within 3 years



Year 3
onwards

Engine Leasing, Trading & Brokerage

To provide engine leasing and trading services, growing to an asset portfolio of USD 50 million by Year 5.



Year 4
onwards

Asset Acquisition w Airlines

Procurement of assets for part outs to support our USM availability via purchases, leasing and trading



Year 5
onwards

Aircraft Leasing, Trading & Brokerage

To provide Aircraft trading and leasing services working with capital partners on structuring finance for aircraft acquisitions

Global USM Market Size



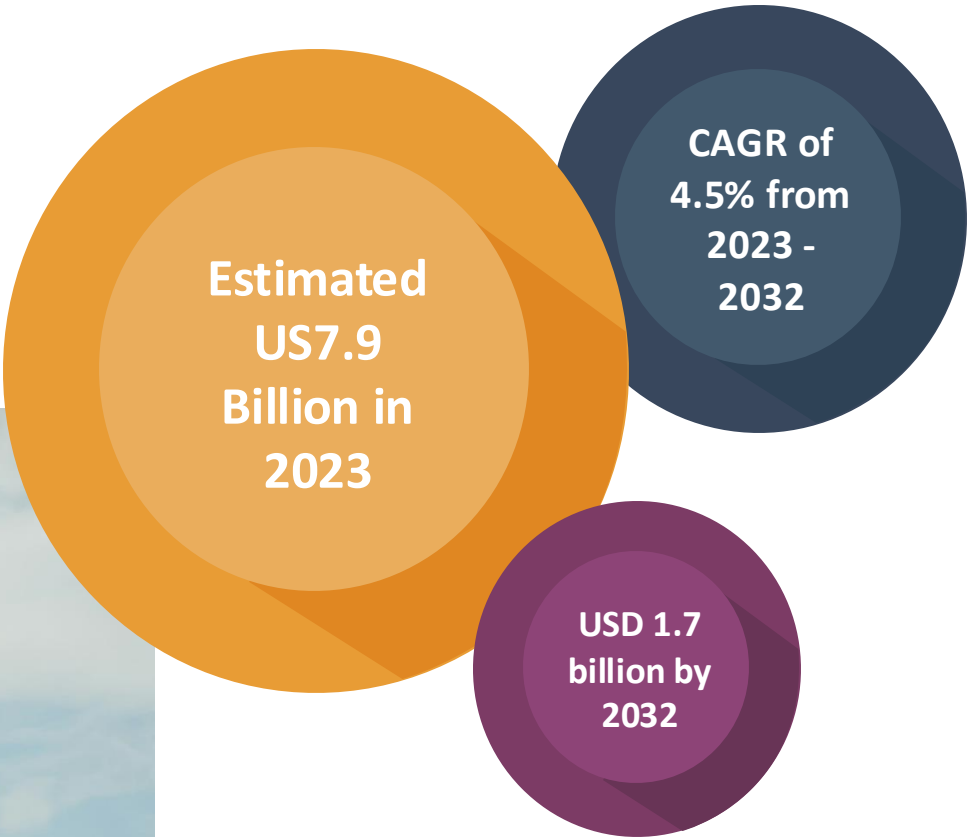
Drivers of Growth

The rise in the number of air passengers will propel the air transport USM market. global passenger traffic in 2024 is predicted to surpass the 2019 level for the first time since COVID-19, reaching 9.7 billion passengers or 106% of the 2019 level (12% YoY growth rate)



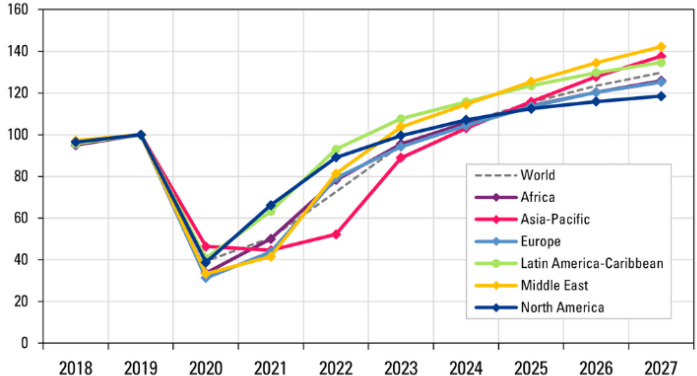
Competitive Analysis

The major global competitors for USM are Vas Aero Services, Avtrade, Eirtrade Aviation, AJW Group, Aerfin, Aercap Materials, with their headquarters in USA and Europe. Asia-Pacific was the largest region in the air transport USM market in 2023, and is expected to be the fastest-growing region in the global air transport USM market during the forecast period. This presents an excellent opportunity for NIHAL to create a strong footprint in the underserved Asia Pacific markets.



source: gminsights

Medium-term passenger traffic forecast by regions (indexed, 2019 = 100)



source: ACI

Go To Market Strategy



Key Account Management

Recruiting seasoned sales personnel with entrenched roots and sterling rapport within the aviation trade landscape of target markets.



Direct Selling

Direct sales force approach buyers and procurement heads directly. Personalized selling will be instrumental in accessing pivotal stakeholders within organizations.



Digital Branding and Marketing

Invest and utilize SEO / SEM practices to advertise and will maintain our profiles on online directories, listing and other search engines results to generate leads.



Industrial Marketing Campaigns

Participate in trade channels, events and relevant trade associations and agencies, utilize PR and Communications to raise awareness.