



Intelligently Defining Aviation

BRINGING INNOVATION TO THE MARKET WITH GLOBAL EXPANSION

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OUR SERVICES

Parts Sales & Acquisitions



Supply Chain Management



Fleet Solutions



Leasing



MRO



Financial Services



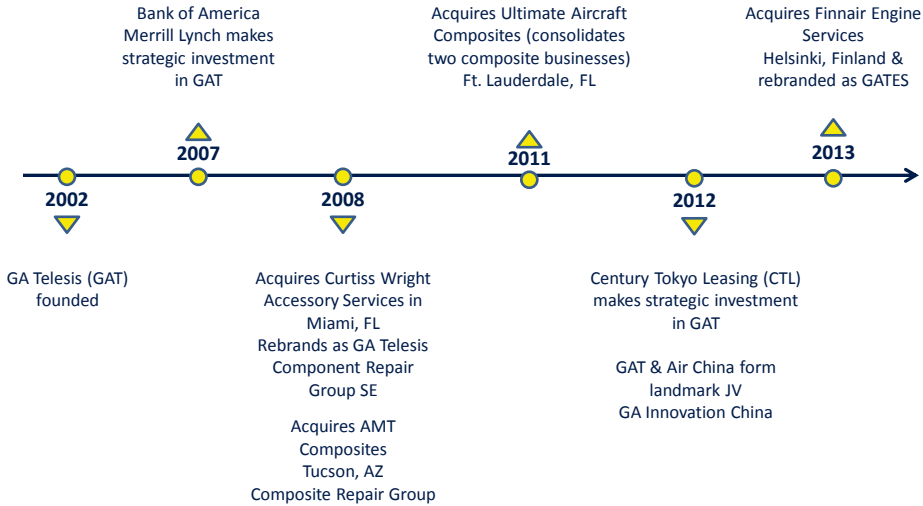
Gov't & Defense



Comprehensive Support Capabilities



COMPANY OVERVIEW - TIMELINE



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VALUE PROPOSITION FOR OUR CUSTOMERS



Saving Airlines Millions



- Facilitated over \$200 million in cost savings to customers through reduced catalog pricing, fleet mgmt programs and first in class AOG response



Massive Global Inventory



- Sales and distribution facilities strategically positioned around the globe to provide rapid and cost optimized solutions



Maintenance Repair Operations



- Comprehensive one-stop solution for the airline industry.
- Provide substantial savings by keeping units on wing longer



Financial Intellect



- Provide unique, asset-focused financial solutions and investing opportunities to a wide range of customers



Practicing Social Responsibility



- Life cycle analysis to maximize green time and extend useful life of an asset
- Recycling 12.5 million pounds of scrapped metal



SUPPLY CHAIN SOLUTIONS



- **Rapid Solutions**
- **Experienced Team**
- **Access to Billions in Inventory**
- **Deliver Quality Service**
- **Your “Choice” Partner**



Complete Supply Chain Management

- Inventory forecasting
- Parts replenishment
- Procurement, stocking, & assurance
- Repair vendor management
- Material consignments



Component Support & FHR Programs

- Purchase and leaseback of inventory
- Initial provisioning and inventory lease & exchange programs
- FHR programs to support the R & O of and airline or MRO
- Dedicated or shared inventory pools

Surplus Inventory Consignments

- Designed to help customers monetize assets while reducing customer warehousing, over-site and tracking of non-essential material



COMPREHENSIVE COMPONENT SUPPORT



Turbine Engine Group (TEG)

- Engine Parts Redistribution
- Inventory Management & Consignment
- Scrap Replacement Programs
- Just-in-Time Delivery Programs
- Repair & Exchange Programs
- Onsite Warehouse & Supply Chain Management Programs
- Inventory Leases & Scheduled delivery programs
- CFMI, GE, Honeywell, IAE, Pratt & Whitney and Rolls-Royce Engines

Aircraft Systems Group (ASG)

- Supplying replacement airframe parts and inventory management services (Airbus, Boeing, Bombardier, Douglas, Embraer)
- One of the world's most comprehensive component listings
- Highest level of quality airworthiness and traceability documentation
- GA Telesis assigns all warranties delivery programs



Consumable & Expendable Group

- Scrap Replacement
- Inventory Management Programs
- Purchase of Customer Surplus Material
- Consignment of Customer Surplus Material
- C&E Parts Redistribution
- Package Support Programs
- Provisioning Programs On-Site



MRO – BUSINESS UNITS

Composite Repair Group



Fort Lauderdale / Miami
58,000 Sq. Ft.

Component Repair Group



Fort Lauderdale
65,000 Sq. Ft.

Engines Services



Helsinki
118,403 Sq. Ft.



COMPOSITE REPAIR GROUP



- FAA/EASA Repair Station: UL6R925Y
- Core Capabilities:
 - Thrust Reversers
 - Nose Inlet Cowl
 - Core Cowl
 - Exhaust Cowl
 - Structures
 - Flight Control Surfaces
 - DER Repairs
- Thrust Reverser & Inlet Rotable Inventory
 - CFM56-3
 - CFM56-5A
 - CFM56-5B
 - CF34
 - V2500-A1
 - V2500-A5
 - CF6-80A
 - CF6-80C
 - CF6-80E
 - PW2000
 - PW4000



COMPONENT REPAIR GROUP SOUTHEAST



2010, 2011 & 2012
Boeing Gold Performance
Excellence Award

- FAA Repair Station
- TR2R197L
- Engine & APU Accessory
- Capabilities
 - ATA 24 – Electrical Power
 - IDG's
 - CSD's
 - Generators & GCU's
 - ATA 49 – APU
 - Starters
 - Actuators
 - Valves
 - ATA 78 – Engine Exhaust
 - Thrust Reverser Actuators
 - Center Drive Units
 - ATA 80 – Engine Starting
 - Start Valves
 - Starters

- Hydraulic Capabilities
 - ATA 29 – Hydraulic Power
 - Engine Driven Pumps
 - Power Transfer / Drive Units
 - Motor Pumps
 - ATA 27 – Flight Controls
 - Actuators & Servos
 - ATA 32 – Landing Gear
 - Retract / Steering Actuators
- Pneumatic Capabilities
 - ATA 21 – Air Conditioning
 - Air Cycle Machines
 - Cabin Pressure Controllers
 - ATA 27 – Flight Controls
 - Leading Edge PDU's
 - Actuation
 - ATA 36 – Pneumatics
 - Various Valves
 - ATA 49 – APU
 - Various Valves & Actuators

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GA TELESIS ENGINE SERVICES - HELSINKI



Offer more services to your customers in regions where they need it.

- Our target was to support Eastern Europe

- Full overhaul capabilities for
 - GE CF6-80C2 Family
 - CFM56-5B
 - CFM56-5C
 - PW2000
- 2012 Production ~ 83 Engines
- 100,000lb modern integrated test cell
- Extensive back shop support

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GOVERNMENT & DEFENSE

- Nose-to tail-support covering inventory programs and ground support, security products, surveillance products and more
- **Aircraft Supported**
 - KC-135
 - C-130 (T-56)
 - CH-47
 - F-16
 - P-3
- Technical support solutions and experience covering military and commercial inventories, consulting and partnering that are program designed

ITAR/Dual Use

Controlled Inventory

C&E

Repair Capes

Parts Sales

DDTC License for Foreign Sales

Strategic partner for supporting your mission

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WORLD'S GREATEST PART-OUT EXPERIENCE

A300-600



B737-300/400/500



B777-200



A310-300



B747-300



MD82/83



A320/A321-200



B747-400



CRJ-100/200



A340-200/300



B757-200



B767-200/300



No other company has disassembled a more comprehensive portfolio of commercial aircraft and engine models

**200 Commercial Aircraft
500+ Jet Engines**

 **GLOBAL NETWORK EXPANSION**

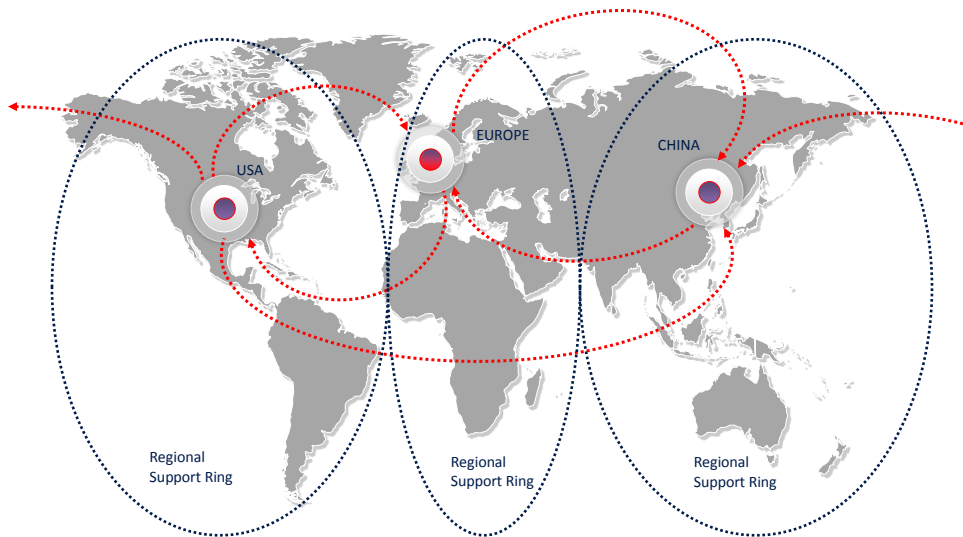


The only independent aftermarket provider to have full scale part-out and distribution capabilities on three continents

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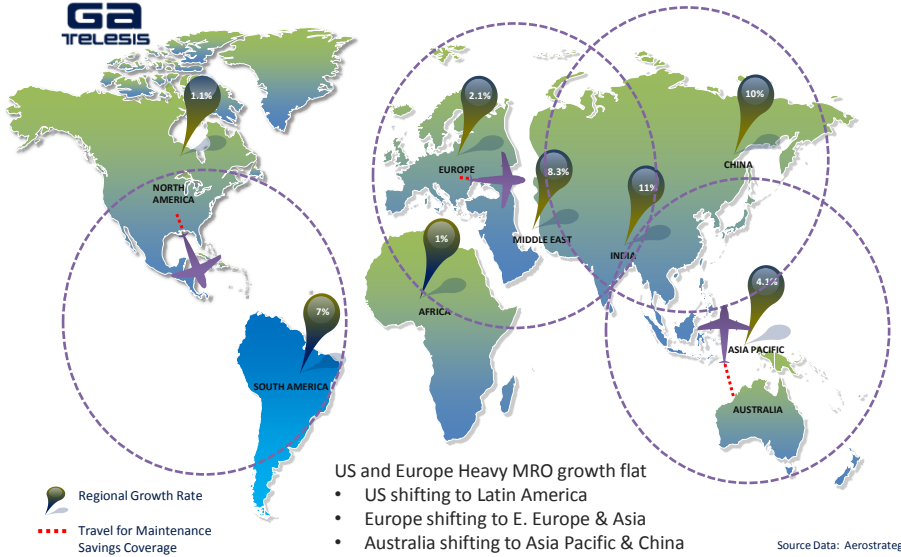
 **GA TELESIS IS THE ONLY COMPANY WITH AN INVENTORY NETWORK ON THREE CONTINENTS**

EXPAND TO COVER THE MARKET NEEDS





GROWTH – GREATEST IN CHINA, SO. AMERICA, INDIA & MID-EAST



THE EXPANSION PLAN SHOULD FOLLOW THE BUSINESS



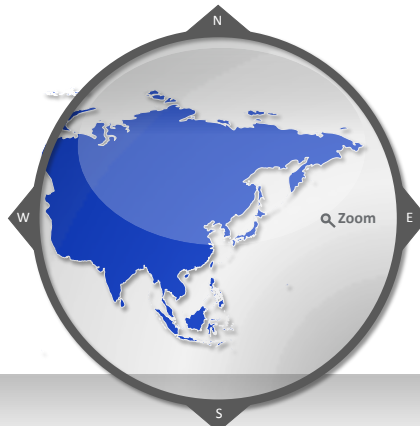
EASTERN EUROPE, INDIA, CHINA

E. EUROPE, INDIA MARKET POSITION

- Many new airlines emerging and growing in Eastern Europe and India
- No built-in support structure for surplus support
- Asian and Indian airlines have no mechanism for dealing with aging aircraft retirements other than sale to the market
- Large legacy carriers are forced to sell aircraft in a soft market

CHINA MARKET POSITION

- China is the 2nd largest aviation market in the world and is forecast to be the leader in the coming years
- GA Innovation China is the solution that the world is waiting for and we plan to seize this opportunity
- We are not a western company doing business in China, we are a Chinese company using western methodologies to capture a new market
- This business will not focus solely on China but rather the whole Asian market





MIDDLE EAST AFRICA



MIDDLE EAST AFRICA

- Many new airlines emerging and growing in THE Middle East & Africa
- Legacy carriers are not able to keep up with the pace so new carriers taking up capacity
- No built-in support structure for surplus parts support – just a lot of small players
- MENA airlines have no mechanism for dealing with aging aircraft retirements other than sale to the market
- Large legacy carriers are forced to sell aircraft in a soft market



LATIN AMERICA



LATIN AMERICA MARKET POSITION

- Major airline growth in Central and South America
- Legacy carriers are not able to keep up with the pace, so new carriers taking up capacity
- No built-in support structure for surplus support
- Long term more maintenance opportunities in the region due to low labor cost
- Huge opportunity to serve N. America and S. America with MRO from within





GA INNOVATION CHINA (BEIJING JI-AN)



- GA Telesis & Air China formed world's largest China-based integrated commercial aerospace services provider.
- Will introduce a full-scale aircraft disassembly and redistribution business covering the entire Asian market
- Will provide financial solutions for airlines in China and Asia that have an increasing need for fleet decommissioning activities.
- Provides top-quality used-serviceable components to the Asian market



IDENTIFYING THE RIGHT PARTNER



- Prestigious partnerships are important
- Similar philosophies and views of the market
- Same motivations for doing the business
- This Joint Venture will bring creative ideas, new ways in doing business, innovative concepts that allow airlines in the Asia Pacific region better cost savings and maximization of their asset values





UNDERSTANDING THE BUSINESS ENVIRONMENT

New Ventures in Finland & China

- Establish relationship with local government from inception
- Two-way communication
 - Exploring tax and customs rules and regulations
 - Building new systems and procedures related to our business
 - Understand regulatory approvals
 - Documenting all new processes for regulatory acceptance and approvals
- Respect the culture
 - Locally hired employees to uphold traditions
 - Hands on approach in training employees to work with our business culture, but within their cultural bounds
 - Understand that we might have to change to accommodate the foreign culture
 - Don't try to do business American style if the host country is not ready for it



INNOVATION CHINA
北京集安航空资产管理有限公司

Your job is in the sky – Our job is to keep you there

www.gatelesis.com

Thank You !

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