



Volantis Asset Finance

Customized Asset Finance and Management Solutions



Our Integrated Asset Model

Volantis Asset Finance (VAF) operates as a unified asset partner. For assets financed and leased by VAF, we deploy capital, hold the asset on VAF's balance sheet, and provide lease structures aligned to operational cash flows, asset life, and risk profile—ensuring capital efficiency and balance-sheet flexibility.

For client-owned assets, we deliver execution-focused advisory across utilization, lifecycle optimization, and redeployment, including own-versus-lease assessments. Across both ownership structures, we apply the same lifecycle discipline—procurement standards, management and maintenance oversight, insurance alignment, and performance monitoring—to maximize performance, preserve value, and reduce operational and financial risk.

Maximize performance

Preserve value

Reduce risk



Core Value Proposition

Three connected pillars that guide how VAF delivers outcomes across the asset lifecycle.



Maximize Performance

- Optimize utilization and uptime across diverse asset fleets.
- Deploy assets aligned to specific operational needs and cash flows.
- Leverage live operating data to enhance asset productivity.
- Minimize downtime through proactive management frameworks.
- Implement strategic leasing structures matching revenue generation.
- Execute continuous lifecycle optimization for maximum efficiency.



Preserve Value

- Implement strict lifecycle discipline and technical oversight.
- Enforce rigorous maintenance standards and service protocols.
- Protect asset reliability and maximize residual values at exit.
- Reduce unexpected repair costs through proactive care.
- Conduct strategic supplier selection to ensure asset quality.
- Drive data-led decisions on retention, refinancing, or replacement.

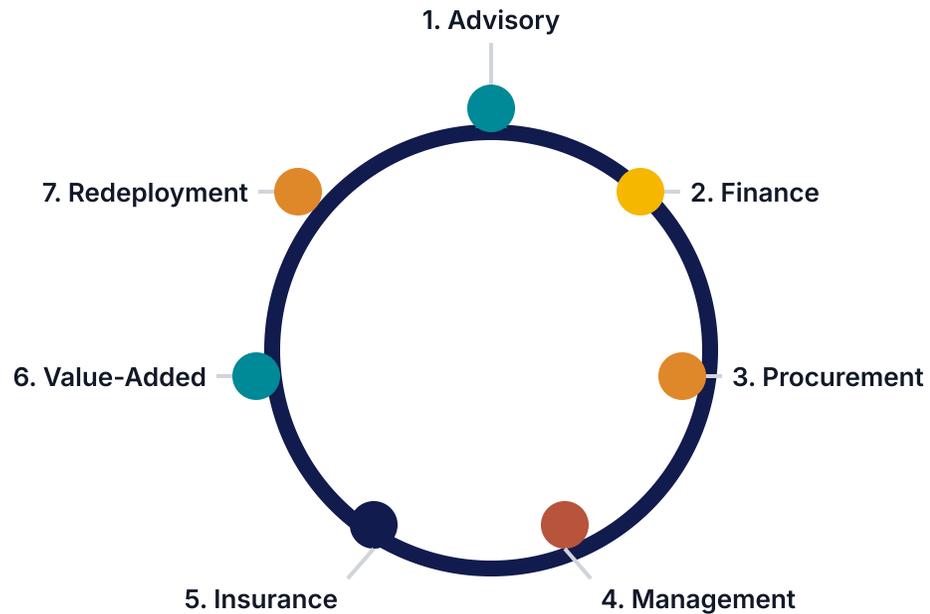


Reduce Risk

- Align financing structures to specific asset risk profiles.
- Ensure comprehensive governance and regulatory compliance.
- Monitor performance to mitigate operational exposure.
- Secure continuity with structured insurance integration.
- Tailor insurance coverage to specific operating environments.
- Deploy integrated framework for total financial security.

Full Asset Lifecycle Framework

Clockwise, from Advisory to Redeployment — a unified approach ensuring reliability, value preservation, and risk control.



Asset journey (clockwise):

- 1. Advisory
- 2. Finance
- 3. Procurement
- 4. Management & Maintenance
- 5. Insurance
- 6. Value-Added Services
- 7. Redeployment / Refinance

Unified standards across each stage ensure:

- Reliability and uptime
- Cost control and value preservation
- Risk mitigation across financing and operations

Advisory → Finance → Procurement → Management → Insurance → Value-Added Services → Redeployment

Asset & Asset Advisory

Two execution tracks tailored to ownership: VAF-owned and Client-owned assets—each guided by lifecycle discipline, performance data, and capital efficiency.

● VAF-owned assets

Method: VAF originates, finances, and owns the asset; we deploy data-driven utilization and maintenance playbooks and align lease terms to operating cash flows and risk.

Advisory focus: Optimal deployment, utilization targets, and lifecycle cost control, informed by direct ownership in live operating environments.

Benefits: Capital-efficient access to assets, predictable cost of use, uptime protection, and disciplined residual value management.

Outcomes: Higher utilization and reliability, smoother cash flow alignment, and improved return on assets over the lease term.

● Client-owned assets

Method: Independent, execution-focused advisory—utilization diagnostics, lifecycle planning, and performance monitoring across mixed fleets.

Advisory focus: Redeployment strategies, maintenance standards, and own-vs-lease assessments with clear decision criteria and timing.

Benefits: Unlocks latent capacity, reduces downtime and total cost of ownership, and clarifies capital allocation choices.

Outcomes: Informed decisions to retain, refinance, replace, or augment assets—often enabling capital release while preserving operational control.

Asset Finance Solutions

Two financing tracks aligned to ownership: VAF assets and Client-owned assets—each structured to improve capital efficiency, protect reliability, and drive long-term value.

● VAF assets (leased to client)

- **Structure:** VAF deploys capital to procure the asset and holds it on VAF's balance sheet; the client accesses the asset under a tailored lease.
- **Alignment:** Lease tenor and payments are matched to operating cash flows, asset life, and risk profile to smooth cost of use.
- **Protection:** Lifecycle standards and maintenance oversight safeguard uptime and residual value throughout the lease term.
- **Benefits:** Capital-efficient access, predictable total cost of use, and simplified procurement and management.

Outcome: Higher utilization and reliability with cash flows aligned to operations, supporting long-term value retention.

● Client-owned assets

- **Structure:** VAF structures sale-and-leaseback or refinancing to release capital tied up in existing assets.
- **Control:** Clients retain operational control and asset availability while optimizing their capital position.
- **Alignment:** Financing terms are tailored to asset performance, useful life, and operating needs to avoid funding mismatches.
- **Benefits:** Improves balance-sheet flexibility, supports reinvestment, and clarifies own-versus-lease decisions.

Outcome: Liquidity unlocked while preserving operations, enabling disciplined capital deployment and long-term value creation.

Asset Procurement

Aligned selection and sourcing that protect reliability, performance, and residual value across the asset lifecycle.

● VAF-owned assets

- End-to-end procurement executed by VAF (RFI/RFP, vendor due diligence, contracting).
- Supplier criteria: proven performance, warranty strength, service coverage, financial stability.
- Technical specs co-defined with clients; include compliance, safety, interoperability, FAT/SAT.
- Commercial terms aligned to lease tenor and utilization (delivery, spares, SLAs, uptime KPIs).
- Value retention via standardized configs, upgrade paths, and residual value protections.

● Client-owned assets

- Advisory + execution support: sourcing strategy, RFP packs, weighted evaluation matrices.
- Optimize total cost of ownership: pricing, maintenance, energy/consumables, logistics.
- Negotiate terms: warranties, SLAs, spares availability, penalty/bonus mechanisms.
- Apply lifecycle discipline: standardization, documentation, change control to preserve value.
- Governance: vendor onboarding, performance tracking, and periodic re-tendering.

Asset Management & Maintenance

Disciplined maintenance frameworks, clear oversight, and continuous performance monitoring. We apply the same standards to VAF-owned leased assets and client-owned fleets to protect uptime, control lifecycle cost, and preserve residual value.

● Uptime & Utilization

● Lifecycle Cost Control

● Residual Value Protection

● VAF-owned assets

- Lease-term maintenance programs aligned to OEM specs and regulatory requirements.
- Planned and condition-based maintenance with work orders tracked in CMMS.
- Approved providers under SLA governance; audits ensure quality and compliance.
- Telemetry-driven KPIs (availability, MTBF, OPEX/hr) inform residual value plans.

● Client-owned assets

- Oversight and governance: maintenance plans, risk registers, and cost control gates.
- Performance monitoring dashboards for utilization, downtime, MTTR/MTBF.
- Actionable interventions: rescheduling, spares strategy, and reliability upgrades.
- Fleet-wide standards and periodic audits ensure consistency across mixed assets.

Asset Insurance

Layered coverage delivering comprehensive protection for both VAF-owned and client-owned assets. Insurance is integrated with lease arrangements and asset management to mitigate operational, financial, and contractual risks.

● VAF-owned assets

Financing & lenders' interests

Lease & lessor protections

Operational liability & downtime

Asset physical damage & residual value

Lease-integrated coverage: VAF as lessor and lenders listed as loss payees; evidence of insurance embedded in lease obligations.

Risk mitigation: deductibles calibrated to cash flows; clear claims governance to restore uptime and protect residual value.

Outcome: safeguards asset, lease performance, and financing covenants throughout the term.

● Client-owned assets

Tailored endorsements & obligations

Business interruption & loss of use

Contractual & compliance coverage

Asset physical & operational risks

Program design: limits, deductibles, and territories tailored to asset type, operating environment, and contractual obligations.

Risk mitigation: BI/loss-of-use aligned to revenue exposure; compliance tracking for certificates, endorsements, and indemnities.

Outcome: right-sized protection without unnecessary complexity; VAF structures and manages for consistency across fleets.

Insurance is aligned with financing structures and maintenance programs, creating an end-to-end risk framework with single governance to avoid gaps and overlaps.

Value-Added Services

Targeted enhancements that deliver measurable gains in reliability, efficiency, and cost control across both VAF-owned and client-owned assets.

● Technical Consulting

- Root-cause analysis and engineering improvements to lift utilization and uptime.
- Deployment playbooks, commissioning oversight, and operator training.
- KPIs tracked: availability, MTBF, throughput—before/after baselines for proof of impact.

● Spares & Inventory Management

- Criticality-based stocking to reduce downtime without excess carrying cost.
- Reorder points, lead-time buffers, and VMI where applicable to prevent stockouts.
- KPIs: fill rate, stockouts, working capital, and repair turnaround time.

● Performance Benchmarking

- Compare utilization, reliability, and OPEX KPIs across sites and fleets.
- Surface variance, codify best practice, and prioritize high-impact improvements.
- Dashboards and review cadence ensure sustained performance gains.

● Specialist Operational Support

- Rapid-response expertise for bottlenecks, turnarounds, or compliance needs.
 - Structured interventions: SWAT audits, SOP updates, retraining, contractor governance.
 - KPIs: uptime, defect rate, OPEX per unit, and safety performance.
-

A Unified Asset Partner

VAF's integrated approach unifies strategy, financing, and asset management across VAF-owned and client-owned assets.



Unified Asset Partner

Finance • Manage • Optimize

What this delivers

- Maximize performance through lifecycle discipline and utilization oversight.
- Preserve value with aligned procurement, maintenance governance, and residual protection.
- Reduce risk by integrating financing structures, insurance coverage, and operational controls.

One framework. One partner. End-to-end accountability.



Thank you

Let's discuss how Volantis can enhance your asset performance and capital efficiency.

• {Name / Title}

• {email@volantis.com}

• {+00 000 000 0000}

• volantis.com