VariFlight

Real-Time Aircraft Intelligence for Lessors (Maximizing Asset Yield & Minimizing Risk)

Global Visibility and Analytics to Optimize Aircraft Leasing Performance



Content

The Intelligence Gap

The Paradigm Shift

The Asset Intelligence Layer

Proven Industry Trust



The "Black Box" of Aircraft Leasing

Aircraft Lessors Face Increasing Blind Spots.

Status Quo

01 **Data Lag**: Heavy reliance on delayed monthly reports from lessees.

02 **Information Asymmetry**: No real-time visibility into the actual status of your aircraft assets.

03 **Fragmented Systems**: Monitoring tools are scattered, making closed-loop decision-making difficult.

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Why This Matters Now: The Cost of Delayed Visibility

A Changing & Volatile Risk Environment

01

Geopolitical Shockwaves: Rising instability, frequent sanctions, and sudden airspace restrictions.

02

Recovery Crisis: Asset recoverability is no longer a theoretical concern—it is an operational necessity.

03

Russia–Ukraine Case: Hundreds of aircraft remained stranded due to a lack of real-time early warning systems.

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What Has Changed: The Paradigm Shift

From Financial Risk to Operational + Location Risk

Legacy Focus

Credit Risk & Payment Delays

NOW

Location Risk and Operational Control

Knowing who pays you is important; knowing where your aircraft is and how it is used is critical.

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The Gap: Data ≠ Intelligence

Existing Tools in the Market are Not Designed for Lessors

	Flight tracking tools	Fleet data providers	VariFlight
What you get	Aircraft location	Aviation datasets	A dedicated "Asset Intelligence Layer"
Real-time risk	✗	▲	✓
Lessor workflow	✗	▲	✓

From Data to Decisions

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Competitive Positioning: The Synergy

How VariFlight Complements Your Stack

Philosophy

We do not replace your existing tools(e.g. FR24, Cirium)—we complete the puzzle.

Our Edge

Specialized focus on “real-time risk alerts” + “automated utilization analysis” throughout the leasing lifecycle.

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VariFlight All-in-One Intelligence Layer

Transforming Raw Flight Data into Decision Support Platform



Visibility

Global awareness by a worldwide ADS-B network & aircraft database

Aircraft Utilization

Data-driven performance monitoring

Risk Control

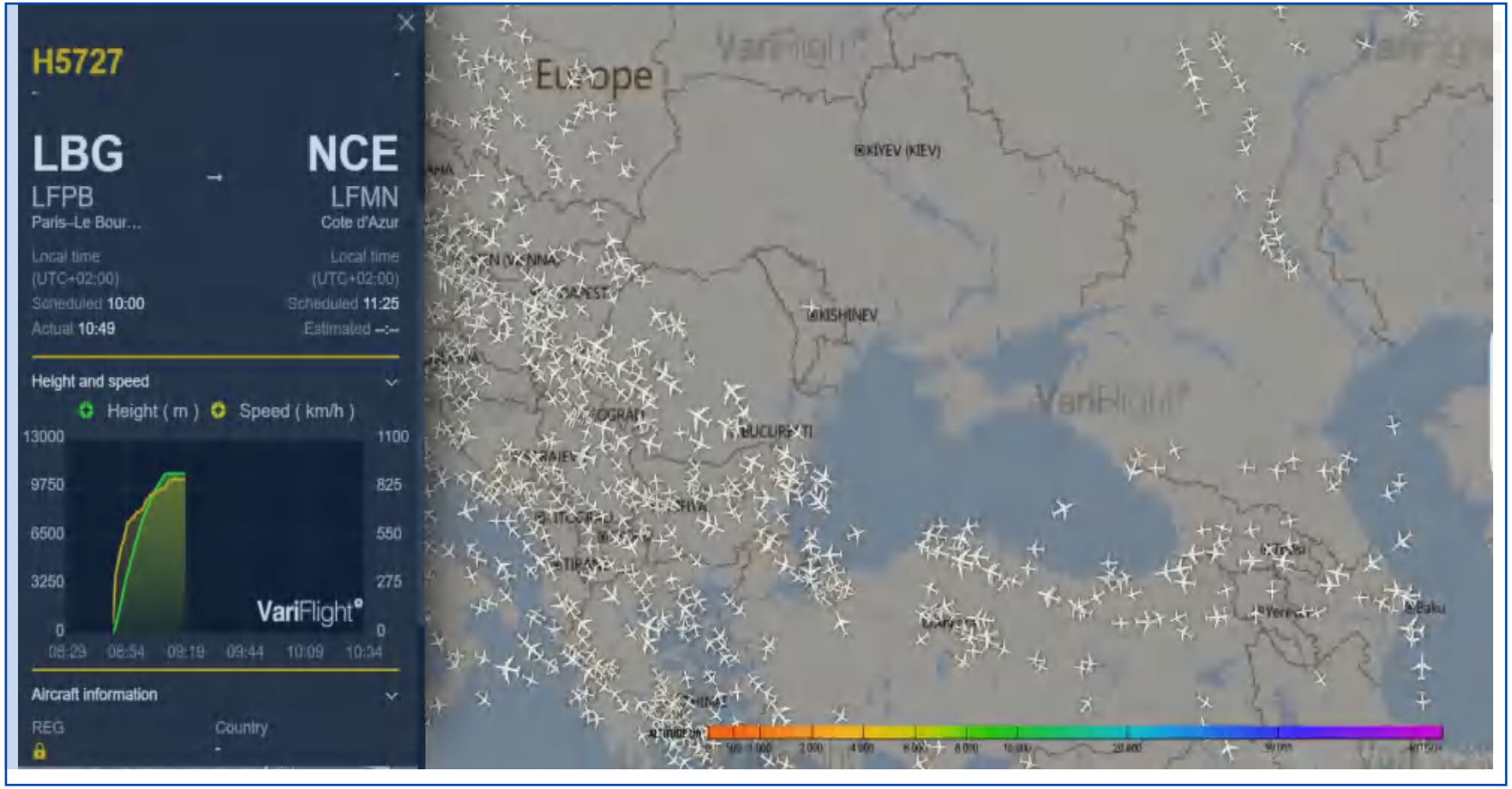
Automated geopolitical and compliance alerts.

Decision

Intelligence for asset allocation and remarketing

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Asset Visibility



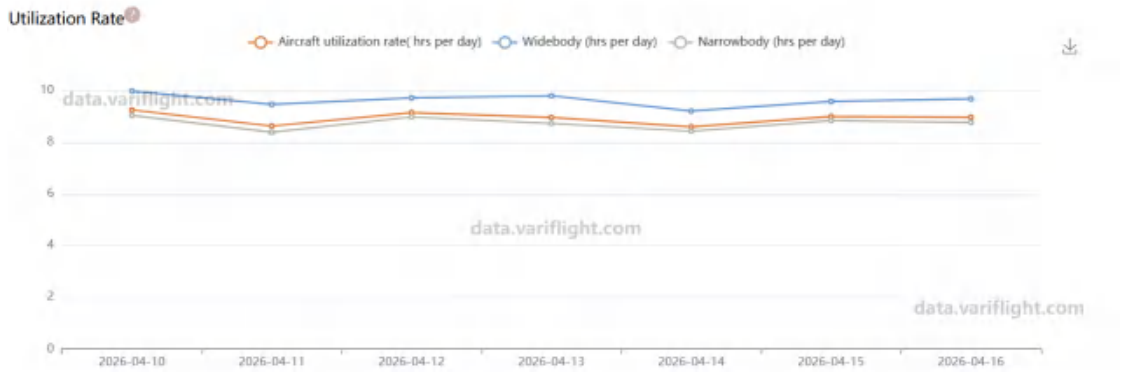
Total Portfolio Awareness

- **Real-time Tracking**: 24/7 global monitoring across your entire fleet.
- **Historical Breadcrumbs**: Full traceability of historical flight movements.
- **Emerging Market Edge**: Superior coverage in high-risk regions where information is traditionally scarce（e.g., APAC, Middle East, etc.）

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Utilization = Revenue Performance





Transforming Flight Hours & Flight Cycles into Financial Clarity



Real-time FH & FC tracking

Automated monitoring of Flight Hours and Cycles, eliminating 30-day reporting lag risk

Detect underutilized aircraft

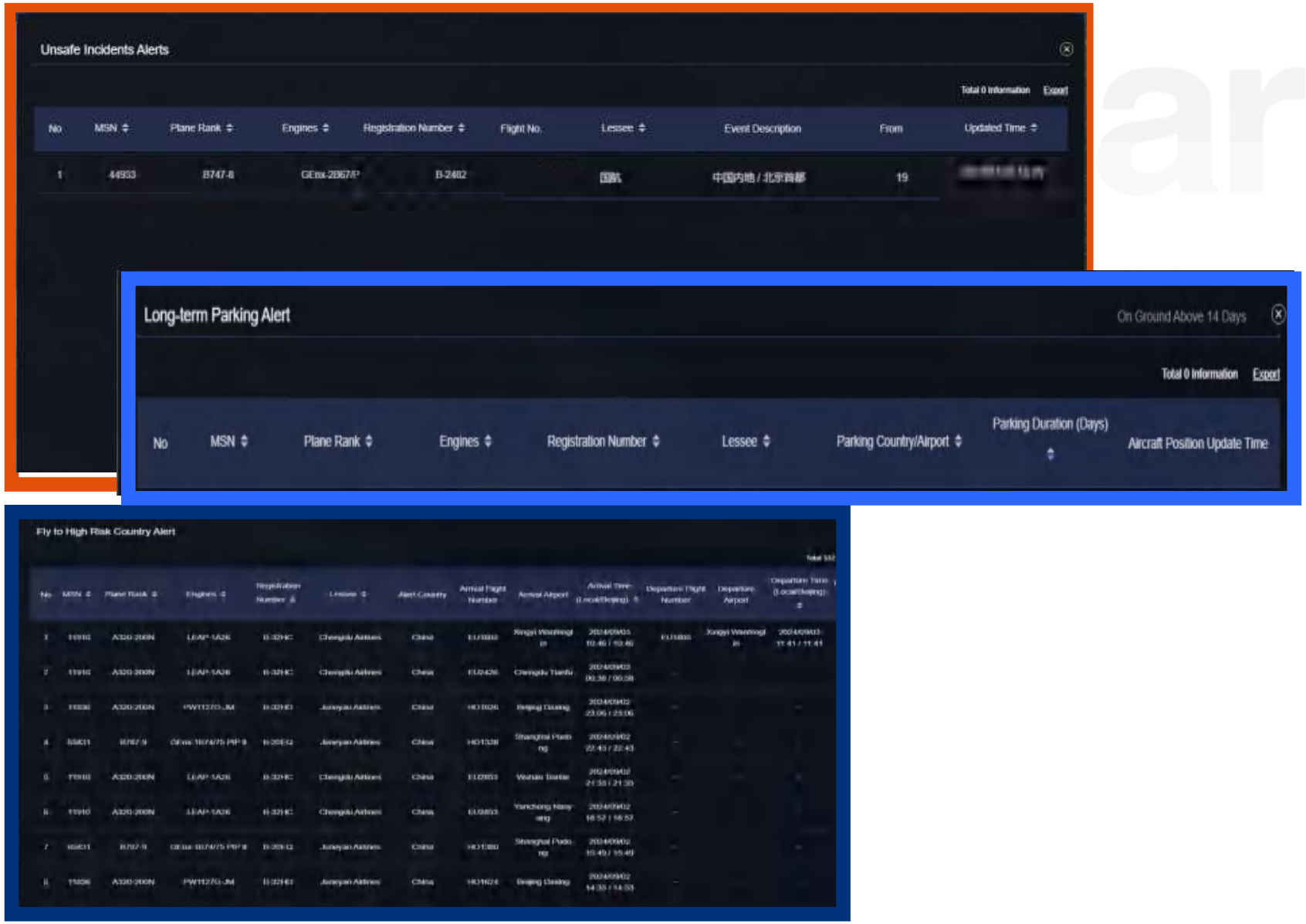
Identify revenue leakage early

Detect overuse

Protect residual value & maintenance reserves

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Risk Management



Proactive Asset Safeguarding

- **Smart Geo-fencing**: Customize restricted zones or high-risk airspaces.
- **Instant Alerts**: Immediate notifications if an aircraft enters a sensitive region or shows abnormal activity.
- **Long-time Parking Alert**: Real-time visibility into parked aircraft for potential risks evaluation

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Advanced Lessee Monitoring

Beyond Financials: Operational Early Signals

- **Stress Signals**: Detecting drops in flight completion rates as early indicators of financial distress.
- **Network Contraction**: Automated alerts on unusual route cancellations or hub shrinkage.
- **Real-time Insights**: Predicting default risk 3–6 months earlier than traditional financial statements.

Overall Risk Score: 72 / 100 — HIGH RISK

Indicator	Observation	Risk Signal
Completion Rate	↓78% (vs 92%)	Demand weakening
Network Size	↓15% routes	Revenue pressure
Utilization	↓6.5h/day (vs10h)	Underperformance

Sample data for demonstration purposes only.

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Redelivery & Remarketing

Digital DNA for Smarter Asset Transitions

1. Digital History: Automated, tamper-proof operational records to reduce redelivery disputes.

2. Maintenance Forecasting: Predicting heavy checks based on real-time cycle accumulation.

3. Remarketing Readiness: Real-time asset status assessments to improve negotiation leverage and reduce downtime (AOG).

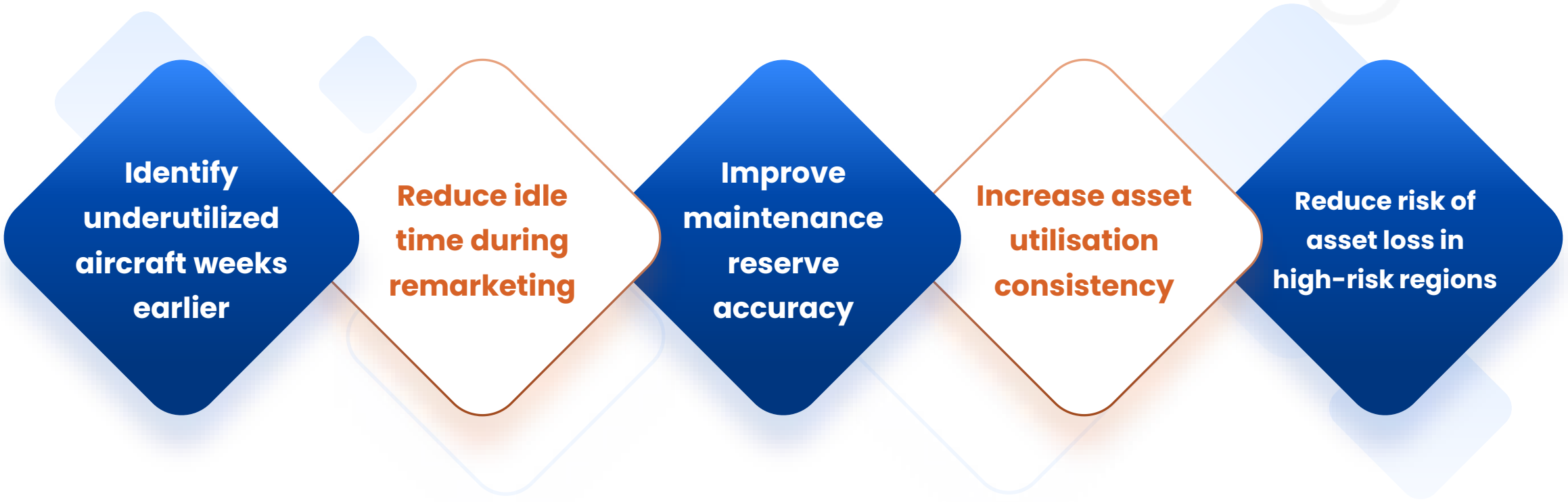


Minimizing Aircraft On Ground (AOG) Downtime and Enhancing Remarketing Premiums.

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Business Impact: What This Means Financially

From Reactive to Proactive Management



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Aircraft Asset Intelligence Dashboard

- **Portfolio View**: Macro-level global fleet distribution.
- **Trend Analysis**: Instant identification of utilization anomalies.
- **Active Alerts**: Real-time pop-ups for high-risk geofence violations, aircraft approaching heavy maintenance.
- **Single Asset Drill-down**: Single-click access to specific aircraft tail-level details.
- **And More...**



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Why VariFlight Wins Where Others Can’t

20 Years of Global Leadership in Aviation Intelligence

- **Established Credibility (Since 2005)**

Two decades of proven expertise in transforming complex aviation telemetry into actionable business intelligence.

- **Massive Infrastructure, Global Precision**

Independent monitoring of 66,000+ aircraft daily via our proprietary global ADS-B network.

- **Strong coverage in high-risk and emerging markets**

Minimizing "blind spots" where asset risk is traditionally highest.

- **Scalable & Integration-Ready**

Seamless delivery via advanced APIs and decision-ready fleet monitoring dashboards.
Tailored workflows designed specifically for asset auditing, risk mitigation, and remarketing support.



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Voices from Our Lessor Partners

"With the help of VariFlight's aircraft asset intelligence layer, we can monitor our global assets and evaluate risks through visualized, actionable dashboards across different countries at any time.

ICBC 工银租赁
ICBC LEASING

Trusted partner to 20+ top-tier global aircraft leasing companies.

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Let’s Define the Next Generation of Asset Management Workflows Together

VariFlight®