



# AvStar Aviation Services

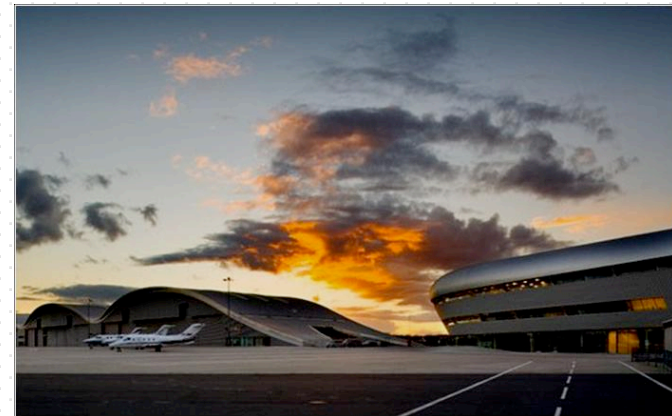
*Taking advantage of today's economic climate to aggregate high-potential FBOs into a powerful brand that leverages technology, offers superior service and provides substantial returns.*

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# AvStar Overview

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- ◆ Commenced operations July 2006
- ◆ One acquisition completed: San Diego Airmotive (MRO)
  - Founded in 2002
  - Operational Expertise
  - 2008 Revenues: \$800,000
- ◆ LOIs currently being re-negotiated with more favorable terms
- ◆ Acquisition targets established for future growth



# Investment Highlights

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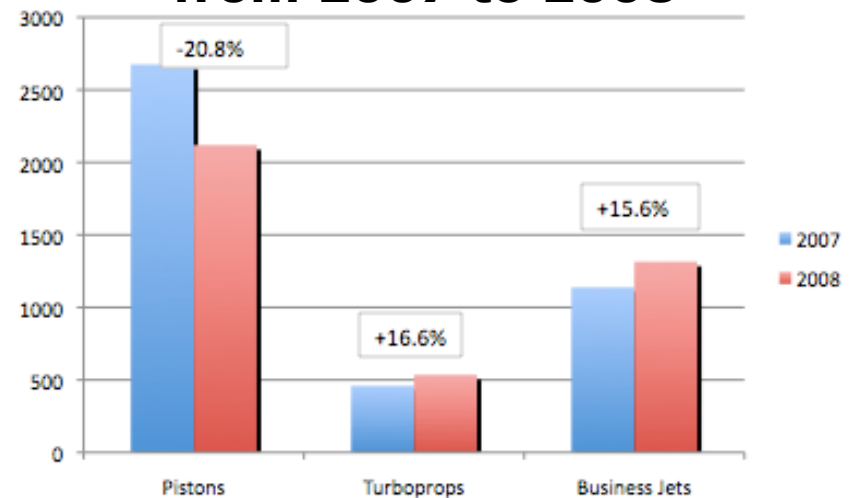
- ◆ Superior Market Knowledge
  - ◆ Valuations at Unprecedentedly Low Levels - \$\$ is King
  - ◆ Proprietary Market analysis Provides “Best Opportunity” Acquisition Blueprint
  - ◆ Strategic Use of Technology Results in Successful Integration
  - ◆ Management Team Skilled in FBO Acquisition & Management
  - ◆ Liquidity Event: M&A or Consummation of Merger to Fully Reporting OTCBB
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# The Aviation Industry Today

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- ◆ Trends in our target market remain strong
  - Light jets & turboprops continue to be in demand
- ◆ Private commercial aviation businesses and services growing consistently
  - Overcrowding and hassle factor of commercial carriers
  - Right sizing of aircraft needs

## Shipments of Turboprops and Business Jets increased from 2007 to 2008



Source: GAMA

# The Fixed Base Operator Industry

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- ◆ Fixed base operators (FBOs) are service centers for jets and other airplanes
    - 5,200 throughout the U.S.
    - \$4-5 billion industry
    - *Southwest Airlines taxis to the airport terminal while private and charter aircraft taxi to one of the FBOs*
  - ◆ FBOs provide all aircraft- and travel-related services:
    - Fuel sales (best margin, \$1-2/gallon)
    - Hangar & tie-down
    - Hotel & car rental services
    - Food
    - Travel and flight planning
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# Current Trends in FBO Market

- ◆ “Big 4” operators target the corporate elite and charge significant premiums for service
  - Atlantic, Signature, Landmark, MillionAir
  - Together these operators total 180, less than 5% of FBOs in the U.S.

AIRPORTS WHERE ONE OF THE THREE MAJOR FBO CHAINS OPERATES THE ONLY FBO



Source: Aviation International News

# The FBO Opportunity Today

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- ◆ Private equity shops set the stage for FBO consolidation
    - Landmark is owned by GTCR Golder Rauner
    - Carlyle Group has a large portfolio of FBO assets
    - Capstreet funded Trajen in its expansion of their portfolio from 4 to 23 FBOs subsequently selling to Macquarie for \$363 million
  - ◆ Many benefits to consolidating FBOs
    - Economies of scale
    - Pilots attracted to consistency of services
    - Acquisition of Independent operators is particularly appealing now
  - ◆ The opportunity lies in aggregating the best among the vast majority of independent FBOs
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# Why Now?

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- ◆ Valuations have declined significantly – we have witnessed 50-75% decline in the past 2 years
    - The economic and credit crisis have put extreme stress on the independent ‘mom and pop’ operators
    - Fuel price spike caused many to shut down operations because of purchasing problems
  - ◆ Economics of consolidation have become increasingly more compelling
    - Market to purchase single FBO currently at a low multiple of revenue, with opportunity to sell a franchise at 8x cash flow
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# Business Strategy

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- ◆ Focus on turboprop and 'light jet' segment
    - Frequent and sophisticated users (average 400 gallon uplift)
    - Underserved by big chains
  - ◆ Target smaller airports that this market segment uses
    - Addison instead of Dallas; Houston Hobby instead of IAH
  - ◆ Utilize rigorous site selection methodology to ensure that the acquisitions are successful
  - ◆ Improve operations with the strategic use of technology
  - ◆ Leverage economies of scale and buying power
    - Estimated fuel savings of 15-20%
    - Y1 margin improvement 15%, Y3 margin improvement 30%
  - ◆ Build the dominant new brand in FBO management
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# Acquisition Strategy

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- ◆ Analyze traffic trends at 500+ airports across U.S.
    - Year-over-year vs. quarter-over-quarter
    - Growth over time
    - Consistency
    - **Opportunities at 72 airports**
  - ◆ Correlate trend data with on-field FBO market analysis
    - Competitive landscape: how many? how good?
    - Is one of the big three/four on field?
    - Competitive outlook: compete on price vs. services
    - Evaluate local market for nearby opportunities (MMU vs. TEB)
  - ◆ Evaluate candidates for operational improvement opportunities
    - Many 'diamonds in the rough' out there!
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# Case Study #1: Las Vegas, NV

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- ◆ McCarran's light jet/turboprop traffic has declined while Henderson Executive's share has risen:

	Airport Name	City/State	LTM Ops	3-Year Trend	FY 2007/2006	FY 2008/2007
KLAS	Mc Carran Intl	Las Vegas, NV	27,704	-46.53%	-3.25%	-22.89%
KVGT	North Las Vegas	Las Vegas, NV	7,490	-19.60%	5.25%	-12.54%
KHND	Henderson Executive	Las Vegas, NV	9,518	149.36%	57.87%	33.35%

- ◆ KLAS: Signature and Atlantic
  - ◆ KVGT: no FBOs on site, 2 runways over 5000'
  - ◆ KHND: one FBO (Henderson) but no maintenance
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# Case Study #2: San Diego, CA

- ◆ The major traffic airports have seen a decline in light jet/turboprop traffic while smaller local airports have attracted their business

	Airport Name	City/State	LTM Ops	3-Year Trend	FY 2007/2006	FY 2008/2007
KSAN	San Diego Intl	San Diego, CA	6,685	-50.02%	0.53%	-23.20%
KMYF	Montgomery Field	San Diego, CA	6,599	-15.49%	-0.43%	-8.22%
KSDM	Brown Field Muni	San Diego, CA	2,581	-13.57%	3.68%	-9.29%
KNZY	Halsey Field	San Diego, CA	2,115	35.69%	-18.38%	63.92%
KSEE	Gillespie Field	San Diego/El Cajon, CA	2,030	16.91%	21.00%	-9.97%
F70	French Valley	Murrieta/ Temecula, CA	1,616	-11.54%	9.14%	-3.82%

## Case Study #2: San Diego, CA (cont'd)

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- ◆ KSDM (Brown Field): owned by city, 7900', one FBO
  - ◆ KNZY (Halsey Field): no FBOs, government owned
  - ◆ KSEE (Gillespie Field): Golden State Aviation, Jet Air
  - ◆ F70 (French Valley): French Valley Aviation, Jet Center
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# Case Study #3: West Palm Beach, FL

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- ◆ Palm Beach International has become overcrowded, with North Palm Beach County beginning to pick up traffic

	Airport Name	City/State	LTM Ops	3-Year Trend	FY 2007/2006	FY 2008/2007
KPBI	Palm Beach Intl	West Palm Beach, FL	24994	-35.92%	-0.96%	-15.71%
F45	North Palm Beach County General Aviation	West Palm Beach, FL	2898	31.77%	20.64%	18.90%

- ◆ KPBI: Signature, Galaxy and Jet Aviation
  - ◆ F45: 2 runways over 4000', Landmark is sole FBO
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# Case Study #4: Portland, OR

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- ◆ Both Portland airports have strong demand and growth characteristics

	Airport Name	City/State	LTM Ops	3-Year Trend	FY 2007/2006	FY 2008/2007
KPDX	Portland Intl	Portland, OR	14,567	13.43%	4.42%	7.21%
KHIO	Portland-Hillsboro	Portland, OR	5,610	29.74%	1.16%	16.31%

- ◆ KPDX: Cutter Aviation is sole FBO
  - ◆ KHIO: Aero Air, Hillsboro, Global, Premier
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# Case Study #5: Portland, ME

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- ◆ Portsmouth, NH may be taking away market share from Portland International (40nm away)

	Airport Name	City/State	LTM Ops	3-Year Trend	FY 2007/2006	FY 2008/2007
KPSM	Portsmouth Intl At Pease	Portsmouth, NH	5053	67.90%	43.77%	70.87%
KPWM	Portland Intl Jetport	Portland, ME	5677	-11.55%	-0.05%	1.34%

- ◆ KPSM: Port City Air
  - ◆ KPWM: Northeast Air
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# Capital Needs

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- ◆ Based on pipeline of deals under LOI and negotiation, initial capital needs for operations and acquisitions:
  - Current: \$2mm to close deals under LOI and near-term pipeline
  - Future Stages: Ability to deploy as much capital as institutional investors appetite dictates
- ◆ Acquisition currency a combination of cash, stock & sellers notes



# The Team

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## **Russell Ivy, President & CEO**

- Managed FBO Operations Lubbock, Texas for 3 years
- Active consultant in aviation space for 18 years with roster of FBO and aerospace clients
- President & CEO Public Company Focusing on Rolling Up Multiple Acquisitions
- 28 years financial services industry experience
- Built and Sold Several Companies in Financial Services/Technology Industry

## **Gregory Noble, Co-Founder & VP Corporate Finance**

- 12 years listed/OTC equity trader: Paine Webber, Kidder Peabody, Morgan Keegan & Sanders Morris
- Co-Founder & VP Corporate Finance for Oil & Gas Exploration company
- Co-Founder & President Aurora Financial Solutions

## **Robert Wilson, Chief Financial Officer**

- 5 years in Audit Department at Price Waterhouse
- 20 years as Financial Operations Principal for Investment Banks
- 10 years as CFO of several publicly traded companies

## **Glen Kratz, General Manager / VP / DOM of San Diego Airmotive**

- Aviation Maintenance Technician program, San Diego Miramar College
  - Completed training for providing maintenance and repair services on Jet aircraft including Raytheon B-200, Premiere 1, Lear 55 & 31, and Westwind Aircraft
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