

### HEIRLOOM INITIATIVE:

- Heirloom’s Helicopter Leasing Pool is financing different packages of Helicopters, which are in turn leased out on long-term leases to users such as hospitals (air ambulance) and police forces, and occasionally infrastructure companies and oil rig operators.
- Leasing flexible and in-demand helicopters presents an attractive uncorrelated investment opportunity, with hard assets (helicopters) that have reliable residual. In addition, the leases to quasi-governmental/institutional counterparties offer long-term reliability in our opinion.

### WHY WE FIND THIS SPECIFIC INVESTMENT ATTRACTIVE:

- Strong Net Return expectation in a lower-risk asset class, and with income distributions.
- Strong asset backing, an active secondary market, common law jurisdiction and long-term leases with quasi-governmental institutions provide strong capital protection.
- Low correlation to other major asset classes; and fast drawdown to reduce cash drag.
- High degree of visibility of transactions that will comprise investment.

### WHY WE LIKE HELICOPTER LEASING AS AN INVESTMENT THEME:

- Helicopter leasing is a particularly attractive niche investment as helicopters have longer useful-lives, less technological and business cyclical risk than regular fixed-wing aircraft. In addition, helicopters are typically highly mobile, easily trackable, have a ready secondary market offering fairly reliable residual values.

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| UNCORRELATED INVESTMENT                              | <ul style="list-style-type: none"> <li>• Specialty helicopter leasing is an uncorrelated investment, with less market connection than traditional asset classes</li> </ul>                           | STABLE AND STRONG RETURNS    | <ul style="list-style-type: none"> <li>• Despite volatility in the aviation market, helicopter leasing has shown very stable returns, outperforming other asset classes<sup>2</sup></li> </ul> |
| TRADITIONALLY OVERLOOKED SECTOR PROVIDES OPPORTUNITY | <ul style="list-style-type: none"> <li>• Versus passenger jets, helicopter leasing was traditionally overlooked by financial institutions because of its market infancy</li> </ul>                   | SOLID AND RELIABLE CONTRACTS | <ul style="list-style-type: none"> <li>• Lessees are relatively price inelastic because the helicopters are either a small cost of operations or mission-critical assets</li> </ul>            |
| STRONG GROWTH POTENTIAL OF SECTOR                    | <ul style="list-style-type: none"> <li>• Helicopter leasing is expected to follow the same growth trajectory as fixed-wing aircraft leasing, which was 11% CAGR over 30 years<sup>1</sup></li> </ul> | LIQUID SECONDARY MARKET      | <ul style="list-style-type: none"> <li>• Helicopters have a reliably liquid secondary market, providing protection in the event that the lessor defaults</li> </ul>                            |

### LEARNING MORE:

- This initiative requires specialized expertise to understand and to invest in. Heirloom has spent approximately 2-2.5 years researching it. If you would like to discuss or learn more about this strategy, please contact Beth at [info@heirloominvesting.com](mailto:info@heirloominvesting.com).