



FINANCIAL INVESTORS

# Hedge fund sharpens asset strategy with aviation data



**The investment manager accelerated decision-making, improved risk evaluation, and achieved enhanced benchmarking accuracy.**

A prominent US-based hedge fund specializing in multi-strategy investments sought to enhance clarity and efficiency in aviation finance. By partnering with Cirium, the firm leveraged advanced data and analytics to gain comprehensive market visibility, improve risk management, and strategically time asset transactions. The result: more robust decision-making and improved financial outcomes.

### Challenge

Operating in a complex aviation sector, the investment manager needed a unified, reliable source of market intelligence. Fragmented data sources limited the team's ability to analyze historical trends, benchmark values, accurately assess risk, and plan strategically. Without access to integrated historical, current, and forward-looking datasets, their decision-making was hampered, impacting operational efficiency and risk mitigation.

### Solutions

Cirium delivered an integrated data and analytics platform tailored for the Structured Finance team, addressing the need for unified, trustworthy aviation intelligence.

To improve underwriting accuracy, the team leveraged Values Time Series for in-depth historical trend analysis and IRR modeling. This allowed them to rigorously back-test assumptions and refine their pricing models for new acquisitions. The Values Analyzer and Asset Risk Rating tools provided independent, data-driven valuations and risk assessments, strengthening their due diligence process and ensuring confidence in asset pricing.

For optimizing the timing of entry/exit decisions, the Commercial Fleet Forecast and Asset Market Commentaries delivered critical forward-looking intelligence. These insights enabled the team to anticipate market shifts and

strategically plan asset disposals or acquisitions. For end-of-life assets, the Part-Out Values Forecast Model supported granular analysis, ensuring the team could maximize returns by making data-driven decisions on whether to part-out or sell an aircraft.

This integrated solution empowered the firm to conduct sophisticated scenario analysis, modeling potential outcomes and strengthening portfolio oversight.

### Results

The investment manager accelerated decision-making, improved risk evaluation, and achieved enhanced benchmarking accuracy by leveraging Cirium's tools and analysis. Unified intelligence streamlined workflows and enabled proactive capital allocation, empowering the team to respond quickly to market dynamics and drive improved financial outcomes.

By collaborating with Cirium, the investment manager achieved an integrated view of the aviation market, sharper risk management, and greater operational efficiency. Cirium continues to support the firm's evolving needs with leading data, analytics, and expert guidance - helping it maintain a strategic advantage in aviation finance.

**By collaborating with Cirium, the investment manager achieved an integrated view of the aviation market, sharper risk management, and greater operational efficiency**