

Specializing in Aircraft and Engine Leasing Solutions. Incorporated at the height of the covid 19 epidemic in 2020, Nihal Aero Capital brings over 12 years of aviation experience with a customer base of over 100 airlines worldwide. Together by working with lessors, financial institutions and MROs we provide innovative asset leasing solutions to the airlines. We take great effort to understand our customers need and assist them in addressing complex and challenging problems.

About the Management

Tejpal has been passionate about aviation from an early age. After pursuing his studies in Aerospace Engineering from Embry-Riddle Aeronautical University in Daytona Beach Florida, he gained experience in the aftermarket spares industry and built strong relations with airlines globally. In 2012 he co-founded BSB Aviation

Aircraft & Engine Leasing Solutions

Llp in Singapore from his bedroom and grew the company from a 3-man start-up to 17-man strong team with 4 offices globally supporting 100 airlines.

“I was ambitious and scaling the company was a huge priority but unfortunately with more business came more problems such as poor payments. Poor financial forecasting and decisions coupled with the slowdown in 2019 and the covid virus, our trade facilities were badly affected. Winding up the business was the only solution after all options were exhausted. Everything had been wiped out including all savings. 7 years of sweat and blood vanished before my eyes”

“My biggest disappointment was not losing the business but losing the ability to contribute and continue my social work in rural India. Restarting the business would have been an easy way out and also a step back in my journey. I have decided to take on a bigger challenge to push my limits, come out of my comfort zone and bring out the best in myself “

“ Airlines have to work hard to get funding for new aircrafts
We offer solutions by introducing new financing options to airlines at competitive rates ”

Nihal is a Sanskrit word for Joyous, prosperous and successful. In tough times, the company drew inspiration from the world Nihal. To always live in positivity no matter how hard times may be, to go against all odds. Fearlessness and Courage to take on any challenges.



How we can help?

We strive to understand our customer needs and fleet requirements. Together with their financial forecasting for short and long-term growth plans, we work with global aircraft and engine lessors to come up with the best custom-made solution for our customers. We believe in being patient and building long term relationship with our customers. In a dynamic and fast paced industry there is always a constant need to highlight new products and services that brings value. A lot of suppliers

and institutions focus on tier 1 and tier 2 airlines which results in smaller airlines not being well serviced.

Our Services

1. Engine Components trading
2. Component Repair management
3. Engine Leasing marketing to customers (CFM56-5, -7, V2500)
4. Engine Repair Management with partner MROs
5. Engine Trade In
6. End of Life Engine Management (purchase of engine, tear down and component recertification and repair)
7. Engine Component Surplus Consignment
8. Engine Sale and lease back

- Aircraft sales and leaseback
- Aircraft remarketing
- Aircraft leasing
- Aircraft financing
- Aircraft trading



TEJPAL SANDHU, FOUNDER OF NIHAL AERO CAPITAL





Types of Aircraft Finance structure

- Operating Leases
- Finance Leases
- Leveraged Leases
- Japanese Operating leases
- Sale and leaseback transaction
- ECA Loans
- Pre-Delivery Payment Financing
- Islamic Finance

“ Traditional funding from European Banks are being challenged by new institutions in the East ”

At Nihal Aero Capital, our purpose is to introduce new financing products and options that are available by new investors from the emerging market with banks from Japan and China taking the lead.



“ Leasing Aircrafts are better options than owning them ”

Why Lease?

- Reduce capital outlay for better cash flow
- Aircrafts readily available for increased in travel demand
- Limited asset risk
- Flexible financing options
- Flexibility in fleet selection
- Focus on asset lite model



Our Approach

By adopting modern day selling techniques such as embracing digital marketing strategies, we are able to reach out to our global customer base effectively and efficiently. Onsite visits coupled with aviation finance focused conferences allow us to build long lasting relationships. We strongly feel that with a right mix of technology and good customer service we are able to provide the demanding service that airlines require. Our use of data analytics has shown that the emerging markets is a fast-growing industry with LCCs growing aggressively.

Why should suppliers work with us?

We provide an alternate source of marketing for your assets. With intense competition arising from Asia based leasing companies, it is crucial to find the right partners to increase your business and market share. Continuous customer engagement is critical and, in many times, neglected. As with OEMS that require distributors, it is crucial for asset owners to create strategic partnerships that will result in a win win outcome for both parties. “My 12 years of experience has taught me that you can sell anything with nothing. We had continuous business by focusing on our key strengths which is customer service. We brought OEMs to the airlines door steps”. It is no secret that airlines have preference over a few suppliers, our job is to make our partners a preferred supplier. Our success very much depends on our partners getting the business.

“ We have a can-do attitude and with the right mindset and perseverance everything is possible ”

