



4th AFLA

Aircraft Financing and Leasing in Asia

New Opportunities and Challenges in the Horizon

Friday 15th February 2019

Singapore

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Conference Moderator: To be confirmed

8.30 Registration

9.00 Opening Remarks

9.10 KEYNOTE ADDRESS

Speaker to be confirmed

9.30 PANEL DISCUSSION

The importance of regional hubs

- An overview of the regional market
- Aviation boom in Asia
- Industry standards and regulations
- The future of commercial aviation in Asia
- The strategic location of Asian hubs
- Opportunities for Asia-Pacific aviation
- Aviation finance outlook 2019

Kaseedit Choonawat, VP Equity Research - ASEAN Transport, Citi
Other Speakers to be confirmed

10.30 Networking Coffee Break

11.00 PANEL DISCUSSION

The operators' panel

- Operating environment, regulatory matters, business outlook
- New investment opportunities
- New routes and expansion plans of airlines

Speakers to be confirmed

11.30 PANEL DISCUSSION

The manufacturers' panel

- New opportunities and a vision for the future
- Meeting the demands of operators
- Regulatory matters

Pierre-Marie Pautard, Airline Marketing Manager, ATR
Other Speakers to be confirmed

12.00 PANEL DISCUSSION

Financing and leasing aircraft

- Asset financing and leasing
- Operators and financed aircraft
- Technical pitfalls for leased aircraft
- Financial interactions on aircraft transactions
- Aircraft leasing contracts
- Recent developments and changes in the aircraft leasing industry
- Financing new aircraft pre-delivery payments
- Aviation finance from an operating lessor perspective
- Lessor-favoured aircraft
- Financing engines

- Turboprop leasing
- Asset value protection
- What makes an airline business plan attractive to financiers?
- Does the adoption of the Cape Town Convention have a positive influence on the availability of financing?
- For start-up operators, what is key to accessing financing?
- Do we see financier appetite for all aircraft types in Asia?
- Using and managing SPC entities in aviation leasing

Ian Hosier, Director, MD Aviation Capital

Peter Huijbers, Director, PH Aviation Asia

Niel Liebenberg, General Counsel, China Aircraft Leasing Group (CALC)

James O'Shea, CEO, Seefin Aviation

Alain Rousseau, Director - Aircraft Finance Asia Pacific, Natixis

Lewis Sutherland, Senior Vice President, Aviation Investment Management, DVB Bank

13.30 Networking Lunch Break

14.30 PANEL DISCUSSION

Purchase and sale of commercial aircraft

- Practical aspects of buying and selling aircraft
- Legal aspects
- How to complete an aircraft transaction successfully
- Aircraft registration
- Wide body vs. narrow body?
- The turboprop domain
- Impact of changing aircraft economic lives
- Aircraft valuation

Luca Denora, Associate, Pillsbury Winthrop Shaw Pittman

Nitin Sarin, Managing Partner, Sarin & Co.

Gautam Sharma, Senior Associate, Clifford Chance

15.20 Networking Coffee Break

15.50 PANEL DISCUSSION

Aircraft maintenance and operations

- Maintenance support
- The hidden costs of aircraft operation
- Satellite communication technology
- Aircraft connectivity - How important is it to stay connected on board an aircraft?
- How to achieve cost efficiency and profitability
- Safety and security
- Aviation insurance
- Pilots shortage and training

Moderator: Rahul Shah, Senior Vice President, Strategic Growth and Business Development - Asia Pacific, Middle East and Africa, AAR Corporation

Kinga Kolasa-Sokolowska, Insurance and Reinsurance Broker

Michael Leung, Managing Director, AAR Engineering Services - Asia

William Mermelstein, Chief Operating Officer – China, NEXUS

17.00 Concluding Remarks