



Introduction to Aircraft Appraisals and Valuation

Monday 24th April 2017
Sofitel Dubai Jumeirah Beach
Dubai, UAE

In Association with





Seminar Agenda

Seminar Leader: Rob Watts, Managing Director and VP Financial Solutions, Aerotask

9.30 Registration

10:00 Introduction to Aircraft Appraisals

- What is an Aircraft Appraisal?
- Uses of Aircraft Appraisals
- Sources of Aircraft Appraisals
- Aircraft Appraisal Community & Governance

10.45 Key Aircraft Appraisal Definitions

- Half-life vs. Full-life Value
- Base Value
- Market Value/Current Market Value/Fair Market Value
- Distress Value, Forced Sale Value, and Liquidation Value
- Securitised Value or Lease Encumbered Value
- Salvage Value and Scrap Value

11.30 Networking Coffee Break

12.00 Types Aircraft Appraisals and Valuations

- Desktop Appraisal
- Extended Desktop Appraisal
- Full Appraisal
- Comprehensive Appraisal
- Financial Appraisal

13.00 Networking Lunch Break

14.00 Aircraft Appraisal and Valuation Scenarios/Case Studies

- New Aircraft
- Mid-life Aircraft
- End-of-life Aircraft
- Lease Encumbered Aircraft

16:00 Networking Coffee Break

16:30 Aircraft Appraisals: Art or Science?

- Sample Size and Value Ranges
- Economic Lives
- Single Unit Sales
- Last Off the Line Effects
- Future New Technology
- Reconfiguration Costs

17:30 End of Workshop



Seminar Leader

Rob Watts, Managing Director and VP Financial Solutions, Aerotask

Rob leads the financial solutions team at Aerotask, a global aviation consultancy offering asset management and financial solutions to airlines, lessors, financial institutions, and aviation investors.

From his involvement in valuing and modelling multimillion dollar aircraft leasing structures to appraising active and repossessed aircraft assets, Rob has proven experience in aircraft appraisals and lease stream valuation.

Prior to co-founding Aerotask, Rob worked for Airbus consultancy tasc aviation, and also holds a Finance degree from the University of Wollongong, where he was awarded top graduate.