

Aviation Asset Management in the Middle East

Thursday 12th November 2009
Sheraton Jumeirah Beach Resort & Towers
Dubai, UAE

www.aeropodium.com



CONFERENCE PROGRAM

Chairman: Ahmed Al Haddabi, Senior Vice President Operations, Abu Dhabi Airports Company (ADAC)

8.30 Registration & Networking Coffee

9.00 Opening Address

Panagiotis Panagopoulos, Director, Aeropodium

9.10 Opening Remarks from the Conference Chairman

Ahmed Al Haddabi, Senior Vice President Operations, Abu Dhabi Airports Company (ADAC)

OPENING ADDRESS

9.30 **Effective aviation asset management**

Stewart Cordner, Vice President Business Development, BAE Systems Asset Management

9.50 **The acquisition of used aircraft in the current economic environment**

Uğur Kalkan, Technical Director, MNG Airlines

10.10 Q&A Session

10.20 Networking Coffee Break

10.50 **Values recovery and market outlook**

Chris Seymour, Head of Market Analysis, Ascend

11.10 Supply chain and asset management for the inventory and optimizing invested capital

Rahul Shah, Senior Vice President & Managing Director, AAR

11.30 Risk management and insurance: What the operators need to know

Ian Crowe, Aviation Development Director, Willis Aerospace

11.50 Financing engines: What are the requirements in the region?

Bobby Janagan, Marketing Director, Asia, Middle East & Far East, Rolls-Royce Partners Finance

12.10 Q&A Session

12.30 Networking Lunch

13.50 Panel Discussion

Leasing new and used aircraft: Requirements, regulations, risks and strategies from the airline perspective

Roland H. Moore PA, Aviation Attorney

Capt. Sakeer C. Sheik, Managing Director, Titan Aviation

14.40 Panel Discussion

Asset Management – Risks for Lessors and Owners

Kirsten Bartok, Managing Partner, AirFinance Capital / AirFinance Leasing

Christopher J. Chaput, Managing Director & Head of Structured Finance, Seabury Group

15.30 Panel Discussion

Asset management for emerging markets in the Middle East: The manufacturer's perspective

Mark Dunnachie, Managing Director, ECC Leasing Company

Peter van Oostrum, Business Development Manager, Fokker Services

16.20 Legal aspects of purchasing a business jet

Aoife O'Sullivan, Partner, Gates and Partners

16.40 Middle East and China: Aerospace investment opportunities

Dewey Yee, CEO, China Everbright Aerospace Capital

17.00 Airlines operations migration to new facilities: Recent illustrative examples

Manuel Ausaverri Ferrer, Partner, Advanced Logistics Group – Europraxis

17.20 Q&A SESSION

17.40 End of Conference and Concluding Remarks from the Chairman

17.50 Networking Coffee & Tea

SPEAKER BIOS

Kirsten Bartok, Managing Partner, AirFinance Capital / AirFinance Leasing

Kirsten Bartok is Managing Partner of AirFinance Leasing Corp LLC/AirFinance Capital, LLC, a global company that acquires, invests in and leases high-utility business jet aircraft to professional aviation companies that operate corporate jet fleets. AirFinance also invests in loans and leases of corporate jets, as well as provides aviation companies with financial advisory services to assist them in achieving their financing objectives

Prior to founding AirFinance, Ms. Bartok was a co-founder, board member and CFO of XOJET, a San Francisco based private aviation company sold to TPG in the fall of 2007. As CFO, Ms. Bartok oversaw financial and strategic initiatives including all aircraft financing for a rapidly growing fleet and was responsible for raising more than \$3 billion of equity and debt financing. Ms. Bartok's involvement in XOJET began in 2004 when she and XOJET founder and CEO Paul Touw purchased an FBO, maintenance, sales and charter company, which would eventually lead to XOJET obtaining its 135 certificate and base of operations. From 2005 through the fall of 2007 Ms. Bartok served on XOJET's board of directors, and was CFO of the company from May 2006 until June 2008.

Prior to joining XOJET full time, Ms. Bartok was a partner at Alpine Investors, a San Francisco based middle market private equity firm, where she led investments in the aviation, business process outsourcing, education/training and consumer spaces.

Before Alpine Investors, Ms. Bartok was with JPMorgan Partners, the global private equity arm of JPMorgan Chase. Ms. Bartok began her career at Goldman, Sachs & Co., where she worked in both investment banking and fixed income capital markets.

Ms. Bartok received a BA from the University of Pennsylvania where she was a Benjamin Franklin Scholar, and an MBA from Stanford University's Graduate School of Business. She is also a member of the Council of Foreign Relations and a Marshall Fellow.

As part of her role heading up AirFinance, Ms. Bartok is a frequent conference contributor regarding the state of the business jet and aircraft financing markets. She was recently a featured speaker at the October 2008 Aviation Finance Summit held in New York City where she spoke on the "The Growing Foreign Corporate Jet Market: Growth and Development" and at Frost & Sullivan's annual event in Los Angeles on the 2009 Outlook for Aerospace.

Christopher J. Chaput, Managing Director & Head of Structured Finance, Seabury Group

Chris Chaput heads the firm's Structured Finance Group, which focuses on secured financings and off-balance sheet transactions (including leveraged leasing) involving aircraft, rail cars, real estate, ships and other assets. Most recently, Mr. Chaput was a senior member of the exclusive advisory team that represented US Airways in its successful merger with America West Airlines.

Mr. Chaput has been an innovator in the restructuring of EETCs—publicly traded, highly structured, aircraft-backed bonds. Recent activities include a \$500 million sale-leaseback of EETC-encumbered aircraft during the course of a Chapter 11 case in order to raise additional liquidity. In addition, he has identified large, value added refinancing opportunities relative to EETC bonds in bankruptcy which can dramatically lower the financing cost to airlines.

Seabury Structured Finance maintains a constant dialogue with hedge funds, private equity firms and other special opportunity investors in an effort to identify aircraft financing opportunities that will meet the specific needs of airlines in a restructuring mode.

Ian P. Crowe, Aviation Development Director, Willis Aerospace

Ian Crowe has over 40 years experience in the Aviation Industry, qualifying following his apprenticeship with an HND in Aeronautical Engineering 1973. In 1974 he learnt to fly eventually becoming a simulator instructor on B737's.

He has spent some 15 years working overseas for government agencies, aircraft manufactures and airlines.

Ian has extensive experience in training, engineering, flight operations and aircraft accident investigation where as a loss adjuster for Lloyds Underwriters he investigated over 300 aircraft accidents, involving all types of aircraft world-wide.

For the past 12 years at Willis he has provided Safety and Risk Management advice and training to clients across a range of aviation topics, including on-site operational and safety reviews.

In May 2007 Ian was sent to Dubai to support and develop the Willis Aerospace Insurance Broking and Risk Management activities in the Gulf Region. Before arriving in Dubai Ian was the Chairman of the United Kingdom Flight Safety Committee (UKFSC). He continues this interest locally, through membership of the Gulf Flight Safety Committee (GFSC) where he was a founder member and also through membership of the Middle East Business Aviation Association (MEBAA).

He is a regular Conference speaker supporting local and international Safety and Risk Management initiatives.

Manuel Ausaverri Ferrer, Partner, Advanced Logistics Group – Europraxis

Civil Engineer and MBA (IESE). ALG's partner with twelve years of experience in business and organizational consulting. Within the past years, Manuel has provided intensive support to the transport sector from a planning and operational view. He has also managed various due diligence processes for transport projects on behalf of financial entities.

Uğur Kalkan, Technical Director, MNG Airlines

Uğur Kalkan joined MNG Airlines - Turkey in 2000 as the Engineering Manager. He then became the technical director in 2007. He is the post holder for maintenance and responsible for all engineering, planning and maintenance activities of MNG Airlines. Also he is the coordinator of MNG Jet Business Jet Service Center. Besides his technical position, he is the head of aircraft acquisitions for MNG fleet including market research, contracts, deliveries and registration. Also he managed the phase out of each aircraft from MNG Fleet.

Mr. Kalkan has a bachelor's degree in Aeronautical Engineering from Istanbul Technical University. He started working in a private airline in 1993 as a planning engineer and stayed in the engineering departments of 2 other private airlines since that time.

Roland H. Moore PA, Aviation Attorney

Roland Moore has over 28 years experience in the aviation industry, having started his airline career with Eastern Airlines in New York as an accountant and financial analyst. He served as in-house counsel and Eastern's director of legal affairs for 21 years, continuing his career as special legal counsel to Pan American World Airways, Continental Airlines, Carnival Air Lines, International Air Leases and Aero Peru

During the Eastern Estate liquidations, Mr. Moore was appointed special counsel to the Trustee representing the Estate in the disposition of its fleet of Boeing, Douglas, Airbus and Lockheed aircraft, and was the author of virtually every aircraft purchase, lease and sale agreement for Eastern during the early to mid-1990's involving some 140 aircraft.

Mr. Moore has handled during his career to date over 700 aircraft and engine transactions.

During the past ten years he has represented numerous foreign and domestic airlines,

operating lessors and lessees in placing aircraft and engines around the globe. He has also represented two governments of the former Soviet Union and Africa in acquiring Boeing 767 and 737 aircraft in those countries from US financial institutions including GE and Boeing Capital.

In addition to his busy aviation practice, Mr. Moore has been an adjunct professor of business and aviation law for thirteen years at Embry Riddle Aeronautical University, and a guest lecturer at numerous international aviation conferences. He is a former Chairman of the State of Florida Governor's Aviation Advisory Committee, and is past Chair of the International Society of Transport Aircraft Trading Foundation (ISTAT). He earned his law degree from the University of Miami, and attended graduate school at Harvard.

Aoife O'Sullivan, Partner, Gates and Partners

Aoife has extensive experience in corporate, asset finance and commercial law. She has advised both nationally and internationally on financings, securitisations, takeovers, mergers and acquisitions, reorganisations, listings, commercial contracts, and joint ventures. She has also worked at a leading offshore firm in the Cayman Islands where she advised on structuring and implementing local and international securitisations, asset financings, mutual fund and unit trust schemes, establishing complex corporate structures with worldwide tax-effective outcomes.

Aoife also advises clients on aircraft finance, commercial aviation and regulatory issues including aircraft and fleet acquisitions and disposals, financings, airline start-ups, licensing applications and ancillary issues. She has a particular focus on the specialised private and corporate jet market.

Aoife sits on business aviation industry committees in the UK and is a regular contributor to trade and industry publications, conferences and seminars.

Rahul Shah, Senior Vice President & Managing Director, AAR

Rahul Shah joined AAR in 1991 as a Development Engineer for AAR Engine Component Services in New York and Connecticut. He then rose to the rank of Program Manager, with responsibility for the sales and marketing activities of the Company's engine component repair business.

Mr. Shah became Vice President of Sales and Marketing for AAR's Asia Pacific region in 2000. He was promoted to Managing Director of Asia Pacific Operations in 2002, and the business grew seven-fold under his leadership.

Mr. Shah has now focused his attention on growing AAR's presence in Africa, Turkey and the Middle East with our new office opening in Abu Dhabi, UAE. As Senior Vice President and Managing Director, Mr. Shah will manage operations and sales and marketing efforts in the region.

Mr. Shah earned a bachelor's degree in Mechanical Engineering, a master's degree in Industrial Engineering and a master's degree in Business, Finance and Marketing, which he applies as he develops strategic programs to meet the needs of AAR's customers around the world.

Peter van Oostrum, Business Development Manager, Fokker Services

Peter van Oostrum has been working for Fokker Services since early 1997, initially as Manager, Airline Analysis and currently as Business Development Manager. His present responsibilities include remarketing support and product development for all Fokker aircraft. Additionally, he has been responsible for the recent development of Fokker Services VIP completions of large-cabin aircraft.

Prior to that Peter van Oostrum spent 11 years at the Fokker Aircraft (Manufacturing)

Company in various marketing roles, which included product management for the Fokker 70. Peter joined Fokker in 1985 with an MSc. in aircraft preliminary design from the Delft Technical University.

Dewey Yee, CEO, China Everbright Aerospace Capital

Dewey is the CEO of China Everbright Aerospace Capital Ltd, a subsidiary of China Everbright Limited, listed on the Hong Kong Exchange. China Everbright Aerospace Capital specialises in aviation/aerospace advisory, investment management and aircraft leasing funds. Dewey has more than 22 years professional experience in aerospace and aircraft financing. He started his career in 1986 marketing aircraft leases in China for with GPA in Hong Kong. He then moved on to GATX, Babcock & Brown and appointed to senior positions in Singapore at Deutsche Morgan Grenfell, Tokyo-Mitsubishi International, Société Generale and Credit Agricole Lazard Financial Products Bank between 1997 and 2002. Dewey was one of the original members of the Hong Kong based – Aerospace Forum Asia, and has spoken at various events including: Chinese University in Hong Kong, Commercial Aircraft Forum China 2008, Financing Aviation in Middle East (FAME) 2009 and the 2009 Shanghai Airshow. He also advises the HK Government’s “InvestHK” department on Aerospace Finance matters. Dewey attended the United State Naval Academy and holds a doctor of Jurisprudence Degree.