



ishka THE AVIATION INVESTIVAL

North America

16TH - 17TH October 2019
The Stewart Hotel, New York



AT A GLANCE

Take out the time and hassle of investor roadshows by conducting yours in one city, under one roof, over two days.

Join Ishka's Aviation Investival to build relationships and explore funding opportunities with over 90 institutional investors from across the Americas.

With over 18 sessions across multiple streams, tailor and create your own agenda and gain unmissable insights into the North American aviation finance market.

NEW FOR 2019

- ★ INVESTOR SPEED DATING
- ★ ISHKA'S INDUSTRY ALL-PLAY: THE INVESTOR ROULETTE
- ★ DEDICATED WORKSHOP FOR EXPERIENCED INVESTORS



250 ATTENDEES



**5 DEDICATED
CONTENT STREAMS**



INVESTOR WORKSHOP



**CONFERENCE AFTER
PARTY**

"Thank you ISHKA for putting together these focused investor conferences. We are meeting the right people from the right companies and have been able to, for example, increase our debt investor base and actually already closed deals with new banks thanks to these events"

CEO Arena Aviation Capital

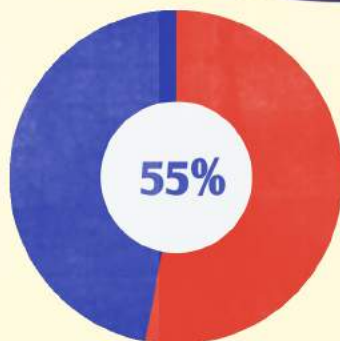
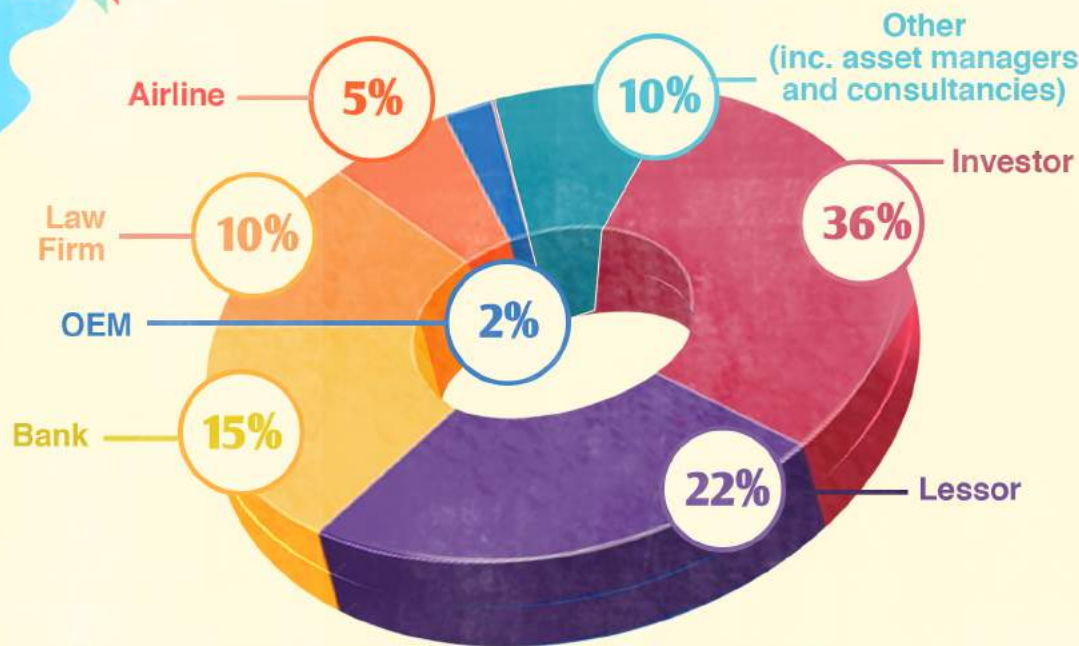
ishka

WHO ATTENDS THE EVENT?

200+ ATTENDEES

130+ ORGANISATIONS

50+ SPEAKERS



MD, Head & C-suite

Manager & Senior executive

The Aviation Investival North America attracts 90+ key investors:



MAGNETAR CAPITAL

NEXGEN AVIATION CAPITAL



HUDSON STRUCTURED
CAPITAL MANAGEMENT

BARINGS

BROWN
BROTHERS
HARRIMAN



WATERFALL
Asset Management

BC Partners

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AAG
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Sun Life
INVESTMENT MANAGEMENT



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MetLife

ECHOLON

ishka EVENT SPEAKERS



Steven Udvar-Házy
*Executive Chairman of
the Board, Air Lease
Corporation*



Mark Streeter
*Managing Director,
J.P. Morgan*



Donal Boylan
*Board Of Directors,
VietJet Air*



John Beekman
*Fixed Income Analyst,
Fidelity*



Elena Serdyuk
*Senior Director,
New York Life Investors*



Timothy Myers
*President, Boeing
Capital Corporation*



Kumar Velayudham
*Managing Director and U.S.
Structured Credit Analyst,
Oz Management*



Joe O'Mara
Tax Partner, KPMG



Dave Davis
*Chief Financial Officer,
Sun Country Airlines*



Eamonn Forbes
*Chief Commercial Officer,
FPG Amentum*



Wesley Trowbridge
*Credit Research Analyst,
T. Rowe Price*



Kathryn Peters
*VP of Strategy & Research,
Jackson Square Aviation*



Ali Ben Lmadani
CEO, ABL Aviation



Karl Griffin
CEO, Genesis



David Andrews
*Managing Partner,
Hudson Structured
Capital Management*



Bryson Monteleone
Senior Advisor, PwC



Richard Munden
Partner, Carey Olsen

AGENDA WEDNESDAY 16TH OCTOBER

8:15 CIRM Breakfast Briefing: Hedging to reduce your cost of funds and increase your profit margins

DON'T MISS!

- Learn the basics of preserving and increasing your yield through hedging your cost of funds.
 - This session will simplify and demystify the basic interest rate derivatives used in the aircraft financing space.
- In the process, you'll gain a better understanding of effective hedge strategies, current market conditions, and an update on LIBOR transition.

Christina Ochs, CEO, CIRM

Laurie Sartain, Director, CIRM

9:05 Ishka Welcome

9:15 The current state of play for the aviation financing market

Tim Myers, President of Boeing Capital gives his view on where the aviation finance market is today, including weathering a downturn, the strength of the US airline market, recent innovations and the regulatory environment

Tim Myers, President, Boeing Capital Corporation

9:45 The Ishka Gameshow

Industry heavyweights discuss this year's hottest issues, stories and innovations in the US aviation finance market. Pride is the prize and the audience is the winner

Steven Udvar-Házy, Executive Chairman of the Board, Air Lease Corporation

Mark Streeter, Managing Director, J.P. Morgan

Fraser Chestney, Senior Vice President, Magi Aviation Capital

Bob Bengtson, Vice President, Goldman Sachs

James Meyler, CEO, ORIX Aviation Group

Moderator: Gerry Butler, Managing Director, Merx Aviation

10:30 Break

11:15 Keynote investor panel: Ask me anything

Do you have a question for our investor panel? After a short Q&A delegates will be leading the discussion by asking questions using Slido and roaming mics

- How esoteric do US investors view aviation versus comparative asset classes?
- Are investors concerned by thinning spreads in the deals?
- What asset types are the sweet spot for investors?

John Beekman, Fixed Income Analyst, Fidelity

Andrew Kleeman, Managing Director, Sun Life Financial

Wesley Trowbridge, Credit Research Analyst, T. Rowe Price

Elena Serdyuk, Senior Director, New York Life Investors

Moderator: Radha Tilton, Managing Director, Goldman Sachs

12:00 Ishka's crunch before lunch!

Your opportunity to join a series of fast-paced, roundtable-style discussions, focused on the core challenges and trends impacting the industry today.

12:45 Lunch

AGENDA WEDNESDAY 16TH OCTOBER

14:00 Keynote airline panel: Encouraging more innovation in market structures

- What are potential innovations in the EETC market? Pre-payments, aircraft substitutions etc
- Evaluating airline appetite for transactions with Japanese investors
- Will the A220 be core to all US airlines' fleet in the next ten years?

Dave Davis, Chief Financial Officer, Sun Country Air Lines

Kevin Hawkins, Director, Capital Markets, Delta Air Lines

Moderator: Eamonn Forbes, Chief Commercial Officer, FPG Amentum

Capital Markets

14:30 Investor opportunity constraints; where are the assets?

- Which assets hit the 'sweet spot' for investors looking for returns, and where have these assets gone?
- What other aviation asset types should investors be looking at?
- Assessing the availability of excess funds on returns

David Andrews, Managing Partner, Hudson Structured Capital Management

Damon D'Agostino, President & CEO, Zephyrus Aviation Capital

Christian Wolff, Director, Helaba

Ed Connolly, SVP, Capital Markets, Engine Lease Finance Corporation

Nathan Riggs, Co-Chief Commercial Officer, Aergo Capital

Moderator: Bryson Monteleone, Senior Advisor, PwC

15:00 How real is the tradable e-note market?

- What is the depth of the market for e-note trades?
- Why are lessors still hesitant to trust the market? Depth, requirement for certainty etc
- Exploring how to inject liquidity into the market; 'trace' fees, transparency, depth of secondary market

Kumar Velayudham, Managing Director and U.S. Structured Credit Analyst, Oz Management

Oz Management

William Eustis, Managing Director, Wells Fargo

Daniel Krup, Managing Director, Beach Point Capital Management

Shirley Lu, Vice President, Air Lease Corporation

Richard Barnett, Managing Director Castllake

Moderator: Joe O'Mara, Tax Partner, KPMG

Wider Market

14:30 Have Boeing's aircraft issues reached their MAX?

- What if any impact will MAX grounding have on revenue and residual value in five years?
- What have airlines done to cover the lack of MAX's in their fleet?
- Exploring the effect of Boeing's NMA on the MAX's lifespan

Richard Hakes, Partner, Reed Smith LLP

Moderator: John Luth Seabury Consulting now part of Accenture: Chairman & CEO of

Seabury Consulting & Corporate Advisory, Seabury Capital Group: Chairman, President & CEO

Addison Schonland, Founder and Partner, AirInsight

15:00 When it comes to NGs and ceos vs neos and MAXs; Is old the 'new new'?

- Will some issuers' preference for current gen aircraft continue?
- Are ESG bonds with new tech aircraft important for US investors?
- What are the expected returns for older aircraft? How do they compare to neos/MAX's?

Karl Griffin, CEO, Genesis

Steve Mason, Senior Vice President, Commercial – Engines, Avolon

Doug Winter, Chief Commercial Officer, Airastle

15:30 Break

AGENDA WEDNESDAY 16TH OCTOBER

Debt

16:00 Will the ABS market be the same size in the next two years?

- Are the debt markets late cycle?
- What causes large variances in ABS forecasts, particularly in midlife assets?
- Can investors trust ABS appraisers who have been hired by banks or lessors?

Ronan Murphy, Senior Vice President, Merx Aviation Finance

Kevin MacLeod, Head of the New York Capital Markets Group, Vedder Price

Bob Bengtson, Vice President, Goldman Sachs

Moderator: Yevgeniya Levitin, Managing Director, Head of Aviation, Americas, Natixis

16:30 The Ishka Debate:

“This house believes thinning spreads will reduce investor demand for aviation and hinder the growth of lessors”. Do you agree?

Against: Mark Streeter, Managing Director, J.P. Morgan

Equity

16:00 How dynamic is the Japanese equity market?

- Exploring innovations in the JOL/JOLCO market and how deep the market is; JOLCO + ABS, JOLCO + AFIC, JP Lease
- Succession planning: is Japan a demographically unique spot?
- Expanding JOL asset horizons; what assets are JOL investors looking at?

Ali Ben Lmadani, CEO, ABL Aviation

Teiji Ishikawa, CEO, JP Lease

John Wikoff, Senior Executive Director FPG Amentum

Moderator: Gary Fitzgerald CEO, Stratos

16:30 The Ishka Debate:

“This house believes public equity opportunities offer better relative value than private equity.” Do you agree?

Gary Fitzgerald CEO, Stratos

Investor speed dating

16:00 Looking to strike up working relationships on the day?

Pre-book your spot and take part in 10-minute speed dating rounds with each of our carefully selected investors, moving from one to the next as the bell rings

17:00 Ishka awards Best American Airline

17:10 Conference after-party and networking drinks

WORKSHOP AGENDA THURSDAY 17TH OCTOBER

09:30: Airlines will default, but how were recent airline bankruptcies really dealt with?

Case-study led session, exploring the fallout of recent airline bankruptcies (Avianca Brazil, Jet Airways):

- How well did the industry soak up the aircraft?
- Did lessor ratings hold true?
- What were the jurisdictional sensitivities?
- The impact on demand/supply balance; what will happen if we see an economic contraction?
- Exploring lessons learned

Christopher L. Beers, Chief Legal Officer, Aircastle

Available
to book
separately

10:15 ABS maintenance modelling; Improving the accountability of forecast accuracy:

Providing transparency on what causes variance in ABS forecasts, and what are the differences in risk between working with issuers vs working independently for investors Intex and DealVector: Who are they, how do their models differ and is one superior?

Stuart Rubin, Vice President Managing Director Aviation, ICF

11:00 Break

11:30 Priced to perfection: Have appraisals held up in the current sellers' market?

Analysis of how appraisals have stacked up relative to expectations in the past few years, focusing on:

- Residual values by age of aircraft; new, midlife, end of life/part out
- Whether aircraft sale values incorporate transition costs (re-leases)
- Level of understanding required for the trading of the assets

Eddy Pieniazek, Head of Analytics and Advisory, Ishka

12:00 How to maintain long term value in the used widebody market; looking at:

- Volume increase of aircraft coming on market
- Lessor mix
- Simplifying transitions and trading
- Engine OEM actions – CareStore, LessorCare with LifeKey vs GE growing control of aftermarket

Lee Roulston, Senior Finance Business Partner – Customers, Rolls Royce

Patrick den Elzen, Managing Director Arena Aviation Capital

12:30 Understanding which assets are maintenance payers and which are not

- Outlining which airlines/assets pay maintenance reserves
- The relevance of maintenance reserves for investors
- Evaluating what 'full life' means today; heavy maintenance check and new engines or economic top up?

Bryson Monteleone, Senior Advisor, PwC

13:15 Exploring AFIC: What investors need to know

Leslie Kurshan, Managing Director, Marsh

13:45 End of workshop

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	Early Bird Valid until 30th Aug 2019	Standard
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Conference only pass Wednesday 16th October 2019	\$1,549	\$1,699
Investor Masterclass only pass Thursday 17th October 2019	\$349	\$399

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Each guest after the second receives a 15% discount

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