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THE AVIATION INVESTIVAL ASIA

KOWLOON SHANGRI-LA, HONG KONG

MARCH 26TH 2019

THE AVIATION INVESTIVAL ASIA

The Aviation Investival, Asia, is the preeminent meeting point for institutional investors and key influencers looking to explore funding and aircraft investment opportunities across Asia and the rest of the world.

After the success of our inaugural festival in Hong Kong, which saw over 40 institutional investors gather from Korea, Taiwan, Japan and China, our unique festival gathering returns in 2019 and promises to deliver more investors and inspiring content.

March is the perfect time to gather vital market intelligence to best position for 2019 and our interactive session formats provide the perfect setting to drive growth in this exciting market.

WHAT TO EXPECT IN 2019

UNRIVALLED NETWORKING WITH INSTITUTIONAL INVESTORS

INTERACTIVE SESSION INCLUDING THE GAMESHOW, BRAIN BOX, INVESTOR PITCH, INDUSTRY ALL PLAY

CREATE YOUR OWN AGENDA ACROSS FOCUSSED STREAMS AND BREAKOUT SESSIONS

A DEDICATED INVESTOR WORKSHOP, MAXIMISING TIME OUT OF THE OFFICE FOR INVESTORS

HEAR FROM INDUSTRY EXPERTS ON EMERGING TRENDS, INNOVATIVE STRUCTURES AND NEW PRODUCTS

WITH THANKS TO OUR SPONSORS

FOUNDING PARTNER

ABL AVIATION

SUPPORTERS

ARENA AVIATION CAPITAL

GECAS

SPONSORS

AERGO CAPITAL

Helaba

SPEAKER LINE UP INCLUDES

ALICIA GARCIA HERRERO
Chief Economist
ASIA PACIFIC, NATIXIS

CHRISTINA CHANG
Managing Director
CITI

ANUP MYSOOR
Managing Partner
DORIC

ULF MENZE
SVP of Pricing and Risk Management
FPG AMENTUM

RADHA TILTON
Managing Director
GOLDMAN SACHS

TOM ZHU
Head of Investment Management
CHINA TAIPING LIFE INSURANCE

WEILI CHEN
Head of Capital Markets Financing
STANDARD CHARTERED

WILL GRAMOLT
CFO
CDB AVIATION

DEWEY YU
Vice Chairman & Managing Director
AERGO CAPITAL ASIA

PATRICK DEN ELZEN
CEO
ARENA AVIATION CAPITAL

RICHARD FINLAYSON
MD, Head of Asset Finance & Leasing
APAC, DEUTSCHE BANK

LI LIU
Senior Vice President
GECAS

INVESTORS ATTENDED IN 2018 INCLUDED:

AIA • BOC GROUP LIFE ASSURANCE COMPANY • CARVAL INVESTORS • CHINA LIFE
CHINA CONSTRUCTION BANKING CORPORATION • CHINA EVERBRIGHT • MANULIFE
CHINA LIFE INSURANCE (OVERSEAS) • CHINA RE ASSET MANAGEMENT
CHINA TAIPING LIFE INSURANCE • THE HONG KONG JOCKEY CLUB • MIRAE ASSET SECURITIES
CINDA AM HK • NWS HOLDINGS LIMITED • PING AN • SUN HUNG KAI & CO. LIMITED
SINGAPORE CONSORTIUM INVESTMENT MANAGEMENT LIMITED (SICIM)

"This event is well organized. Its content has more depth, and the size is perfect. This allows a lot of interactions between presenters and attendees. Participants are genuinely engaged during presentations. In addition, it provides a great opportunity for all industry experts to network with investors."

Li Liu, Senior Vice president, GECAS

AGENDA

09.10 Ishka opening video and analysis

09.15 Trade wars: assessing the impact of geopolitical tensions on the APAC aviation finance market

- *Who will be the winners and losers of a trade war?*
- *What will be the wider economic impact?*

Alicia Garcia Herrero, Chief Economist, Asia Pacific, Natixis

09:45 The Ishka gameshow

Key issues facing the Asian aviation finance market are discussed in fun, interactive gameshow style formats including: the odd one out, complete the headline and picture board round.

- *Should Hong Kong be viewed as a rival for Dublin and Singapore as a leasing hub?*
- *Can we discern wider trends from the HNA sell off? Is there a tapering of demand from Chinese state-owned entities for aircraft assets?*
- *To what extent are airlines struggling in Asia, and is there regional overcapacity?*
- *Is the timing right for Chinese lessor consolidation?*
- *The growth of regional banks financing aircraft*

Richard Finlayson, MD, Head of Asset Finance & Leasing, APAC, Deutsche Bank
Radha Tilton, Managing Director, Goldman Sachs
Will Gramolt, CFO, CDB Aviation
Li Liu, Senior Vice President, GECAS
Christina Chang, Managing Director, Citi

10.30 Networking break

11:00 Audience response poll on key regional issues

11:15 The investor pitch

- *How are investors evaluating different capital structures?*
- *What are investors' cash on cash and IRR requirements?*
- *Understanding the rating and regulatory requirements for Asian investors*

Tom Zhu, Head of Investment Management, Executive Director, China Taiping Life Insurance

11:45 The industry All play

Interactive group session tackling critical industry problems.

12.30 Lunch

DEBT AND EQUITY STREAM

14:15 Building an Asian aircraft lessor ABS or airline EETC: What is missing and is there enough demand?

Weili Chen, Head of Capital Markets Financing, Standard Chartered

Dewey Yu, Vice Chairman & Managing Director, Aergo Capital Asia

14:45 Identifying new pockets of equity in Asia

- *What is the appetite of Taiwanese investors for aircraft assets?*
- *Will Japanese investors accept more asset risk?*
- *Will Korea's equity and mezzanine markets continue to expand?*

Patrick Den Elzen, CEO, Arena Aviation Capital

Anup Mysoor Managing Partner, Doric

Ulf Menze, SVP of Pricing and Risk Management, FPG Amentum

Ali Ben Lmadani, CEO, ABL Aviation

15:15 Networking break

15:30 Brain box

A series of interactive problem-solving sessions designed for experienced market practitioners.

- *How can technology such as Big Data and blockchain be used to generate value?*
- *Developing public equity markets in Asia*
- *Acquiring aircraft without an order book*
- *Building new products to match investor demand*
- *Expanding JOLs and JOLCOs to new airlines and regions*
- *What are the substance requirements for establishing a leasing platform in HK*

17:30 Close of conference

INVESTOR MASTERCLASS

Seminar style sessions utilising data, case studies & presentations to help investors identify investment opportunities.

14:15 The aviation investment menu: relative value analysis and returns across the capital structure

Radha Tilton, Managing Director, Goldman Sachs

14:45 Which airlines are showing signs of stress and has risk been mispriced in Asia?

15.15 Networking break

15:30 Fundamentals of aircraft leasing investments

- Operating vs finance leases
- How to structure, renegotiate or extend a lease

Cian Dooley, Founding Partner, Airborne Capital

16:00 Credit analysis: evaluating lessors and airlines

- Assessing airline credits and the impact of different airline business models
- How do different airlines react to stress?

16.15 Networking break

16:30 ABS workout

- How do appraisers project forward values in ABS deals?
- Understanding the maintenance cycle and projecting cashflows in aircraft ABS
- Rating agency methodologies on aircraft ABS

Christina Chang, Managing Director, Citi

17:00 Investing in metal: thinking about aircraft as a cashflow investment

- Extracting value from maintenance reserves
- How to best extract value through the part-out market
- How to safely invest in engines

17:30 Close of conference

REGISTER TODAY
THE AVIATION INVESTIVAL ASIA

KOWLOON SHANGRI-LA, HONG KONG

26TH MARCH, 2019

EARLY BIRD
VALID UNTIL 15/02/2019
$999

STANDARD
$1,150

Book for three or more colleagues and save!

Each guest after the second receives a 15% discount

Register online – it's quick and simple
WWW.ISHKAGLOBAL COM/EVENTS

Free passes for airlines and institutional investors (subject to approval)
To reserve your complimentary pass, please email team@ishkaglobal.com

For group bookings of 6+ or for sponsorship opportunities, contact Lewis Price
Lewis@ishkaglobal.com +44 (0)20 3189 4598