



**4<sup>th</sup> AFLA**

**Aircraft Financing and Leasing in Asia**

*New Opportunities and Challenges in the Horizon*

Friday 15th February 2019

Singapore

**Conference Moderator: To be confirmed**

8.30 Registration & Networking Coffee

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

*Adam Young, Marketing Director, Asia Pacific, Embraer*

*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)*

*Roland H. Moore Esq., Aviation Attorney*

*James O'Shea, CEO, Seefin Aviation*

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

*Other Speakers to be confirmed*

### 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*

*Other Speakers to be confirmed*

### 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*

*Speakers to be confirmed*

### 17.00 Concluding Remarks