



**Asia Investor Masterclass:
Developing a Major Aircraft Leasing Platform**

Wednesday 27th June 2018

Hong Kong

In Association with



AGENDA

9.30 Registration & Networking Coffee

9.45 Aircraft Investor Market Entrance Strategies

- Brief Intro to Aircraft Leasing
- Airline Decision on Aircraft Lease vs. Buy
- Sale and Leaseback; Portfolio Acquisitions; Speculative Orders; Naked Aircraft

Rob Watts, CEO, Aerotask

Catherine Somi, Aviation Lawyer

10.00 Aircraft Valuations and Appraisals

- Aircraft Appraisal Standards & Specifics
- Value Trends: Half-Life, Full-Life, Zero-Life
- Types of Aircraft Valuations & Appraisals

Rob Watts, CEO, Aerotask

10.45 Scenarios & Case Studies: Trends in Aircraft Values, Lease Rates and Trading Volume

Rob Watts, CEO, Aerotask

11.15 Networking Coffee Break

11.30 Aircraft Lessor Overall Risk Assessment and Mitigation

- Sourcing and Executing Aircraft Deals
- Risks: Credit, Country, Asset & Legal
- Aircraft Lease Management & Redeliveries of Aircraft

Rob Watts, CEO, Aerotask

Catherine Somi, Aviation Lawyer

12.30 Lunch Break

13.30 Impact of the Maintenance Cycle on Aircraft Values

Rob Watts, CEO, Aerotask

14.00 Aircraft Leasing Guide 1: Core Considerations

- Operating Leases and Finance Leases Compared
- Legal vs. Commercial Provisions
- Impact of Aircraft Lease on Lessors and Lessees

Catherine Somi, Aviation Lawyer

15.00 Lessor Business Models

- New Aircraft v. Mid-Life Aircraft v. End-Of-Life Aircraft; Regional Jets vs. Narrow bodies vs. Widebodies
- Jurisdictional Considerations, Capital Structure & Organizational structure
- Market Exit Strategies: IPOs and Share Sales; Capital Markets; Aircraft sales, part-outs and cargo conversions

Rob Watts, CEO, Aerotask

15.30 Networking Coffee Break

16.00 Aircraft Leasing Guide 2: Dealing with Defaults, before & after

- Pre and Post-Default Steps
- Consequences of Default
- Cape Town Convention: Application and Relevance

Catherine Somi, Aviation Lawyer

17.00 Scenarios & Case Studies: Aircraft Leasing Guide 3: Repossessions

Catherine Somi, Aviation Lawyer

18.00 Closing Remarks

Seminar Speakers

Catherine Somi, Aviation Lawyer

Ms Somi's global practice concentrates on aviation commercial and leasing matters as well as disputes, acting primarily for lessors, airlines, aircraft ASSET MANAGERS, maintenance facilities, vendors, borrowers and investors.

Ms Somi has been the lead advisor and negotiator in respect to the structuring and execution of multibillion USD transactions involving aircraft and engine purchasing, trading and leasing, as well as aircraft repossession, debt restructuring, fleet servicing and aircraft maintenance, modification and product support agreements in high risk multi-jurisdictional environments.

Prior to joining OLN, Ms Somi acted as: (i) the Group Legal Counsel of China Aircraft Leasing Group Holdings Ltd. ("CALC"), China's largest aircraft operating lessor, where she was member of the senior executive and management team whose performance led CALC to be named "Aircraft Lessor of the Year 2015 & 2016" by Global Transport Finance; (ii) Corporate Counsel of EMEA & Russia for International Lease Finance Corporation/ AerCap ("ILFC/ Aercap"), the world's largest global aircraft operating lessor, and part of the team that led ILFC/ Aercap to be named "Aircraft Lessor of the Year 2013" by Aviation 100; and (iii) Litigation Lawyer for Ashurst LLP, where she was core member of the team awarded the "Innovative Lawyers Award for Legal Innovation in Dispute Resolution 2010" by the Financial Times."

Rob Watts, CEO, 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.

Dewey Yee, Vice Chairman and Managing Director, Aergo Capital Asia

Mr. Yee was appointed in January 2013 by Hong Kong's Chief Executive to the newly established, "Economic Development Commission", a high-level Commission focused on strategic policy for economic growth. For five years, Mr. Yee headed the 'Aerospace Finance Task Force Focus Group' and personally formulated innovative tax and policy measures to develop Hong Kong into a global Aerospace Finance Centre. In July 2017, a new and ground-breaking Inland Revenue Bill was passed creating a new tax regime for the aircraft leasing, financing and investment sector in Hong Kong.

Presently, Mr. Yee is Vice-Chairman and Managing Director of Aergo Capital Asia Limited - founded in 1999, is a leading global aircraft leasing & trading company. Aergo is majority held by CarVal Investors - founded in 1987 is an independent subsidiary of Cargill - the largest privately held corporation in the United States."