



**Asia Investor Masterclass:
Developing a Major Aircraft Leasing Platform**
Wednesday 27th June 2018
Hong Kong

In Association with





AGENDA

8.30 Registration & Networking Coffee

9.00 Chairperson's Introduction and Welcome
Panagiotis Panagopoulos, CEO, Aeropodium

9.15 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

9.45 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 Chairperson's Closing of Masterclass

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.