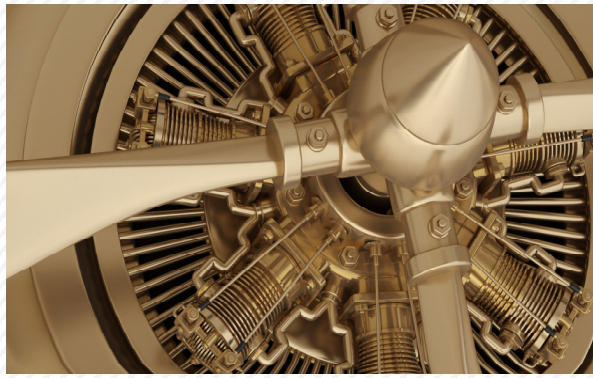


TRANSACTIONAL SUPPORT & RISK MANAGEMENT

19 September 2018, Copthorne Tara Hotel, Kensington, London



Highlights:

- ◆ Overview of Current Market Place
- ◆ Key Risks Faced
- ◆ Transaction Life Cycle
- ◆ Due Diligence
- ◆ Credit Evaluation & Portfolio Diversification
- ◆ Post Closing Contract & Risk Management
- ◆ Insurance
- ◆ Defaults & Repossession Planning

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OBJECTIVE: This seminar will focus on the issues involved in aviation investment risk management and the extensive transactional support it requires. The in-depth programme will provide the information needed by bankers, operators' technical managers, asset lessors and lessees plus legal and other professional advisors concerned with minimizing risk and maximizing opportunities in aviation finance and management. Plus others seeking new aviation investment opportunities and anyone with on-going exposure to asset related risk.

PROGRAMME

08.00	Registration and Tea/Coffee Moderator: Angus Williamson, ex-Head of Risk, AWAS	12.15	Luncheon	16.30	Emerging Issues to Consider & Risk Mitigation Mike Ellison, former Chief Risk Officer, GECAS and MD Risk, PK Airfinance
08.50	Overview of Current Market Place & Key Risks Faced Ed Hansom, Chief Investment Officer, Sirius Aviation Capital	13.15	Post Closing Contract & Risk Management Process Will Purcell, VP Risk, Macquarie Aircraft Leasing Services (Ireland) Ltd <ul style="list-style-type: none">• Airline credit monitoring and reporting• Portfolio monitoring and the macro environment• Watchlist customers, collections and defaults• Contract management and compliance	17.15	Seminar concludes
09.40	The Transaction Life-Cycle Michael Dowling, Chief Risk Officer, DAE Capital <ul style="list-style-type: none">• Transaction Origination• Transaction Underwriting• Transaction Approval• Transaction Documentation• Aircraft Delivery	14.00	Insurance Robert Normand, Client Executive, Aviation Insurance, AON Group Ltd		
10.30	Refreshment Break	14.45	Refreshment Break		
10.50	Due Diligence—Industry Best Practice Patrice Robinet, Partner, Akerman LLP <ul style="list-style-type: none">• Credit• Asset• Legal	15.10	Defaults & Repossession Planning Jan Bosak, The Counsel, Ping An Aircraft Leasing and former General Counsel of Elix <ul style="list-style-type: none">• Five Repossession Lessons• Repossession Lessons Applied: Arrest and Repossession of Boeing 737 MSN 27267 (Blue Air)		
11.30	Credit Evaluation & Portfolio Diversification Rob Asher, Director, Head of Credit Risk, Orix Aviation <ul style="list-style-type: none">• Importance of credit analysis before a deal• Credit analysis for new leases, SLBs and acquiring via trading• Impact on lease terms• Assessing portfolio acquisitions• Managing your own portfolio - opportunities and challenges	15.50	Case Study Michael Tan, Global Credit Officer, Standard Chartered Bank <ul style="list-style-type: none">• A practical exercise		

Who Should attend:

Airline Managers, Lessors, Sales & Marketing, Investors, After Sales Personnel, OEMs, Finance Community.

[Engine Leasing Seminar](#), 18 Sept, London
[Aircraft Economic Life Summit](#), 20 Nov, Dublin
[Operating Lease Seminar](#), 19-21 March 19, Dublin

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Fees per delegate

I wish to register. Cost is £695.00 plus 20% VAT per person

No. delegates _____
10% discount if **booked before 7 August 2018** ie £625.50.

Total _____

I wish to opt-in to receive event emails.

Registration Fee – includes conference participation, luncheon, & documentation. **All bookings are deemed binding upon receipt of the registration form.**

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Administrative & Delegate Details

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Venue:

Copthorne Tara Hotel, Kensington, London, UK
Scarsdale Pl, Kensington, London W8 5SY
Tel: +44 (0) 20 7937 7211. www.millenniumhotels.com/Tara
Bedroom rate: £ 130.00 inc tax and breakfast (single room).
The cut-off date for the *reduced rate* is **17 August 2018**.

Attire: Smart/Casual

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