



# Introducing The Aviation Finance Innovation Festival

The aviation climate is changing in plain view and many airlines are responding by deferring deliveries and 'right sizing' their fleets. Those slow to respond will be more prone to stumbling when the next hurdle appears - a fuel spike, an exogenous shock, maybe even credit downgrades in major markets.

As we reach midpoint 2017, join us in Dublin for two days of expert analysis and opinion on the latest indicators of strategic change and what to expect in terms of the investment risk environment.

Our stellar line-up of over 30 industry leaders discuss and debate new and pro-active measures to innovate and drive the market forward.

**"More interactive than the average conference and therefore more expert opinion - great!"**

Managing Director, Cabot Aviation

## Who should attend?

Ishka's two-day conference explores the latest opportunities and key challenges facing seasoned financiers, lessors, airlines and investors.

Our interactive sessions provide a rich learning environment for juniors and new entrants to the market

**"I have been attending the ISTAT, Airfinance and MRO conferences around the world for more than 5 years and I must say that it was one the best conferences I have attended."**

Director, Aeronautics Fund

Come away with a wealth of new information and a fresh perspective on opportunities and challenges facing your business

**"Insightful perspectives shared by industry leaders"**

General Counsel, Intrepid Aviation Group

# Confirmed speakers

**Olaf Sachau**

CEO

**Intrepid**

**Johnny Lau**

CEO

**Astro Aircraft Leasing**

**Gerry Power**

Chief Commercial Officer

**Aergo Capital**

**Jose Abramovici**

Global Head Asset Finance

**Credit Agricole CIB**

**Konrad Blocher**

Strategy & Risk

**Goshawk**

**Paul Sheridan**

CEO

**Accipiter**

**Jon Sharpe**

CEO

**Engine Lease Corporation**

**Dan Coulcher**

Senior Vice President

**Willis Lease**

**Richard Moody**

Global Head

Transportation and Head of  
Transport, Infrastructure, and

Energy, EMEA

**Deutsche Bank**

**Howard Millar**

CEO

**Stellwagen Capital**

**Christian McCormick**

Managing Director

**Finance China Aircraft  
Leasing Group Holdings  
Limited**

**Peter Huijbers**

CEO

**CALS Financial Leasing**

**Steve Mason**

Head of Aircraft Evaluation and  
Strategy

**CIT**

**Shane Matthews**

Head of Strategic & Market  
Analysis

**SMBC Aviation Capital**

**Peter Hind**

Managing Director

**RDC Economics**

**Nils Hallerstrom**

President

**PK AirFinance**

**Bert van Leeuwen**

Managing Director, Aviation  
Research

**DVB Bank**

**Edward O'Byrne**

Chief Investment Officer

**Aercap**

**Gerry Butler**

Managing Director

**Merx**

**Brian J. Rynott**

Chief Investment Officer

**INTREPID**

**Sylvain Gloux**

Senior Fleet Planner

**Flybe**

**Olga Razzhivina**

Oriel

**Donal Boylan**

**Christine Rovelli**

Treasurer

**Finnair**

**Fraser Chestney**

Managing Partner

**Doric**

**Alok Wadhawan**

Co-Head Aviation Finance

**Investec**

**Richard Owen-Walker**

Head of Leasing & Investor  
Marketing

**Airbus**

**Chandra Gopinathan**

**Rogge Global Partners**

**Patrick Hannigan**

Chief Commercial Officer

**CDB**

**Pascal Picano**

Senior Vice President  
Head Marketing

**Apollo**

**Bertrand Dehouk**

Head of Aviation Finance,  
EMEA

**BNP Paribas**

# Agenda

Day one: Plenary Day / Wednesday 5th July, 2017

We challenge the status quo of how we perceive, approach and deliver knowledge and networking at events. Our interactive agenda provides more value and insight than many other conference programmes.

"Great event! I would recommend it to anyone interested in aviation whether experienced or new to the industry."

Partner, Floreat Capital Markets

08.00

Airlines breakfast "Therapy feedback"

The growth of the long-haul low cost model: A sustainable business model?

By invitation only

08.30

Registration opens

09.15

Welcome and introduction  
The Ishka View

09.30

Keynote presentation: Disruption and evolution of the aviation industry

Utilising AI, Big Data, cloud storage, connectivity and social media to drive efficiencies in the aviation industry

10:00

Ishka Gameshow

Light-hearted round up of the year's key issues, stories and concerns, embedded in videos, data and audience response and audience interaction

**Johnny Lau, CEO, Astro Aircraft Leasing**

**Gerry Power, Chief Commercial Officer, Aergo Capital**

**Jose Abramovici, Global Head Asset Finance, Credit Agricole CIB**

**Olaf Sachau, CEO, Intrepid**

**Howard Millar, CEO, Stellwagen Capital**

**Donal Boylan**

11:00

Break and networking challenge  
Find five business cards from each segment of the market, the quickest back gets a prize

11.45

Scenario planning with the economists and Ishka Top Trumps  
A unique format modelling future hypothetical situations and shocks, evaluating correlation and causation to key industry metrics and shocks

**Konrad Blocher, Strategy & Risk, Goshawk**

**Peter Hind, Managing Director, RDC Economics**

**Nils Hallerstrom, President, PK AirFinance**

12:30

Deal or no Deal:

This pricing session sees industry experts go through a series of financing and leasing proposals for a hypothetical airline  
Talk through financing characteristics  
Deal or no deal?  
How would you price the deal?

**Analysis of the airline**

- Routes and location
- Financial metrics
- Fleet
- Credit rating

**Deal 1 Debt financing**

**Talk through financing characteristics**

Deal or no deal?  
How would you price the debt?  
Deal or no deal?  
How would you price the lease?

**Richard Moody, Global Head, Transportation and Head of Transport, Infrastructure, and Energy, EMEA, Deutsche Bank**

**Pascal Picano, SVP, Head of Marketing, Apollo Aviation**

13:00

Lunch

14.15

**FINANCIERS**

Anticipating the cost and availability of bank financing in 2017 and beyond

**Bertrand Dehouk, Head of Aviation Finance, EMEA, BNP Paribas**

**Richard Moody, Global Head, Transportation and Head of Transport, Infrastructure, and Energy, EMEA, Deutsche Bank**

**Jose Abramovici, Global Head Asset Finance, Credit Agricole CIB**

15.00

**FINANCIERS**

Developing new pockets of liquidity: debt funds and the rise of non-bank investors

**Gerry Butler, Managing Director, Merx**

**Maurice Mason, Managing Director, AgFe**

**Fraser Chestney, Managing Partner, Doric**

**Alok Wadhawan, Co-Head Aviation Finance, Investec**

15.45

Afternoon coffee and networking break

16.15

Industry duel

The battle begins! Two teams take to the stage to debate the most critical issues facing the industry.

Speakers speak for and against the motion, allowing for a frank and open debate and we will be asking you, the audience to vote.

**THIS HOUSE BELIEVES THERE IS EXCESS CAPACITY IN THE MARKET**

**Bert van Leeuwen, Managing Director, Aviation Research, DVB Bank**

**Edward O'Byrne, Chief Investment Officer, Aercap**

**Richard Owen-Walker, Head of Leasing & Investor Marketing, Airbus**

17.00

ISHKA DEALS OF THE YEAR AWARDS AND BBQ

14.15

**TECHNICAL ASSET**

Anticipating the impact of new technology coming on line in a low fuel price environment

**Shane Matthews, Head of Strategic & Market Analysis, SMBC Aviation Capital**

**Michael Dowling, Vice President Portfolio and Risk Management, AWAS**

**Ali Lmadani, Partner, ABL**

15.00

**TECHNICAL ASSET**

The impact of the proliferation of the Total Care on leasing and financing aircraft

**Jon Sharpe, CEO, Engine Lease Corporation**

**Dan Coulcher, Senior Vice President, Willis Lease**

**Bob James, Managing Director, Aerfin**



# Day two: Innovation and networking day

## Thursday 6th July, 2017

Tailor your afternoon according to your own needs from our unique content zones.

**09:15**

**Keynote panel: An honest evaluation of aircraft values: Is the current depreciation methodology sound?**

**Olga Razzhivina, Director, Oriel**  
**Eddy Pieniazek, Head of Advisory, Ishka**  
**Phil Seymour, CEO, IBA**

**10:00**

**Industry all play**

This interactive session sees delegates split into small, pre-defined groups to work together to identify gaps and problems in the aviation finance market. Through a group discussion structured by questions, guests will collaborate on solutions to help take the industry forward: what innovation can help to transform the market?

**11:15**

**Networking break**

**11:45**

**Meet the airlines**

**Key airlines positioned around the room. Think of speed dating meets aviation finance. Hear airlines' concerns, aspirations and plans in regards to fleet planning, routes and financing requirements**

**Sylvain Gloux, Senior Fleet Planner, Flybe**

**Christine Rovelli, Treasurer, Finnair**

**13:00**

**Lunch**

**Afternoon Content zones**

Tailor your own agenda from our dynamic content zones

**Zone 1 Frontier Zone**

Move around the globe and discover opportunities in some of the hottest markets for aviation finance Middle East

**Zone 2 "Business Angels" drop in clinic**

Drop in to our expert panel of aviation angels, whether you are a new investor, financier, or platform, or just wanting to exchange ideas or seek advice, our angels will be on hand to consult, discuss and advise.

**Eddy Pieniazek, Head of Advisory, Ishka**

**Donal Boylan**

**Howard Millar, CEO, Stellwagen Capital**

**Lessors**

**New investors**

**Airlines**

**Zone 3 Technical Zone**

A combination of technical theoretical sessions, and practical workshops to equip you with the expertise and knowledge to keep abreast of this evolving market. Accounting for IFRS16 Anticipating BEPS: Closing the tax loop for aviation investors?

**Zone 4 Brain Box**

This innovative session will gather pioneers to debate and discuss innovations market development within an interactive structure. Possible initiatives

**16:00**

**Conference close**

# Innovation & networking day

A new model for conferences: ripping up the status quo. Connected free flowing spaces, networking and content rolled into one. Create your own agenda.

**THE AVIATION FINANCE INNOVATION FESTIVAL**  
 Where people and ideas connect



**BRAINBOX**  
 Gather with pioneers to debate and discuss market developments within an interactive structure

**BUSINESS ANGELS**  
 Our expert panel of aviation angels will be on hand to consult, discuss and advise.

**FRONTIER ZONE**  
 Move around the globe and discover opportunities in some of the hottest markets for aviation finance

**TECHNICAL ZONE**  
 Theoretical sessions and practical workshops

**Calling on all pioneers,  
thought leaders and innovators!**

Tickets are on sale now for Ishka's summer extravaganza  
in Dublin. Book your place today!

WEDNESDAY 5TH AND THURSDAY 6TH JULY, 2017

THE AVIATION FINANCE  
INNOVATION FESTIVAL



**ishka**



THE AVIATION FINANCE  
INNOVATION FESTIVAL

**STANDARD REGISTRATION: GBP 1,499.00**

**MULTIPLE DELEGATE DISCOUNTS AVAILABLE**

For group bookings please contact

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**FULL DETAILS ARE AVAILABLE VIA OUR CONFERENCE WEBSITE**

<http://www.ishkaglobal.com/Events/Event/59/THE-AVIATION-FINANCE-INNOVATION-FESTIVAL> or contact us today:

**Tomas@ishkaglobal.com**

+44 (0)20 3176 6392

WEDNESDAY 5TH AND THURSDAY 6TH JULY, 2017

"An insightful experience –  
what a change from the regular conferences!"

**Patrick den Elzen, Arena Aviation Capital**

"A refreshing format with great  
information and insight"

**Steve Mason, CIT**

"More interactive than the average conference  
and therefore more expert opinion - great!"

**Tony Whitty, Cabot**

**UPCOMING EVENTS FROM ISHKA**

**Investing in Aviation Finance, 17-18<sup>th</sup> October, 2017, New York**