

# INVESTING IN AVIATION FINANCE KOREA

## ABOUT OUR KEY SPEAKERS



**BRIAN RYNOTT**  
CIO  
INTREPID

MR. RYNOTT JOINED INTREPID IN 2012 AS ITS CHIEF INVESTMENT OFFICER. MR. RYNOTT'S PRIMARY RESPONSIBILITY IS RISK AND PORTFOLIO MANAGEMENT, THEREBY DRIVING THE COMPANY'S FUTURE INVESTMENT STRATEGY. IN ADDITION TO THESE, MR. RYNOTT OVERSEES INSURANCE, INDUSTRY RESEARCH, AND ASSET STRATEGY FUNCTIONS.

PRIOR TO JOINING INTREPID, MR. RYNOTT SPENT FOUR YEARS AT AWAS AVIATION CAPITAL LIMITED IN DUBLIN AND NEW YORK, MOST RECENTLY AS VICE PRESIDENT OF RISK MANAGEMENT.

MR. RYNOTT BEGAN HIS CAREER WITH AMERICAN AIRLINES IN 1999, IN A VARIETY OF ASSIGNMENTS ACROSS THE COMPANY'S REVENUE MANAGEMENT GROUP. HE THEN MOVED TO AMERICAN EXPRESS, WHERE HE SERVED THE COMPANY'S TRAVEL CONSULTING AND AIRLINE RISK MANAGEMENT GROUPS.



**EDDY PIENIAZEK**  
HEAD OF ADVISORY  
ISHKA

EDDY HAS SUPPORTED THOUSANDS OF AIRCRAFT TRANSACTIONS DURING HIS 35 YEARS' CAREER, ADVISING LEADERS OF THE WORLD'S TOP AVIATION FINANCE, INVESTMENT AND LEASING COMPANIES, AIRLINES AND MANUFACTURERS.

A RESPECTED AND VALUED INFLUENCER, EDDY WAS ONE OF THE ORIGINAL PIONEERS OF TODAY'S AIRCRAFT VALUATION AND APPRAISAL INDUSTRY, DEVELOPING THE INDUSTRY'S FIRST ONLINE VALUATION TOOL AND ASSOCIATED ANALYTICS, FULFILLING THE RIGOUR AND CONSISTENCY DEMANDED BY INVESTORS.

EDDY BEGAN HIS CAREER AT ASCEND (FORMERLY KNOWN AS AIRCLAIMS) IN 1982. HE FOUNDED AND LED ASCEND'S RAPIDLY EXPANDING DATA AND ADVISORY BUSINESS, SPEARHEADING FLOURISHING RELATIONSHIPS WITH INDUSTRY LEADERS WHICH CONTINUE TO THIS DAY.

EDDY IS A FREQUENT SPEAKER ON THE INTERNATIONAL CONFERENCE CIRCUIT AND IS A VISITING LECTURER AT THE AIR BUSINESS ACADEMY IN TOULOUSE.



**KARL ESSIG**  
PARTNER  
AGFE

KARL JOINED AGFE IN 2012 AND APPLIES HIS EXPERIENCE ACROSS THE FIRM WITH A PARTICULAR FOCUS ON THE AIRCRAFT AND TRADE FINANCE BUSINESSES.

KARL STARTED HIS CAREER IN 1980 AND SPENT OVER 20 YEARS AT MORGAN STANLEY WHERE HE WAS LATTERLY GLOBAL CO-HEAD OF STRUCTURED FINANCE. DURING HIS TIME AT MORGAN STANLEY, KARL FOUNDED AND RAN THE US, EUROPEAN AND ASIAN STRUCTURED FINANCE BUSINESS.

**KALASH PANDEY**  
VICE PRESIDENT  
GOLDMAN SACHS







**LIONEL VAN BUYLAERE**  
VP TRADING & PORTFOLIO  
MANAGEMENT  
AERCAP

OVER HIS 23 YEAR CAREER, LIONEL HAS BUILT A STRONG TRACK RECORD IN VARIOUS FIELDS OF COMMERCIAL AVIATION COVERING ENGINEERING, FINANCE, LEASING AND TRADING.

LIONEL MOVED TO DUBLIN IN 2016 TO TAKE UP THE ROLE OF VP TRADING AND PORTFOLIO MANAGEMENT WITH AERCAP. HIS PRIMARY FOCUS IS ON THE SELL-DOWN OF ON-LEASE AIRCRAFT PORTFOLIOS WHERE HE MOST RECENTLY CLOSED THE SALE TO PEREGRINE AVIATION OF A PORTFOLIO OF 21 MID-LIFE AIRCRAFT ON LEASE TO A DIVERSE GROUP OF AIRLINES.



**DAN STONE**  
EXECUTIVE VP  
DAE AEROSPACE

DAN STONE IS EXECUTIVE VICE PRESIDENT OF DUBAI AEROSPACE ENTERPRISE, A GLOBALLY RECOGNIZED AEROSPACE CORPORATION AND ONE OF THE LARGEST AIRCRAFT LEASING COMPANIES IN THE WORLD. MR. STONE IS RESPONSIBLE FOR OVERSEEING DAE'S AIRCRAFT INVESTOR SERVICES (AIS) UNIT, A SEPARATE UNIT DEDICATED TO SERVICING THE NEEDS OF DEBT AND EQUITY INVESTORS IN AVIATION ASSETS.

MR. STONE HAS OVER 17 YEARS OF EXPERIENCE IN AIRCRAFT LEASING AND FINANCE. PRIOR TO JOINING DAE IN 2014, SERVING IN A NUMBER OF SENIOR ROLES WITH AIRCRAFT LESSORS AND FINANCIERS INCLUDING AMENTUM CAPITAL, HSH NORDBANK, MACQUARIE AIRFINANCE, AND GATX.



**PATRICK DEN ELZEN**  
MANAGING DIRECTOR  
ARENA AVIATION CAPITAL

PATRICK JOINED SGI AVIATION AS SPECIAL ADVISOR TO THE BOARD IN 2013 TO TAKE RESPONSIBILITY FOR STRATEGIC DEVELOPMENT AND TO LEAD THE ARENA PROJECT.

UNTIL 2010, PATRICK HELD THE POSITION OF CHIEF TRADING OFFICER AT AERCAP (TICKER: AER), RESPONSIBLE FOR AIRCRAFT ACQUISITIONS, SALES, AND NEW ORDERS. FROM 2005 ONWARDS, PATRICK SERVED AT THE EXECUTIVE MANAGEMENT COMMITTEE OF AERCAP. HE OVERSAW ITS DEVELOPMENT INTO A LEADING INDUSTRY PLAYER WITH A PORTFOLIO GROWING FROM \$2.5BIO IN 2003 TO \$7BIO IN 2010.

PRIOR TO JOINING AERCAP, PATRICK WORKED AT IEM AIRFINANCE (FORMERLY ING AVIATION LEASE), BEING INSTRUMENTAL IN THE SALE OF THE COMPANY TO ABBEY NATIONAL IN 2000.



**CIAN DOOLEY**  
FOUNDING PARTNER  
AIRBORNE CAPITAL

CIAN DOOLEY IS A FOUNDING PARTNER OF AIRBORNE CAPITAL LIMITED. CIAN HAS OVER 25 YEARS EXPERIENCE WITH AIRCRAFT MANUFACTURERS, LEASING COMPANIES AND BANKS, INCLUDING ROLES AS A MANAGING DIRECTOR OF BOEING CAPITAL AND CHIEF COMMERCIAL OFFICER OF GENESIS LEASE (NYSE-LISTED, SUBSEQUENTLY MERGED INTO THE WORLD'S 2ND LARGEST AIRCRAFT LESSOR, AERCAP).

SINCE 2010, CIAN HAS WORKED WITH A BROAD RANGE OF BANKS, LEASING COMPANIES AND AIRLINES AS A CONSULTANT FOR DEAL ORIGATION AND STRUCTURING, MOST RECENTLY AS PART OF THE NATIXIS AVIATION TEAM.



**PAUL JEBELY**  
MANAGING PARTNER  
PILLSBURY

PAUL JEBELY IS A TOP-RANKED GLOBAL BUSINESS AVIATION LAWYER AND LEADING COMMERCIAL AVIATION LAWYER WHO SERVES AS THE MANAGING PARTNER OF PILLSBURY'S HONG KONG OFFICE.

PAUL HAS ADVISED ON BILLIONS OF DOLLARS OF AIRCRAFT FINANCE, LEASING AND TRADING TRANSACTIONS AS WELL AS RESTRUCTURINGS AND REPOSSESSIONS, WITH A PARTICULAR FOCUS ON ASIA AND AFRICA. HE RECEIVED THE 2015 "OUTSTANDING CONTRIBUTION TO AFRICAN AVIATION DEVELOPMENT" AWARD, AND SERVES ON THE BOARD OF GOVERNORS OF MULTIPLE AVIATION INDUSTRY GROUPS. HE HAS BEEN CITED NUMEROUS TIMES BY MAJOR GLOBAL BUSINESS AND INDUSTRY PUBLICATIONS, INCLUDING THE FINANCIAL TIMES AND THE WALL STREET JOURNAL.