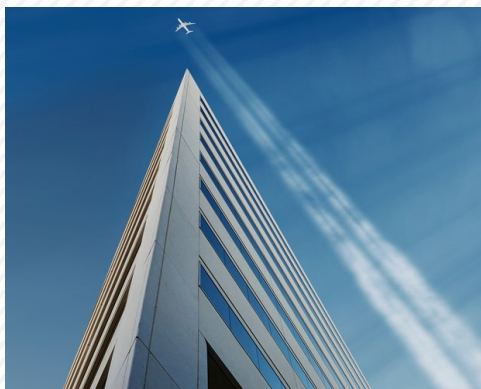


*3rd Annual*

# AIRCRAFT ECONOMIC LIFE SUMMIT

28 November 2017, Dublin, Gibson Hotel



## Highlights:

- ◆ Review of Key drivers that influence fleet dynamics today
- ◆ The impact of the new generation of aircraft on recent and current production models - will there be a shift in values and economic lives?
- ◆ Portfolio impairments and Depreciation - what can be learnt about changes in the market and the prospects for different aircraft categories
- ◆ The pace of aircraft retirements - what is being parted out, what types are getting a 'second wind' of utility, and what does this mean for the existing fleet?
- ◆ Lessor strategies for managing fleet age - the wave of new lessors explain their plans
- ◆ The return of Cargo Demand - how the Freighter market will shape up to carry the loads - what aircraft types will benefit, and what are the prospects for conversions and new build?
- ◆ Managing the older fleet - the impact of Corrosion and Aircraft Ageing Programmes
- ◆ Regional aircraft are getting old too - what are their immediate prospects?

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## 28 November 2017, Dublin, Gibson Hotel

08.00 Registration & Continental Breakfast/Tea Coffee—  
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08.50 **Chairman's Remarks**

**Chairman:** Dick Forsberg, Head of Strategy, Avolon

09.00 **Market Overview - The Key Drivers in Fleet Inventory Dynamics Today**

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

- The market—steady as she goes, or signs of stress?
- Fuel costs, demand vs supply and other macro issues
- How are today's events shaping the market for older aircraft?

09.45 **Residual Values—Impact of 'New Model Army'**

**Moderator:** Brian Tumulty, Chief Technical Officer, Accipiter

**Speaker tbc, Flight Ascend Consultancy**

**Oliver Stuart-Menteth, MD, Fintech**

**Olga Razzhivina, Snr ISTAT Appraiser, Oriel**

**Stuart Hatcher, CIO, IBA**

- How will the new generation of neo's and max's, C919s and MC-21s fare in the coming years?
- Last of the line 'A320 ceos and B737NGs—what can we expect in RV terms?
- How will the new generation of widebodies fare in the coming years
- Last off the line 'A330-300ceo and 777-300ER—what can we expect in RV terms?

10.45 Refreshment Break

11.15 **Lessors: Managing Older Assets—The Role of Impairments.**

**Moderator:** Joseph Gill, Director, Goodbody Corporate Broking

**Amedeo, speaker tbc**

**Michael Dowling, VP Portfolio & Risk Management, AWAS**

**Kieran O'Keefe, DVB Bank**

- Portfolios values have recently been subjected to adjustment through impairments
- What are the expectations in the next 5 years—will there be more or less impairments/
- Why do they occur? Could they have been foreseen?
- What types are vulnerable to future adjustments (what is not living up to expectations)?

12.00 **The New Asian Lessors' - Strategies to Manage Fleet Age**

**Moderator:** Dick Forsberg, Head of Strategy, Avolon

**Wang Qi, CEO, BOCOMM Leasing Ireland,**

**Gareth Delany, Executive Director/Chief Technical Officer, Ping An Aircraft Leasing**

**David Wang, Deputy General Manager,**

**ICBC International Leasing Company**

- Asian owned lessors explain their fleet strategies

12.45 Luncheon

13.45 **Aircraft Retirements—Fewer are being parted out—Implications for the Secondary Market**  
**Rob Morris, Global Head of Consultancy, Flight Ascend Consultancy**

- Aircraft Retirements reached a low level in 2016, at half of the levels seen in 2012 and back to levels last seen in 2007.
- What has happened and why?
- What is expected to happen in the next 5 years

14.20 **The Return of the Freightier/Cargo markets—What Assets Will Benefit?**

**Moderator:** Christian Degouy, Managing Owner, IPR Invest SA

**Les Weal, Head of Valuations, Oriel**

**Brian McCarthy, VP Sales & Marketing,**

**Precision Conversion**

**Wolfgang Schmid, VP Sales Marketing, EFW**

- Conversions of narrowbodies are increasing, express package freighter airlines are expanding and/or renewing their widebody fleets. What sits behind this development?
- Which aircraft will be best placed to become part of the future conversion fleet.
- Residual values and conversion costs—what are the magic numbers that make economic sense?

**Who Should Attend:** Investors, Operators, Owners, Financiers, Managers, Traders of Commercial Aircraft, Asset Managers, Lessors, Technical Personnel

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### 15.10 Regional Aircraft—Coming of (Old) Age?

Rod Sheridan, Vice Chairman of the Board, Nordic,  
Aviation Capital A/S

Victor Vieira, Manager, Market Research &  
Forecasting, Embraer

50 seat Regional Jets are now years old, the larger  
70-90 seater jets are x yrs old, some 'modern'  
50 seater turboprops are over 30 yrs old and  
some popular 70 seater turboprops are over  
25 yrs of age. What prospects face these types  
as they get older?

- Do we expect to see consolidation in the  
spares/recycling markets—what are the benefits of  
a 'one stop shop'?
- Which markets are saturated and which need a  
greater supply of parts?
- The Spare Engine Market—what are today's drivers?

### 17.30 Summary and Conclusion

### 15.45 Refreshment Break

### 16.10 Depreciation Policies—the implications of change

Ian Nelson, Partner, KPMG Ireland

- How linked is accounting depreciation to actual air-  
craft values? Should it be?
- When should accounting policies change? What are  
the associated risks and benefits?

### 16.45 The Relationship Between the Spare Parts and Recycling Business

**Moderator:** Mark Dunnachie, Chief Commercial  
Officer, Aerfin

Bradley Gregory, CEO, Air Salvage International  
David Rushe, Sales & Marketing Manager, UK &  
Western Europe, Magellan Aviation Group  
Mike Corne, Commercial Director, eCube Solutions  
Bruce Allison, Director Vaayu Aviation Capital &  
Leasing

- How is the recycling industry developing?

#### Forthcoming Events

Operating Lease Seminar, 20-22 March 18, Dallas, Tx

Aircraft Records Seminar, 18 April 18, Dublin

Technical Aspects of a Leased Asset & Maintenance Reserves Seminar,  
6-7 June 18, Prague

**Who Should Attend:** Investors, Operators, Owners, Financiers, Managers, Traders of Commercial Aircraft, Asset Managers, Lessors, Technical Personnel

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£695.00 per person

No. delegates \_\_\_\_\_  
10% discount if **booked before 17 Oct 2017**

Total \_\_\_\_\_

☐ **Yes I wish to opt in to receive future event emails.**

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

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Email: \_\_\_\_\_

Co. Type: \_\_\_\_\_

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Name: \_\_\_\_\_

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### Administrative & Delegate Details

#### Cancellation Policy:

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**Data Protection:** The personal information shown and/or provided will be held on a database. It may be used to keep you up-to-date with events and industry developments.

#### Venue:

Gibson Hotel, Point Village, Dublin 1, Ireland

Tel: 353 1 681 5000. Web: <http://www.thegibsonhotel.ie>

Bedroom rate: €169.00 inc tax and breakfast.

The cut-off date for the *reduced rate* is **27 October 2017**

Please quote **Everest Events** when booking.

**Attire:** Smart/Casual

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