

# 4th Annual International Corporate Jet & Helicopter Finance Conference

Royal Garden Hotel, London • February 4-6, 2014

## Key Corporate Jet Finance speakers include

February 4&5, 2014

Mark Bisset, Clyde & Co  
Johan Blitz, UBS  
Phillip Bolt, Bolt Advisory  
Segun Demuren, Evergreen Apple Nigeria  
Trevor Esling, Gulfstream  
Thomas Flohr, Vistajet  
Glen Heavens, Synergy Aviation  
Anthony Kioussis, Asset Insight  
Richard Koe, WingX Advanced  
Patrick Margetson-Rushmore, London Executive Aviation  
Brendan Lodge, JetBrokers Europe  
Trevor Lambarth, Bombardier  
Eric Jullien, Airbus Corporate Jets  
Jeffrey Lowe, Asian Sky Group  
Ettore Poggi, ExecuJet Aviation Group  
Michael Rentsch, Credit Suisse  
Rolland Vincent, JETNET iQ  
Tong Xiaotong, Minsheng Financial Leasing



Separately bookable

## Key Helicopter Finance speakers include

February 6, 2014

Andre Cohen, Coherent Financial Solutions  
Sharon Desfor, HeliValue\$  
Suketu Kishor (Baba) Devani, Avincis  
Philippe Foulon, SG Equipment Finance  
Sten Gustafson, Era Group  
Matthew Little, Goldman Sachs  
Jeffrey Lowe, Asian Sky Group  
Clark McGinn, CHC Leasing  
Michael Platt, Lease Corporation International  
Patrick Sherrington, Lloyds Bank  
Ed Washecka, Waypoint Leasing  
Nigel Watson, Luviair  
Chris Wills, Ascend  
Senior representative, Bristow



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# 4th Annual International Corporate Jet & Helicopter Finance London Conference

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Now in its fourth year **International Corporate Jet & Helicopter Finance** is a truly unique, must-attend event for anyone involved in either the business jet or helicopter markets.

Finance is a key driver of both new and pre-owned aircraft sales and in

2013 this conference attracted more than 300 people from all over the world, including operators, financiers, manufacturers, lawyers, consultants, appraisers, insurers and others.

The conference is split into two parts – two days focused on business jets and

one day looking at helicopters – with many delegates choosing to attend all three days.

With three cocktail receptions, three lunches and nine refreshment breaks you will have lots of opportunities to interact with this unique group of senior people.

## A genuine must-attend event

Every event organiser tells you that their conference is a must-attend event but this is what past attendees of our conferences say about International Corporate Jet & Helicopter Finance 2014

*“A must-attend event.”*

Gianni Rizzello, Klein Rechtsanwälte

*“A must-attend aviation finance conference where key industry experts meet.”*

Grant Atchison, Moore Stephens

*“There is only one event you must attend. This is it.”*

Ben Jaques, IBA Group

*“I expected a lot from this event and I came back very happy.”*

Octavio Almeida, TAG Aviation

*“An exceptional business and networking event.”*

Graeme Shanks, CIT Business Aircraft Finance

*“A first class event.”*

Andrew Woolfson, AirFinance

*“The very best conference in this sector – well attended and informative.”*

Graeme Mclellan, Stephenson Harwood

*“The Corporate Jet Investor conference gets better and better each year, it is the one essential conference.”*

Mark Bisset, Clyde & Co

*“Fantastic event attracting all the key players and decision makers in the industry. A smorgasbord of knowledge in one room.”*

James Carroll, JSSI

*“The must-attend conference if you finance, advise, operate or transact business aircraft.”*

Oliver Stone, Colibri Aircraft

*An outstanding networking opportunity.”*

Sten Gustafson, Era Group

**Feedback: 100% of all delegates in 2013 rated the networking as very good or excellent**

## SOME OF THE KEY QUESTIONS THAT WILL BE ANSWERED AT INTERNATIONAL CORPORATE JET & HELICOPTER FINANCE:

Business jets	Helicopters
Is the global market really improving or are we still a few years away from real recovery?	How do operators view the state of the EMS, off-shore, utility and VIP markets?
Which markets are generally hot (and not just being hyped up)?	Are there too many new helicopter leasing companies?
Is the Cape Town Convention working in business aviation?	Are helicopters really as strong investments as people think?
Can charter operators really make money by owning their aircraft?	What is the economic life on a helicopter going to be in the future?

## Over 300 senior representatives of the following companies attended the 2013 conference – be sure to join them in 2014

- Affinity Management Services
- AgustaWestland
- Airbus Corporate Jet Centre
- Airclaims
- Aircraft Corporate Services (Malta)
- AirFinance
- AirWave
- AKCENT SA
- Altair Aero Products
- AMTR Trust Management Services (Aruba)
- Antares Leasing Corporation
- Appleby
- Ascend Worldwide
- Atlas Corporate Services
- Aviation Advisors Group
- Avincis Group
- Avinode
- Avpro Jets
- Bank of America Merrill Lynch
- Barclays
- Bermuda Department of Civil Aviation
- Bird & Bird
- Blake Laphorn
- Blink
- Blue Mountain Capital Partners (London)
- Blum & Grob Attorneys at Law
- BNP Paribas
- Bombardier Aerospace
- Bristow Group
- CEPA
- CHC
- CHC Leasing
- CIC Aviation Finance
- CIT Business Aircraft Finance
- Citi Private Bank
- Civil Aviation Authority of the Cayman Islands
- Clark Ricketts
- Clyde & Co
- Cofinsol
- Colibri Aircraft
- Corporate Jet and Superyacht Solutions
- Credit Suisse
- Dassault Aviation
- David Tang & Associates
- Dentons
- Deutsche Bank
- Dohle Corporate and Trust Services
- Doric
- Dougherty Quinn
- Driven Capital
- Ellombarda
- Embraer
- Equiom
- Era Group
- Ernst & Young
- Eurasia Advisors
- Eurocopter
- Eurocopter UK
- Evergreen Apple Nigeria
- ExecuJet Aviation Group
- Exklusiv Aviation Services
- Export Import Bank of the US
- Field Fisher Waterhouse
- FourForces
- Freestream
- Gama Aviation Group
- Ganado and Associates
- GE Capital
- Gilbert & Tobin
- GlobeAir
- Gomez & Bikker
- Gruppo Elicotteristico Veneto
- Guggenheim Partners
- Gulfstream Aerospace
- Harneys
- Hawk Aviation and Finance
- Helaba
- Heli Asset
- Heli Portugal
- HeliValue\$
- Hogan Lovells
- Holland & Knight
- Holman Fenwick Willan
- Honda Aircraft Company
- HSP Law
- IBA Group
- ICBC
- Inaer
- Investec Bank
- Isle of Man Aircraft Registry
- ITC Leasing
- Jet Support Services Inc (JSSI)
- JetBrokers Europe
- Jetcraft Corporation
- JETNET IQ
- Kennedys Aviation
- Klein Law
- Kohlberg Kravis Roberts & Co
- KPMG
- KV Aviation
- Lease Corporation International
- Linklaters
- Lombard
- London Executive Aviation
- Lloyds Asset Services
- Luvair Limited
- Macquarie Group
- Maples and Calder
- Marshall Business Aviation
- Martyn Fiddler Associates
- Mayer Brown
- McAfee & Taft
- Mercury Aero
- Milestone Aviation Group
- Minsheng Financial Leasing
- MLG Investment Partners
- Moore Stephens
- Mourant Ozannes
- MSD Capital
- Norton Rose Fulbright
- Nova Capital Group
- OCRA Aerospace
- Omni Helicopters International
- Opmas
- Peak Performance
- Pilatus Aircraft
- Proventavia
- Qi Flight International
- Quartz Finance
- Raiffesen Leasing
- Registry of Aruba
- Reiten & Co/Blueway
- Rolls-Royce Deutschland
- Rubicon Aviation
- Ruoss Voegelé Partner
- RVI Group
- SACE
- SEB
- SG Equipment Finance
- SGI Aviation
- Shan Finance
- Simmons & Simmons
- Sikorsky
- Snecma
- Soros Fund Management
- Starlite Aviation Operations
- Stephenson Harwood
- Stirling Square Capital Partners
- Sumitomo Mitsui Banking Corporation
- TAG Aviation
- TCI Fund Management
- TD Securities
- The San Marino Aircraft Registry
- Triton Aviation
- UBS
- Uplifting Aviation
- Vedder Price
- Vega Business Aviation
- Viation
- Vibro Air
- VistaJet
- Watson Farley and Williams
- Waypoint Leasing
- Wealth-X
- Wiking Helikopter Service

# Corporate Jet Finance

February 4&5, 2014

## Day One, Tuesday February 4

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Rolls-Royce

### 08.00 Registration and coffee

### 09.00 Opening remarks

Alasdair Whyte, Editor, **Corporate Jet Investor**

### 09.15 The 2014 business jet market forecast

- Is the pre-owned market stopping new sales?
- Are owners using aircraft again?
- Have financiers taken all the pain they need to?
- What state is the pre-owned fleet in?

Richard Koe, Managing Director, **WingX Advance**

Roland Vincent, Creator/Director, **JETNET IQ**

Anthony Kioussis, President, **Asset Insight**

### 10.45 Morning coffee and networking

### 11.15 Selling new jets in EMEA

- What is stopping clients from buying?
- Are there any hot markets?
- Are there any green shoots showing?

Trevor Esling, Regional Senior Vice President International Sales, Europe, Middle East and Africa, **Gulfstream Aerospace**

Trevor Lambarth, Vice President, Sales – Europe, Middle East and Africa, **Bombardier Business Aircraft**

### 12.00 Selling pre-owned jets

- Are jets being exported from Europe?
- What is stopping buyers?
- Which aircraft should we be focusing on?

### 12.45 Lunch

### 14.00 Key markets: Why Africa is now living up to its potential

- Is West Africa replacing South Africa as the key market?
- How hard is it to operate across the region?
- What risks can financiers mitigate?
- Is local registration possible?

Segun Demuren, Managing Director/CEO, **Evergreen Apple Nigeria**

Ettore Poggi, Managing Director Africa, **ExecuJet**

### 14.45 Key markets: Asia – the fastest growing market in the world

- Has Asia – and particularly China – been over-hyped?
- Is China slowing down?
- Are people focusing too much on China?

Jeffrey Lowe, General Manager, **Asian Sky Group**

Tong Xiatong, Director of Aviation Finance, **Minsheng Financial Leasing**

### 15.30 Has Cape Town actually made a difference to business aviation finance?

- A great legal achievement but does it actually work?
- Is it just another piece of a paper for lawyers?
- Case studies: India, Mexico and other jurisdictions

Mark Bisset, Partner, **Clyde & Co**

### 16.00 Afternoon tea and networking

### 16.30 Are there too many aircraft registries?

- Do owners need so much choice?
- Is oversight the same around the world?
- Are old-style national registries outdated?

### 17.00 Minimizing risk

- How risky is aircraft finance?
- What risks can financiers really manage?
- Are financiers now over cautious?

### 17.45 Champagne session:

*CorporateJetInvestor Awards 2014*



### 18.00 Close of Day One and Cocktail reception



# Corporate Jet Finance

February 4&5, 2014

## Day Two, Wednesday February 5

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### 09.00 Opening remarks

Alasdair Whyte, Editor, **Corporate Jet Investor**

### 09.15 Financier panel: Minimising risk and getting the maximum reward

- How do financiers determine the core offering?
- Is competition back?
- Is there a shortage of non-bank finance?

Michael Rentsch, Head of Aviation Finance, **Credit Suisse**

Johan Blitz, Head of Aircraft Finance, **UBS**

### 10.00 The Corporate Jet Investor interview: Thomas Flohr

- Can you really make money from owning charter aircraft?
- How can Vistajet compete in the US?

Thomas Flohr, Chairman and Founder, **Vistajet**

Interviewed by Alasdair Whyte, Editor, **Corporate Jet Investor**

### 10.45 Morning coffee and networking

### 11.20 Maintenance for financiers

- What should you be tracking?
- Is under-utilisation a time bomb waiting to go off?

### 11.50 Aircraft hull and liability insurance: The only way for rates is up?

- Are insurance premiums sustainable?
- Managing sanctions and other headaches

### 12.30 Residual value insurance – too expensive when you need it

- How much capacity is there to underwrite aircraft residuals?
- How insurers decide on aircraft values?
- Are there any new entrants?
- Should financiers look at repossession insurance?

Phillip Bolt, Founder, **Bolt Advisory**

### 13.00 Lunch



### 14.20 The light jet and small cabin market

- Are there any signs of recovery in the light jet market?
- Will new aircraft make a difference?

Brendan Lodge, Business Development Director, **JetBrokers Europe**

Patrick Margetson-Rushmore, Chief Executive, **London Executive Aviation**

### 15.00 Are smaller aircraft being overlooked by financiers?

- Which market is riskier?
- Do small jet customers become large jet customers

Glen Heavens, Managing Director, **Synergy Aviation**

### 15.30 Afternoon tea

### 16.10 The big stuff: demand for Bizliners

- Who buys corporate jetliners?
- Is demand really back?
- Where are customers coming from?

Eric Jullien, Deputy Vice-President, Commercial, **Airbus Corporate Jets**

### 16.40 Who wants to be in business aviation?

- Will the market ever return to the early 2000s boom?
- Are we kidding ourselves about the recovery?
- Or are we all being too pessimistic?

### 17.25 Close of Corporate Jet Finance Conference

### 17.30 Joint corporate jet and helicopter finance cocktail reception



Corporate Jet Investor is dedicated to aircraft and helicopter finance and transactions.

We help buyers evaluate different aircraft, understand how to get a transaction closed, and help them find the right financiers, brokers and legal advisers.

We help financiers and dealmakers analyse asset, credit, jurisdictional and other risks and discover new market opportunities as well as keeping up with changes in this fast moving, global industry.

Written by award winning financial journalists and leading market experts, our subscribers include banks, funds, specialist financiers, manufacturers, lawyers, family offices, high net worth individuals and corporates.

With over 20,000 readers each month, [www.corporatejetinvestor.com](http://www.corporatejetinvestor.com) is the first port of call for the world's business jet and helicopter buyers and transactors. To sign up for a free trial, subscribe to our free weekly email or find out more, please visit the website or email Maria Bernard, [mbernard@corpjetinvestor.com](mailto:mbernard@corpjetinvestor.com)

# Helicopter Finance

February 6, 2014

## Day Three, Thursday February 6

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### 08.15 Registration and refreshments

### 08.50 Opening remarks

**Alasdair Whyte**, Editor, **Corporate Jet Investor**

### 09.00 The helicopter value proposition in asset finance

- What are the essential drivers behind the market?
- Why is there a sudden growth in lessors?

**Clark McGinn**, Managing Director, **CHC Leasing (Ireland)**

### 09.30 The helicopter market – an OEM view

### 10.00 Era Group: One year as a listed company

- Growing internationally
- Opportunities in the Gulf of Mexico
- Fleet and finance strategy – why owning can make sense

**Sten Gustafson**, CEO, **Era Group**

### 10.30 Morning coffee

### 11.00 The Search & Rescue Market

- A quick guide to Avincis
- How does Avincis choose acquisition targets?
- The global SAR market
- Is SAR the least cyclical sector?

**Suketu Kishor (Baba) Devani**, Group Business Development Director, **Avincis**

### 11.30 The V-VIP helicopter and operating on Super Yachts

- Buying VVIP aircraft – what owners need to know
- What aircraft are available?
- What to look for in a pilot
- Operating in harsh (and plush) environments

**Nigel Watson**, CEO, **Luvair Ltd**

### 12.00 Bristow and the off-shore and utility markets

- Fleet and plan
- Bristow Added Value and why leasing makes sense

Senior representative, **Bristow Group**

### 12.50 Lunch and networking

### 14.00 The greater China helicopter market

- How big is the fleet today?
- What needs to happen for China to open up?
- How quickly will it grow?

**Jeffrey Lowe**, General Manager, **Asian Sky Group**

### 14.25 The state of the helicopter market – a value perspective

- Which helicopters should you be watching?
- Helicopter market forecast

**Chris Wills**, Client Delivery Manager – Valuation, **Ascend**

### 14.50 Forecasting residual values

**Sharon Desfor**, President, **HeliValue\$**

### 15.25 Bank panel: Financing helicopter operators and leasing companies

- Is credit all that matters?
- Are leasing companies competition, customers or both?
- Are too many financiers moving into helicopter finance?
- Are VIP helicopters being ignored?

*Moderated by:* **Andre Cohen**, Managing Director, **Coherent Financial Solutions**

**Philippe Foulon**, Head of Specialised Asset Finance and Aviation, **SG Equipment Finance**

**Patrick Sherrington**, Managing Director – Corporate Asset Finance, **Lloyds Bank**

### 16.25 Afternoon tea and networking

### 16.15 Helicopters and the capital markets

- Just another asset or will investors demand a premium to understand helicopters?
- Equity and debt opportunities
- Leasing companies versus operators

**Matthew Little**, Vice President – Structured Finance – Trade, Transport & Infrastructure, **Goldman Sachs**

### 16.50 Export credit financing for helicopters

- Are deals speeding up?
- Helicopter export credit bonds

### 17.20 The new helicopter leasing market

- Are all leasing companies the same?
- Commercial aircraft leasing vs helicopter leasing

**Ed Washecka**, CEO, **Waypoint Leasing**

**Michael Platt**, CEO, **Lease Corporation International**

### 17.55 Close of Helicopter Finance Conference

### 18.00 Cocktail Reception

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CorporateJetInvestor

## Registration fees

	Super early bird fee (before November 15)	Early bird fee (before December 20)	Standard fee	Delegate one	Delegate two	Delegate three
<b>Three day conference</b>						
International Corporate Jet Finance 2014 & International Helicopter Finance 2014	£1250	£1399	£1550	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
International Corporate <b>Jet</b> Finance 2014 <b>only</b> (February 4 & 5, 2014)	£1050	£1199	£1350	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
International <b>Helicopter</b> Finance 2014 <b>only</b> (February 6, 2014)	£499	£599	£699	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

All prices are exclusive of VAT

## Four easy ways to register

<b>Online</b>	www.corporatejetinvestor.com
<b>Email</b>	mbernard@corpjetinvestor.com
<b>Telephone</b>	+44 (0) 1737 844 383
<b>Post</b>	Specialist Insight Limited, Tranquil House, Old Reigate Road, Betchworth, Surrey, RH3 7DR, UK

## Delegate information

Delegate 1 (please print)	Delegate 2	Delegate 3
Title (Mr/Mrs/Miss/Dr/Other)		
First name		
Surname		
Job title		
Company		
VAT No (EU only)		
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Postcode		
Country		
Tel		
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## Payment details

Payment can be made in one of four easy ways – please tick the appropriate box.

<input type="checkbox"/> <b>Payment by Bank Transfer</b> (please include invoice number or company name as reference) We will send you our bank details on receipt of your registration.
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<input type="checkbox"/> <b>Invoice me</b> (option not available after 4th January 2014); to register and pay, please visit <a href="http://www.corporatejetinvestor.com">www.corporatejetinvestor.com</a>

**Venue:** Royal Garden Hotel – London, 2-24 Kensington High Street, Kensington, London, W8 4PT  
Tel: +44 (0)20 7937 8000 Fax: +44 (0)20 7361 1991

**Travel & Accommodation:** Specialist Insight Limited has reserved a limited number of rooms at the conference hotel at a preferential rate. As soon as we have received your registration we will send you further booking information to enable you to book at the special rate.

**Cancellation policy:** All bookings are considered binding on receipt of booking form. Payment is required on receipt of subsequent event invoice unless the registration is made on or after 4th January 2014, when payment must be made at the time of registration. This is a prepaid event. If you cannot attend you must cancel your registration in writing no later than the 4th January 2014 to receive a refund minus a 10% administration charge. We cannot accept verbal cancellations. Cancellations made after this time are liable for the full conference fee. We suggest you send a substitute to attend in your place at no extra cost.

**Registration fee:** The registration fee includes participation in the conference, lunches and the cocktail reception as well as access to the speaker presentations in electronic format after the conference. All bookings are considered binding on receipt of the booking form.

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### Speaking opportunities

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