

CorporateJetInvestor

ASIA

2016

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“The premier networking event in Asia for corporate aviation”

Jon Martin, Hong Kong Jet

“Annual necessity for staying up-to-date on market developments from the market itself”

Ellie Crespi-McCarthy, Harneys

“If there is one event in the region that is well attended by OEMs and financiers across the globe, this is that event that tops my list. Great networking and panel discussions”

Amit Choksi, Finlease Australia



Corporate Jet Investor Asia 2016

Day One - 14th June

08.30 Registration & Networking breakfast

08.50 Opening remarks

Alasdair Whyte, Corporate Jet Investor

09.00 The future for Asian business aviation

Which markets are struggling
When will China bounce back?

Asia is not just China

Senior representative, Bombardier Business Aircraft

09.20 A forecast of Asian Business Aviation

Fernando Grau, Embraer

09.40 The state of the fleet

The good news and the bad news

Where are aircraft moving to?

How are lower commodities hitting South East Asia?

Jeffrey Lowe, Asian Sky Group

10.00 Morning Coffee

10.40 Selling new aircraft in the region

New versus repeat buyers

How are commodity prices affecting sales

What is holding buyers back

What is most important to buyers

Jean-Noel Robert, Airbus Corporate Jets

Claudio Camelier, Embraer

Jean Michel Robert, Dassault Falcon

11.25 How big will Asia's charter market grow

Online versus traditional charter

Can you make money with an owned fleet?

Moderator: Mike Walsh, Asia Jet

Paul Grusevich, JetSmarter

12.05 Lunch hosted by Rolls-Royce



13.40 Infrastructure and attitudes to business aviation

How can you solve access problems?

Is it getting easier or harder to operate in Asia?

14.00 Battles for the skies: airlines versus business jets

Should airlines have priority?

Will airlines always win fights for access?

Can the two work together?

14.20 The pilot problem: Are there enough people to support the growth?

What makes a good business jet pilot?

How long does it take to become one?

Where are the biggest shortages?

How to compete with airlines?

Patrick Jackson, Asia Pacific Pilots

14.40 Infrastructure development in the Region

The impact on Corporate Jet growth

Recent changes in the region

Caspar Baum, Surbana Jurong Private Limited

Senior representative, Surbana Jurong Private Limited

15.10 Afternoon Tea

16.00 The future for aircraft engines

What are OEMs working on now?

Maintenance versus other costs

Do you actually need to own the engines

Stephen Friedrich, Rolls-Royce

16.20 Are VIP helicopters really luxury assets?

Common misconceptions about helicopters

The market for VIP helicopters

What can be done to improve the offering

16.40 Everything you need to know about the ACJ

Jean-Noel Robert, Airbus Corporate Jets

17.00 Asia – the next 20 years

Lessons from the past – where were we 20 years ago

What is slowing things down now

How big will the market be in 2030

David Dixon, Jetcraft

17.20 Day one closing remarks

Alasdair Whyte, Corporate Jet Investor

18.00 Cocktail reception hosted by JSSI



Corporate Jet Investor Asia 2016

Day Two - 15th June

08.30 Networking breakfast

09.00 Day two opening remarks

Alasdair Whyte, Corporate Jet Investor

09.10 The global state of the market

Alireza Ittihadieh, Freestream

09.30 How Asian FBOs make money

Fuel versus services

What is different compared to Europe and the US

How long does it take for an FBO to pay back

David Best, Claymore Hill Advisory

09.50 Morning Coffee hosted by Jet Aviation



10.30 Financing the growing fleet

Competition for deals versus demand?

Local versus off-shore/traditional registries

Asia versus the rest of the world

Leona Qi, Global Jet Capital

Marie-Laure Denier-Gassier, BNP Paribas

11.20 How financiers approve deals

Is it getting easier or harder to finance aircraft?

Non-banks versus traditional banks

Ford von Weise, Citi Bank

12.05 Structuring deals in Asia – the view from the US

Managing import and export issues – why can't you guys make it simpler?

Working with US government agencies on tougher jurisdictions

Why you do not want to break US sanctions

David Hernandez, Vedder Price

12.25 Reducing transaction risks

How do offshore registries work with local regulators

Why go offshore?

Thomas Dunstan, Bermuda Civil Aviation Authority

12.45 Lunch

14.30 Anatomy of Chinese repossession

How quickly can a lender get an aircraft back?

How much will it cost?

What to do when politics become involved?

14.50 Operating in Greater China

Can Hong Kong take any more jets?

Will airspace ever be liberalised in China?

Mike Walsh, Asia Jet

Glen Rehgenzani, Bella Wings

15.30 Operating in South East Asia

Why Asia is not just China!

How is the fall in commodity prices hitting demand?

Which are the hottest markets?

Moderator: Emil Pope, ASBAA

Patrick Enz, Hawker Pacific

Greg Martin, Air Charter Thailand

Maximillian Motschmann, IJM Asia

15.10 Afternoon Tea hosted by Jet Aviation



16.50 Pre-owned aircraft panel – what's hot and what's not

Which types are most in demand?

Is there anything really hot?

Which new models should we get excited about?

17.10 Business Jet refurbishment, upgrades and modifications to protect and enhance residual values

Aircraft refurbishment, upgrades and modifications

How to protect and enhance residual aircraft values

How finance and leasing can better influence higher market and residual values on used aircraft within the Asia region

John Riggir, Jet Aviation Management

17.30 What next for bizjet values?

What is the new normal for depreciation?

Are OEMs doing enough to protect residuals?

David Crick, Lloyds Asset Services

17.50 The greatest Corporate Jet Investor Aviation Quiz ever

18.10 Closing remarks

Alasdair Whyte, Corporate Jet Investor

18.30 Cocktail reception





ABOUT THE CONFERENCE

Corporate Jet Investor Asia is the only event in the region dedicated to business jet sales and transactions.

The 2-day Corporate Jet Investor conference will take place in Singapore on the 14th & 15th June 2016 at the Ritz-Carlton, Millenia

Now in its sixth year, it is set to bring together a cross-section of over 100 leading financiers, lawyers, operators, brokers, insurers, manufacturers, appraisers and many others in the business aviation industry, involved in growing and supporting Asia's fast moving fleet.

Having previously run in Shanghai, Hong Kong and Singapore – this conference is a unique opportunity to understand the region and meet like-minded professions in this sector.

With many engaging and entertaining sessions selected to stimulate debate and discussion, you'll leave the conference ready to return to your organisation with the latest insights and new ways to develop your business.

THE VENUE

Discover a seven-acre garden oasis at The Ritz-Carlton, Millenia Singapore – a remarkable 5-star hotel. Featuring spacious guestrooms, award-winning dining and impeccable service, the Ritz-Carlton luxury hotel is an exceptional retreat in the heart of the city.



THREE EASY WAYS TO BOOK

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EMAIL: ivie@corporatejetinvestor.com

ONLINE: www.corporatejetinvestor.com/asia-2016

REGISTRATION

Super Early Bird (ends 21 st April 2016)	£899
Early Bird (ends 13 th May 2016)	£999
Regular fee	£1099

