

How aircraft financiers view their assets?



Edward Gross
Vedder Price



Keith Hayes
PNC Aviation Finance



Eduardo Ferreira
1st Source Bank



Steve Olson
BB&T Bank



Shelley Svoren
First Republic Bank

How Aircraft Financiers View Their Assets

Wednesday, November 13, 2019

Panel

Moderator: *Eddie Gross, Vedder Price*

Panel:

Keith Hayes, PNC Aviation Finance

Greg Holst, 1st Source Bank

Steve Olson, BB&T Bank

Shelley Svoren, First Republic Bank

How aircraft financiers view their assets; *etc.*

Topics we'll discuss (among others):

- *How do aircraft financiers view their assets?*
- *What else impacts the lender/lessor's and customer's decisions to provide or pursue financing?*
- *Why is/isn't the financing market currently robust?*
- *What might significantly disrupt the demand for or availability of financing?*

How aircraft financiers view their assets; *etc.*

How do aircraft financiers view their assets?

- *Why does context matter?*
- *What makes an asset more attractive/unattractive to financiers?*
- *Have these considerations changed since last year?*

How aircraft financiers view their assets; *etc.*

What else impacts the lender/lessor's and customer's decisions to provide or pursue financing?

- *What can lenders/lessors do to make financing more accessible?*
- *What can customers do to optimize their financing purposes?*

How aircraft financiers view their assets; *etc.*

Why is/isn't the financing market currently robust?

- *What are the current drivers that encourage financing?*
- *What are the current barriers to provide or obtain financing?*

How aircraft financiers view their assets; *etc.*

What might significantly disrupt the demand for or availability of financing?

- *within the next 5 years?*
- *within the next 10 years?*

Questions?

Moderator:

Edward K. Gross, Shareholder, Vedder Price, P.C.

O: +1 (202) 312 3330 | M: +1 (301) 802 1109 | egross@vedderprice.com

Panel:

Keith Hayes, Senior Vice President & National Sales Manager, PNC Aviation Finance

O/M: +1-972-369-2563 | k.hayes@pnc.com

Greg M. Holst, President, Aircraft Division, 1st Source Bank

O: +1-574-235-2037 | M: +1-574-210-3226 | holst@1stsource.com

Steve Olson, Vice President Corporate Aviation Finance, BB&T Bank

O/M: +1-303-886-7008 | solson@bbandt.com

Shelley A. Svoren, Senior Business Banking Analyst and Industry Specialist, First Republic Bank

O: +1-707-251-4112 | M: +1-707-235-5929 | ssvoren@firstrepublic.com