



AIRFINANCE JOURNAL  
**AWARDS**2018

Global Awards, Miami,  
16 May, 2018

# Welcome

## Managing Director's letter

*Airfinance Journal* has once again revamped its Global Awards judging format and categories of awards to further differentiate ourselves from the competition, while ensuring our winners are the most deserving in the sector.

We are delighted to announce the addition of two new senior aviation finance executives as part of our expert judging panel. New judges Scott Scherer (former vice president of aircraft financial services and general manager of Boeing Capital) and Hugh Robertson (former partner in the New York office of Milbank) will join Bertrand Grabowski (former board member and head of aircraft finance at DVB), who served on last year's panel.

Unlike other awards ceremonies, which rely exclusively on their own views, we work with the collective voice of the global industry through our judges. We are cautious to avoid bias, so the judges will not vote in categories in which their former employers are nominated.

We believe our international judging panel provides the *Airfinance Journal Global Awards* adjudication process an added layer of independence and substance.

*Airfinance Journal* continues to improve our awards format because you, the industry, voiced your concerns and we agree – there are too many awards ceremonies out there and this is devaluing the aviation finance sector.

Some ceremonies, for instance, lack transparency in the award selection process. Also, some of you have voiced concern that certain awards ceremonies are influenced by their sponsors.

Our independent judging panel is only part of our improved offering. You also requested a change in

venue, back to sunny Florida, where the awards were held in 2014 and 2015. This year's awards ceremony will take place at the Rusty Pelican in Miami.

We are also introducing new categories of awards, reflecting the dynamism and strength of the aviation finance sector. These include Lessor of the Year, Aviation Finance House of the Year, Used Aircraft Deal of the Year and the Aviation Finance Person of the Year.

In addition, we are launching the News Event of the Year. This category will reveal the event that has most impacted the aviation finance industry in 2017 and will be determined by *Airfinance Journal*.

We will also recognise the Airline of the Year, which will be determined by *The Airline Analyst* and *Airfinance Journal's* data. This award will go to the carrier that has shown the highest return on capital in its most recent financial year.

Less is more you said, so we have kept with a reduced number of award categories. We will hand out just 19 awards across the aviation finance sector this year.

*Airfinance Journal* is grateful for your help and ongoing commitment in recognising the very best in the aviation finance industry. We look forward to seeing you for a night of celebration and recognition in Miami this May.

**Laura Mueller**

# Meet our judges...

We are delighted to be joined by an international judging panel of senior aviation finance executives, whose combined knowledge and experience gives *The Airfinance Journal Global Awards* adjudication process a real edge.



**Bertrand Grabowski**

Former board member and head of aircraft finance at DVB



**Hugh Robertson**

Former aviation finance partner Milbank



**Scott Scherer**

Former vice president of aircraft financial services and general manager at Boeing Capital

# Awards categories 2018...

This year we are introducing new categories - Lessor of the Year, Aviation Finance House of the Year, Used aircraft deal of the Year and Aviation Finance Person of the Year.

The Global Product Award categories are:

#### **Bank Loan Deal of the Year**

This award is for the most outstanding financing closed in the commercial bank market. It may be secured or unsecured. It could also be a tranche of a capital markets structured deal.

#### **Tax Lease Deal of the Year**

This award is for the most outstanding tax lease financing of the year which typically involves investors investing equity and commercial bank lenders lending one or more tranches of debt. Criteria that the judges will consider include innovation, complexity and time to close.

#### **Operating Lease Deal of the Year**

This category is looking for innovative operating leases e.g. involving complex structuring, a new asset class, possibly combination with other financial elements. To qualify, the asset must not appear on the lessee's balance sheet.

#### **Used Aircraft Deal of the Year**

This category looks at transactions in the secondary market. It can be for an aircraft sale, an operating lease transaction, a sale and leaseback transaction or a capital market transaction.

#### **Export Credit Deal of the Year**

Transactions involving export credit agencies were few and far between in 2017 but structured financings involving at least one ECA will be eligible.

#### **Capital Markets Deal of the Year**

This category will include ABS, EETCs, Debt Private Placements, 144A, Eurobond or other debt capital markets financings either secured or unsecured.

#### **Equity Deal of the Year**

This award is for an equity financing such as an IPO, a follow-on issuance, a significant corporate restructure of its equity capital and/or ownership or a structured equity derivative.

#### **M&A Deal of the Year**

Mergers, acquisitions and divestitures of airlines, lessors, OEMs or other industry stakeholders of all or a significant portion of their business activity will be recognised in this category

**The Overall Deal of the Year, Innovative Deal of the Year and Editor's Deal of the Year** will be selected from the nominations for the above categories.

#### **Lessor of the Year**

This award recognises the leasing company that had the biggest impact on the market during the year

#### **Aviation Finance House of the Year**

This award is for the most outstanding financier, taking into account capacity to arrange and deliver financing solutions for airlines/lessors. Judges will also consider volume, innovation, diversity, and complexity

#### **The Airline Analyst "Airline of the Year":**

Airfinance Journal will select the carrier that has shown the highest return on capital over its financial year's 12-months period.

#### **Airline Treasury Team of the Year:**

Based on submissions this category will look at the airline treasury team which has outperformed in fleet financing strategy.

#### **Leasing Treasury Team of the Year:**

This category is open for submissions. The winner will be the treasury team who has stood out in the leasing sector in terms of volume and number of financings arranged and cost of funding achieved.

#### **The Airline Analyst "Airline of the Year":**

Airfinance Journal will select the carrier that has shown the highest return on capital over its financial year's 12-month period.

#### **Airline Treasury Team of the Year:**

Based on submissions this category will look at the airline treasury team that has outperformed in fleet financing strategy.

#### **Leasing Treasury Team of the Year:**

This category is open for submissions. The winner will be the treasury team who has stood out in the leasing sector in terms of volume and number of financings arranged and cost of funding achieved.

#### **News Event of the Year:**

This category is looking at the event that most impacted the aviation industry.

#### **Aviation Finance Person of the Year:**

This category will recognise the person who stood out in the aviation finance sector in 2017 as a high achiever and thought leader.

#### **Lifetime Achievement:**

This category is open for submissions. AFJ will select the individual they believe has distinguished himself/herself whilst making the highest contribution to the industry over the course of their working life.

The following awards will not be accepting nominations and will be determined by Airfinance Journal:

**The Airline Analyst "Airline of the Year"**

**Overall Deal of the Year**

**Editor's Deal of the Year"**

# Warlick's Warriors

Airfinance Journal Events is proud to be working with Warlick's Warriors to help raise awareness and funds in support of the Answer ALS Research Programme.

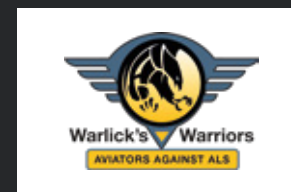
**Warlick's Warriors:** Aviators Against ALS was established by Peter M. Warlick in September of 2016 to raise \$5 million to support the Answer ALS research programme. The goal of the programme is to end ALS for future generations. Warlick's Warriors is focused on uniting the aviation community against this fatal disease. When companies and individuals donate to Warlick's Warriors, 100% of funds go directly to the Answer ALS research project.

We are very appreciative of our partnership with Warlick's Warriors and what they are trying to accomplish and look forward to helping unite the aviation community against ALS together with Warlick's Warriors.



**Peter Warlick**

Vice President – Corporate Development at American Airlines.



Peter Warlick is vice president – Corporate Development, where he leads the company's labor analysis and financial analysis teams. He is also responsible for fleet planning.

Before being named to his current position in April 2016, Peter was vice president – Fleet Planning, with responsibility for acquisition, leasing and disposition of aircraft, and management of the airline's relationships with aircraft manufacturers and lessors. He also oversaw 14 separate new aircraft programs and handled the integration of the American and US Airways fleets.

He joined the airline in 1994 as a financial analyst in financial planning and has held positions as managing director – Treasury and managing director – Fleet Planning. Most recently, he was vice president and treasurer of the airline and has also held a number of positions in investment banking.

He serves on the boards of directors for the American Airlines Federal Credit Union and the C.R. Smith Museum, where he is also treasurer.

He holds a Bachelor of Arts degree in political science and economics from Denison University and a Master of Business Administration from the Fuqua School of Business at Duke University.

# AWARDS DINNER SPONSORSHIP AND TABLE OPTIONS

## Lead sponsor Awards Dinner

Exclusivity as the Sole lead sponsor of the Awards Dinner  
 Exclusive logo on backdrop behind the awards presentation  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 20 seats at the dinner

**\$35,000**

### Chris Gardner

Chris.gardner@airfinancejournal.com

Tel: +44 (0) 20 7779 8231

## Arrival cocktail reception sponsor

Exclusive sponsorship of the cocktail reception  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$22,500**

## Photography backdrop sponsor

Exclusive sponsorship of the media wall (all winners pictures taken in front of this wall)  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$20,000**

## Photo booth sponsor

Exclusive sponsorship of the photo booth  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$20,000**

## Category Sponsor

Exclusive sponsorship of an Awards category  
 Company logo to appear on winner's trophy  
 Company logo to appear on online marketing campaigns  
 Category will be announced along with your company during the ceremony  
 Editorial coverage of the event with pictures  
 Company logo on post-event email congratulating winners  
 10 seats at the dinner

**\$16,500**

## Gift Sponsor

Distribution of a gift (gift not provided)  
 Exclusivity on the sponsorship  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$14,000**

## Menu Sponsor

Exclusivity on the sponsorship  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$14,000**

## Chocolates Sponsor

Exclusivity on the sponsorship  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$14,000**

## Wine Sponsor

Exclusivity on the sponsorship  
 Company logo to appear on online marketing campaigns  
 Editorial coverage of the event with pictures  
 10 seats at the dinner

**\$14,000**

# Book your table...

The ceremony for **The Airfinance Journal Global Awards** will be held on 16 May 2018 in Miami.

With many of the industry's global executives, the **Global Awards** is the perfect event to network, share ideas, entertain clients and discuss strategies in advance of the market's most important conference.

Join more than 200 of the finest minds in the aviation finance market on 16 May 2018.

## Premium Table includes

Two chilled bottles of champagne  
Wine all evening  
Positioning first row by the stage

## Standard Table includes

Positioning after first row of the stage  
Wine all evening

Please **click here** to download a copy of our table booking form or contact:

**Chris Gardner**

Chris.gardner@airfinancejournal.com

Tel: +44 (0) 20 7779 8231

## Table booking form

Company name:

Invoice address:

Contact:

Job title:

Tel:

Email:

Table host name:

Table host email:

Standard Table **\$9,500**

Premium Table **\$11,000**

**SEND**

Payment terms: One month prior to the event



AIRFINANCE  
JOURNAL

**AWARDS**2018

