



ISTAT *Asia*

9-11 May 2017

Grand Hyatt Hong Kong



ONSITE GUIDE

Download the *enhanced* ISTAT mobile tool! Search "ISTAT Community" in your app store or view online at istat.org/asiaapp.



#ISTATAsia

ISTAT 



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GENERAL INFORMATION

Admission and Onsite Registration

Attendees must wear a badge to gain access to all ISTAT events. Your badge gives you access to all sessions, breaks, lunches and receptions. Collect your badge at the registration desk in the Grand Ballroom Foyer. Onsite registration is also available; attendees may pay by credit card only during the times listed below.

Registration

Registration is located at the entrance of the Grand Ballroom Foyer.

Sponsored by  SMBC
AVIATION
CAPITAL

Tuesday, 9 May: 15:00 – 19:30

Wednesday, 10 May: 8:00 – 17:30

Thursday, 11 May: 8:00 – 17:00

Spouse/Guest Registration

Attendees may make last-minute spouse/guest registrations during the conference. Guest must be a significant other or family member. The \$350 USD fee includes access to evening events. Registration does not include access to sessions, breaks and lunches. Badges are required to attend events.

The Deal Zone

The Deal Zone is located in The Poolhouse on Wednesday, 10 May and Thursday, 11 May from 9:00 – 17:00. It is reserved for companies who have purchased space. All participants must be registered for the conference.

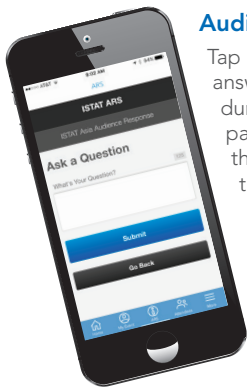
Sponsored by  APOLLO
AVIATION GROUP

Access Event Information on Your Mobile Device

Several enhancements have been made to the ISTAT mobile tool allowing you to maximize your time in Hong Kong. Use the ISTAT mobile app and desktop scheduling tool to:

- Engage in meaningful conversations through participation in audience response and live Q&A during sessions
- Find undiscovered connections by receiving suggestions on who to meet based on your profile settings
- Export your meeting schedule to your iCal or Outlook calendar*

**Through desktop scheduling tool only*



Audience Response and Q&A

Tap "ARS" at the bottom of your screen to answer live audience response questions during sessions. Have a question for the panelists? Click the green "Ask" button, then type and submit your question for the moderator to view.



Log In

App Users: Search “ISTAT Community” in your app store to download. Enter your email address and follow the directions on screen to log in. Forgot your password? Tap “Need help logging in?” to set up a new password. After you’ve logged in, review and/or update your profile to ensure that all the correct information is listed.

Mobile-Friendly Site Users: Visit istat.org/asiaapp, and enter your email and password. Don’t remember your password? Tap “Need help logging in?” to configure one.

BlackBerry Users: When you open the platform invitation on your BlackBerry, it will appear as a bookmark/shortcut on the work side of your device. Please visit the Intranet browser on the work side of your device to access the mobile tool.

Don’t forget! Accept push notifications when your device asks to receive important updates throughout the event.

Get Connected: Under the “Attendees” tab, select “Recommended” to browse attendees with similar interests and tags to make new connections.

Questions? Contact communitymanager@istat.org.

Sponsored by  **Rolls-Royce**

Wi-Fi Information:

Wireless Name:
@Hyatt-Public

No password required.



ISTAT Appraisers 101

The ISTAT Appraisers' Program is pleased to introduce an exclusive ISTAT Appraisers 101 session on Tuesday, 9 May from 15:00 – 17:00 in The Drawing Room. This session features an inside look into the ISTAT Appraisers' Program, aircraft appraisal fundamentals and steps to becoming an appraiser.

the ISTAT foundation
IMPACTING THE WORLD THROUGH AVIATION
Scholarships • Internships • ISTAT U • Grants • Humanitarian Aid

SUPPORT PROVIDED:
\$4,888,225
TO OVER **370**
STUDENTS AND **59**
NON-PROFIT ORGANIZATIONS

ISTAT University is a specially designed program that provides students with an overview of the many facets of the aviation finance and leasing industry and exposes them to real world concepts and methodologies. Course materials were developed by Embry-Riddle Aeronautical University faculty in partnership with ISTAT industry practitioners. Welcome these ISTAT U students in attendance this week:

Ken Quan

Thak Shale

Harry Mao Zhu



SCHEDULE AT A GLANCE

As of 18 April 2017 — schedule subject to change.

All sessions take place in the Grand Ballroom at the Grand Hyatt Hong Kong. Please visit exhibitors in the Grand Ballroom Foyer during the conference.

Tuesday, 9 May

15:00 – 19:30

Registration

Grand Ballroom Foyer

Sponsored by SMBC Aviation Capital

15:00 – 17:00

ISTAT Appraisers 101

The Drawing Room

16:30 – 17:30

ISTAT NewGen Event

Grand Hyatt Steakhouse Bar

A special networking opportunity for those with 10 years or less of industry experience.

Sponsored by KPMG

17:30 – 19:30

Opening Reception

Poolside

Sponsored by Boeing

Wednesday, 10 May

8:00 – 17:30

Registration

Grand Ballroom Foyer

Sponsored by SMBC Aviation Capital

8:30 – 9:00

Welcome Coffee

Grand Ballroom Foyer

Sponsored by Shanghai HaoTong Aviation Engineering Co., Ltd.



Wednesday, 10 May *continued*

9:00 – 17:00

The Deal Zone

The Poolhouse

Sponsored by Apollo Aviation Group

9:00 – 9:15

Opening Remarks

Speaker:

- The Honourable C Y Leung, GBM, GBS, JP, *The Chief Executive, Hong Kong Special Administrative Region, People's Republic of China*

9:15 – 9:30

Welcome Remarks

Speakers:

- Douglas W. Runte, *President of ISTAT and Managing Director & Head of Aviation Research, Deutsche Bank*
- David Swan, *Chief Operating Officer, SMBC Aviation Capital*

9:30 – 10:00

Using Economics to Predict Aviation Developments in Uncertain Times

Speaker:

- Adam Pilarski, Ph.D., *Senior Vice President, AVITAS, Inc.*

10:00 – 11:00

Aircraft Financing In A Post Basel IV World

Moderator:

- Will Gramolt, *Chief Financial Officer, CDB Aviation*

Speakers:

- Cristina Chang, *Managing Director, Citigroup Global Markets Asia Limited*
- Laurent Delvart, *Managing Director, Head of Asian Aviation, Credit Agricole CIB*
- Nick Fletcher, *Executive Vice President, Commonwealth Bank Of Australia*
- Shin Watanabe, *General Manager, Global Aircraft Finance Department, Sumitomo Mitsui Banking Corporation*



Wednesday, 10 May *continued*

11:00 – 11:30

Morning Break

Grand Ballroom Foyer

Sponsored by Airbus, Apple Aviation, Ltd., ATR, AWAS, Bombardier, CFM International, Embraer, Mitsubishi Aircraft Corporation, Novus Aviation Capital

11:30 – 12:15

Airline Panel

Moderator:

- Foster S. Arata, *Vice President & Senior Managing Director, Asia*, Boeing Capital, China, Asia Pacific & India

Speakers:

- Jun Hwan Kim, *General Manager, Finance Department*, Korean Air
- Ted North, *Managing Director, Corporate Finance*, United Airlines
- Narongchai Wongthanavimok, *Chief Financial Officer*, Thai Airways
- Senior Representative, Hainan Airlines

12:15 – 13:30

Lunch

Grand Café Upper Level, Grissini, Grand Hyatt Steakhouse

Sponsored by Accipiter

13:30 – 14:30

Regional Aircraft Panel

Moderator:

- Rod J. Sheridan, *Vice Chairman*, Nordic Aviation Capital

Speakers:

- Greg Alberts, *Senior Vice President, Global Leasing + Asset Management*, Mitsubishi Aircraft Corporation
- Colin Bole, *Senior Vice President, Commercial*, Bombardier
- Arjan Meijer, *Chief Commercial Officer*, Embraer Commercial Aviation



Wednesday, 10 May *continued*

14:30 – 15:30

Japanese Investor Panel

Moderator:

- Michael Weiss, *Head of Aircraft Trading*, SMBC Aviation Capital

Speakers:

- Mitsuru Koguchi, *General Manager, Structured Finance Department*, Sumitomo Mitsui Trust Bank, Ltd.
- Takamasa Marito, *Structured Finance Specialist*, Tokyo Century Group
- Fintan Smyth, *Senior Executive Director*, FPG Asset & Investment Management Asia Pte. Ltd.
- Kinichi Yuki, *Director, International Corporates, Corporate and Institutional Banking*, Standard Chartered Bank Tokyo

15:30 – 16:00

Afternoon Break

Grand Ballroom Foyer

Sponsored by Airbus, Apple Aviation, Ltd., ATR, AWAS, Bombardier, CFM Interational, Embraer, Mitsubishi Aircraft Corporation, Novus Aviation Capital

16:00 – 17:15

Lessor Panel

Moderator:

- William Glaister, *Partner*, Clifford Chance

Speakers:

- Mark Jiang, *Global Head of Aviation, Managing Director*, ICBC Leasing
- Winnie Liu, *Executive Director, Deputy Chief Executive Officer and Chief Commercial Officer*, CALC
- James Meyler, *Chief Executive Officer*, ORIX Aviation Hong Kong & *Deputy Chief Executive Officer*, ORIX Aviation Group
- Simon Perkins, *Deputy Chief Executive Officer & Chief Financial Officer*, Asia Aviation Capital
- Paul Sheridan, *Acting Chief Executive Officer & Senior Vice President, Risk and Capital Markets*, Accipiter



Wednesday, 10 May *continued*

17:30 – 18:15

ISTAT Women's Networking Reception in conjunction with IAWA

Waterfall Bar

Sponsored by KPMG

18:30 – 21:30

Networking Reception + Live Horse Racing

Happy Valley Race Course

Buses leave at 18:30 from hotel lobby

Sponsored by CDB Aviation Lease Finance

21:30

Club ISTAT After Party

Dusk Till Dawn – Wan Chai

Sponsored by CALS

Thursday, 11 May

8:00 – 17:00

Registration

Grand Ballroom Foyer

Sponsored by SMBC Aviation Capital

8:30 – 9:00

Welcome Coffee

Grand Ballroom Foyer

Sponsored by Shanghai HaoTong Aviation Engineering Co., Ltd.

9:00 – 17:00

The Deal Zone

The Poolhouse

Sponsored by Apollo Aviation Group

9:30 – 9:35

Welcome Remarks

Speaker:

- Marilyn Gan, Senior Vice President, Aviation Finance, DVB Bank SE



Thursday, 11 May *continued*

9:35 – 10:00

Building a Faster Future

Speaker:

- Blake Scholl, *Chief Executive Officer and Founder, Boom Supersonic*

10:00 – 11:00

Low Cost Airline Panel

Moderator:

- Peter Huijbers, *Chief Executive Officer, CALS*

Speakers:

- Andrew Cowen, *Chief Executive Officer, Hong Kong Express*
- Rick Howell, *Chief Operations Advisor, CEBU Pacific*
- Hyuk Park, *Director of Planning, Jeju Air*
- Riyaz Peermohamed, *Chief Financial Officer, Indigo*

11:00 – 11:30

Morning Break

Grand Ballroom Foyer

Sponsored by Airbus, Apple Aviation, Ltd., ATR, AWAS, Bombardier, CFM International, Embraer, Mitsubishi Aircraft Corporation, Novus Aviation Capital

11:30 – 12:30

Airbus and Boeing Debate

Moderator:

- Bertrand Grabowski, *Senior Strategic Advisor, Dubai Aerospace Enterprise*

Speakers:

- Randy Tinseth, *Vice President of Marketing, Boeing Commercial Airplanes*
- Mark Pearman-Wright, *Head Of Leasing & Investor Marketing, Airbus*

12:30 – 13:45

Lunch

Grand Café Upper Level, Grissini, Grand Hyatt Steakhouse

Sponsored by GE Capital Aviation Services



Thursday, 11 May *continued*

13:45 – 14:15

The Land of Silk and Money Part 2

Speaker:

- Dick Forsberg, *Head of Strategy*, Avalon

14:15 – 15:15

Best Location for Lessors

Moderator:

- Wui Jin Woon, *Head of Aviation, Asia Pacific*, Natixis

Speakers:

- Lindy Heng, *Head of Transport Engineering*, Singapore Economic Development Board
- Johnny Lau, *Special Advisor*, Tianjin DFTZ
- Clarence Leung, *Director*, PwC Hong Kong
- Zhewei Zhang, *Director of China*, IDA Ireland

15:15 – 15:45

Afternoon Break

Grand Ballroom Foyer

Sponsored by Airbus, Apple Aviation, Ltd., ATR, AWAS, Bombardier, CFM Interational, Embraer, Mitsubishi Aircraft Corporation, Novus Aviation Capital

15:45 – 16:30

Mid-Life Panel

Moderator:

- Simon Finn, *Senior Vice President*, DVB Bank SE

Speakers:

- Gerry Butler, *Managing Director*, Merx Aviation Finance
- Tadas Goberis, *Chief Executive Officer and Chairman of the Board*, AviaAM Leasing
- Michael Howard, *Chief Financial Officer*, Kahala Aviation Ltd.
- Otto Verhoeff, *Managing Director*, Castlelake (UK) LLP



Thursday, 11 May *continued*

16:30 – 17:30

Lessor CEO Panel

Moderator:

- Radha Tilton, *Managing Director*, Goldman, Sachs & Co.

Speakers:

- Peter Chang, *President & Chief Executive Officer*, CDB Aviation Lease Finance
- Barry Flannery, *Chief Financial Officer*, SMBC Aviation Capital
- Ruth Kelly, *Chief Executive Officer*, Goshawk
- Robert Martin, *Managing Director & Chief Executive Officer*, BOC Aviation

17:30 – 18:30

Closing Happy Hour

The Pool Bar

Sponsored by China Aircraft Leasing Group Holdings Limited (CALC)



NETWORKING EVENTS

ISTAT NewGen Event

16:30 – 17:30

Grand Hyatt Steakhouse Bar

Grand Hyatt Hong Kong

A special networking event exclusively for emerging industry leaders. Use this event to make connections with attendees who have 10 years or less of industry experience and interact with ISTAT leaders in a comfortable environment.

Sponsored by 

Opening Reception

17:30 – 19:30

Poolside

Grand Hyatt Hong Kong

Kick off ISTAT Asia 2017 at our opening reception BBQ by reconnecting with friends and colleagues while relaxing poolside at the Grand Hyatt's beautiful pool deck. Cocktails and hors d'oeuvres will be served.

Sponsored by 



Wednesday, 10 May

Welcome Coffee

8:30 – 9:00

Grand Ballroom Foyer

Sponsored by  郝通航空
HaoTong Aviation

Breaks

11:00 – 11:30

15:30 – 16:00

Grand Ballroom Foyer

Sponsored by  AIRBUS  apple aviation  ATR  AWAS  BOMBARDIER  cfm  EMBRAER  MRJ  NOVUS AVIATION CAPITAL

Lunch

12:15 – 13:30

Grand Café Upper Level, Grissini, Grand Hyatt Steakhouse

Sponsored by  ACCIPITER



Wednesday, 10 May *continued*

ISTAT Women's Networking Reception in conjunction with IAWA

17:30 – 18:15

Waterfall Bar

Grand Hyatt Hong Kong

Enjoy light hors d'oeuvres and cocktails with fellow female aviation professionals and ISTAT leaders before heading to the evening Networking Reception.

Sponsored by



Networking Reception + Live Horse Racing

18:30 – 21:30

Buses depart from hotel lobby at 18:30

Happy Valley Race Course

Experience Hong Kong with your ISTAT colleagues at the city's world-class horse racing venue. Enjoy heavy hors d'oeuvres while celebrating new connections and experiencing the excitement of live horse racing.

Sponsored by



国银航空金融租赁
CDB AVIATION LEASE FINANCE



Wednesday, 10 May continued

Club ISTAT After Party

21:30

Dusk Till Dawn (76 Jaffe Rd, Wan Chai, Hong Kong)

Join the party and continue networking and enjoying festivities at Club ISTAT.

Sponsored by  **CAL S**

Thursday, 11 May

Welcome Coffee

8:30 – 9:00

Grand Ballroom Foyer

Sponsored by  **HT 郝通航空**
HaoTong Aviation

Breaks

11:00 – 11:30

15:15 – 15:45

Grand Ballroom Foyer

Sponsored by  **AIRBUS**  **apple** *aviation*  **ATR**  **AWAS**
 **BOMBARDIER** *the evolution of mobility*  **(cfm)** *The Power of Flight*  **← EMBRAER**  **MRJ** *Powered by the world*  **NOVUS**
AVIATION
CAPITAL



Thursday, 11 May continued

Lunch

12:30 – 13:45

Grand Café Upper Level, Grissini, Grand Hyatt Steakhouse

Sponsored by



GECAS

Closing Happy Hour

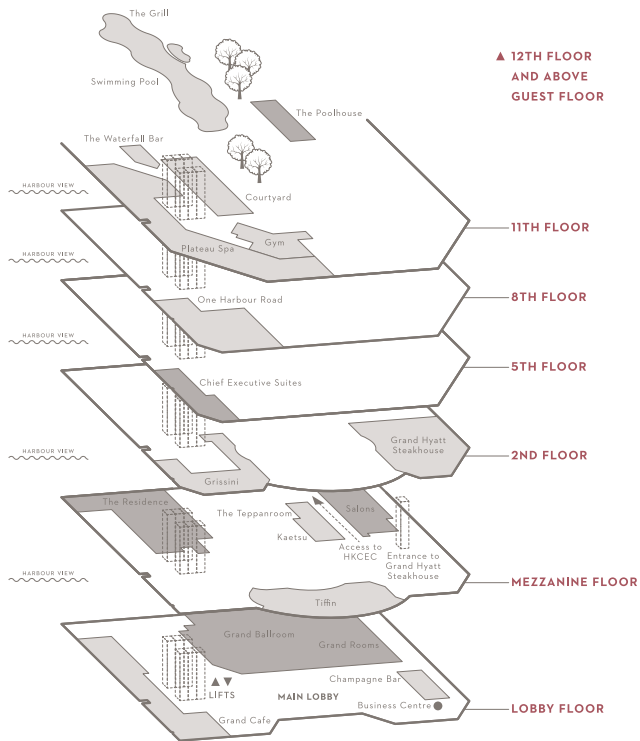
17:30 – 18:30

The Pool Bar

Wrap up ISTAT Asia with a festive happy hour and continue networking with your colleagues.

Sponsored by ***CALC***

HOTEL FLOOR PLAN





11TH FLOOR 十一樓

Plateau Spa 靜水沁園水療中心
The Grill 露天池畔餐廳
The Waterfall Bar 露天池畔酒廊
The Poolhouse 沁園
Swimming Pool 泳池
Fitness Studios 健身室
Tennis Courts 網球場

8TH FLOOR 八樓

One Harbour Road Chinese Restaurant
港灣壹號中菜廳

5TH FLOOR 五樓

Chief Executive Suites 特首廳

2ND FLOOR 二樓

Grissini Italian Restaurant 意大利餐廳

MEZZANINE FLOOR 閣樓

Kaetsu Japanese Restaurant 鹿悅日本餐廳
Grand Hyatt Steakhouse 君悅扒房
Tiffin 茶園
Chocolatier 糖果屋
Salons 君悅廳
The Residence 君寓
- Drawing Room 畫堂
- Lounge 中堂
- Library 書堂
BruneBlonde 髮廊

LOBBY FLOOR 地下

Main Lobby 大堂
Grand Cafe 咖啡廳
Champagne Bar 香檳吧
Grand Ballroom 宴會大禮堂
Grand Rooms 宴會大禮堂迎賓廳
Business Centre 商務中心
Blooms n' Blossom 花店



Visit ISTAT Asia exhibitors in the Grand Ballroom Foyer.

As of 18 April 2017

Acumen Aviation

Booth 18

www.acumenaviation.in

Acumen is a full service aircraft asset manager with a global platform. Established in 2009 its headquarters is based in Ireland with offices in India, China and the USA. Acumen's management team has over 250 years of cumulative experience with a permanent staff of over 60 people. Acumen offers a full range of services throughout the lifecycle of the aircraft including Aircraft Sourcing, Pre-purchase Inspections (physical and records), Project Management, Lease Management and Re-marketing, Fleet Audits, Aircraft Trading and Power plant Management. Its customers include Aircraft Lessors, Airlines, Banks, Private Equity and Investors. Since 2015, Acumen had over 400 aircraft under varying forms of management.

AerData

Booth 10

www.aerdata.com

AerData, a Boeing Company, provides an integrated ecosystem of software solutions for lease management, engine fleet planning, records scanning as well as technical and back office services for airlines, lessors and MROs. With a strong customer focus, AerData delivers reliable and secure services using latest technologies and state of the art IT infrastructure.



Apple Aviation

Booth 13

www.appleaviation.com

UK-based MRO with operations worldwide. EASA Part145 and PartM. Line/ Base maintenance, Structures, Engine Workshop, AOG support, CAMO, Aircraft Storage, Teardown/Recycling, EASA recertification.

ARI

Booth 14

www.arifleet.com

ARI (a CALC member company) is the first in Asia to provide turnkey solutions related to mid-to-late-life aircraft. Its aircraft recycling facility in Harbin, the largest in scale in the world, will commence operations in 2017. ARI fully acquired UAM in March 2017 and created a global state of the art life cycle solutions platform.

ATR

Booth 17

www.atr-aircraft.com

ATR manufactures two sizes of turboprop aircraft, the 70-seat ATR 72 and the 50-seat ATR 42. Both aircraft benefit from the fuel, emission and cost efficiencies provided by turboprop engines. ATR turboprops provide airlines with the best opportunities for operating short-haul routes at low operating costs. Airlines servicing smaller markets desperately need more fuel efficient aircraft to continue operating regular flights between regional airports as well as servicing main airports and hubs.



Boom Supersonic

Booth 20

www.boomsupersonic.com

Boom Supersonic's mission is to have affordable supersonic flight for everyone. A commercially viable aircraft that will be profitable at business-class fares.

China International Aviation Leasing Service Co, Ltd. (CALS)

Booth 15

www.cncals.com

Aircraft operating lessor headquartered in Shanghai (China) with operations location in Dublin (Ireland) focussing on new and young, used select single/twin aisle aircraft.

Crossroads Foundation

Booth 11

www.crossroads.org.hk

Crossroads Foundation is a Hong Kong-based non-profit organization. Our goal is to connect people in a broken world. As our name suggests, we try to be a crossroads: Bringing together those in need and those who can help.

Embraer

Booth 12

www.embraer.com

Embraer is a global company with businesses in commercial and executive aviation, defense & security. The company designs, develops, manufactures and markets aircraft and systems, providing customer support and services. Since its foundation, in 1969, Embraer has delivered more than 8,000 aircraft, leading the market among commercial jets with up to 130 seats.



Flight Ascend Consultancy

Booth 16

www.flightglobal.com

Flight Ascend Consultancy, FlightGlobal's consultancy arm, is a dedicated team of trusted aviation experts worldwide, with consultants in the Americas, Europe and Asia. Our independent, award-winning team are well-placed to help you understand and interpret what's really going on in the dynamic aviation industry. Together we can help your organization create more effective strategies, build key relationships, achieve challenging revenue growth targets and manage future risk scenarios.

FPG Amentum

Booth 19

www.fpg-amentum.aero

The FPG group's activities in the aviation industry are driven by FPG, FPG Amentum and FPG AIM. The group has the leading position in the Japanese operating lease market, providing JOLCO and JOL leasing structures to airlines and aircraft leasing companies worldwide. More Information at www.fpg.jp/en, www.fpg-amentum.aero, www.fpg-aim.com.

KPMG

Booth 2

www.kpmg.ie/aviation

KPMG in Ireland is a global leader in aviation finance and advises on aviation transactions in over 150 countries worldwide. The firm is globally recognised as the centre of excellence for the aircraft leasing industry and is identified as one of the 30 most influential companies operating in the global aviation sector.



Rolls-Royce

Booth 1

www.rolls-royce.com

Rolls-Royce's vision is to be the market-leader in high performance power systems where our engineering expertise, global reach and deep industry knowledge deliver outstanding customer relationships and solutions. We operate across five businesses: Civil Aerospace, Defence Aerospace, Marine, Nuclear and Power Systems.

Spire Flight Solutions

Booth 4

www.spireflight.com

Get trusted operations support from take-off to landing with Spire Flight Solutions. Our customized services for aircraft lessors include comprehensive pilot, flight, and ground support services. We're certified by the BDCA and part of World Fuel Services, a Fortune 100 company. Every day, everywhere, we deliver trusted flight support solutions.

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10 YEARS OF GIVING

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LEARN MORE

WWW.ISTAT.ORG/FOUNDATION

Data Reflected from January 2006 – December 2016



ISTAT EMEA

24-26 September 2017

Edinburgh International Conference Centre
Edinburgh, Scotland

ISTAT EMEA is the aviation industry's premier event to gain new business and connect with senior executives in aircraft leasing, financing, trading and manufacturing across the region.

Learn more at www.istat.org/EMEA.

Save the Date



#ISTATEMEA

ISTAT



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CDB AVIATION LEASE FINANCE

GOLD

**ACCIPITER**

**BOEING®**

CALC

GOLD *continued*

FPG **AIM**
Amentum



GECAS



Rolls-Royce



SMBC
AVIATION
CAPITAL



SILVER



SILVER *continued*



BRONZE

AIRBUS



ATR



BOMBARDIER
the evolution of mobility



The Power of Flight

← EMBRAER





SAVE THE DATE

FOR THESE 2017 ISTAT EVENTS:

› ISTAT at the International Paris Air Show

Chalet: 19-25 June

Reception: 19 June

Palais Brongniart

Paris, France

› ISTAT EMEA

24-26 September

Edinburgh International Conference Centre

Edinburgh, Scotland

› Dubai Airshow Reception

13 November

› ISTAT Latin America Forum

15-16 November

Hilton Bogotá

Bogotá, Colombia

› ISTAT Holiday Receptions

6 December

Dublin, London, Los Angeles, Miami, New York, Tokyo



国银航空金融租赁

CDB AVIATION LEASE FINANCE

HONG KONG IRELAND UNITED STATES

www.cdbaviationleasefinance.com