



Hong Kong Aviation Capital
香港航空租賃有限公司

Introduction to HKAC

Hong Kong | Sydney | London



- Who We Are
- HNA Group
- Where HKAC Fits In
- What We Do – Core Leasing
- What We Do – Additional Services
- A Full Service Operating Lessor
- Existing Fleet



- HNA Group and its partners acquired the aviation business of Allco Finance Group, resulting in the establishment of Hong Kong Aviation Capital ("HKAC") from January 2010:
 - a Hong Kong-domiciled leading aircraft lessor to commercial airlines with a portfolio of more than 68 young jet aircraft
 - specialising in aircraft leasing and financing, aircraft asset management and financial advisory services
 - offices in Hong Kong, Sydney and London
 - mission is:
 - to be a leading aircraft lessor of scale and global reach, aircraft and airline portfolio quality and asset management capability;
 - to be the aircraft asset investment destination of choice for Chinese capital;
 - to uphold the reputation and values of our core shareholder, the HNA Group.
- HKAC currently retains financial interests and management rights from the Allco Aviation business.
- HNA Group brings significant financial support to the HKAC business (US\$21B in Group assets with over US\$6.5B in annual revenue).
- Former Allco team of aircraft financial and transaction experts has been supplemented with a leading team of new hires covering Commercial, Capital Markets, Risk and Technical disciplines from major international lessors and more than 10 Mandarin fluent staff.

HNA Group – 3 Core Business Areas

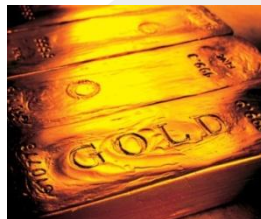
HNA has built a new type of business in China by combining three previously distinct industries – aviation, logistics and financial services. By bringing these three “pillars” together, and optimising the distribution of resources among them, HNA Group’s goal is to become an integrated modern service provider, promoting three linked objectives of smooth passenger travel, smooth freight movement and, through its financial services, a new goods and services consumption concept among the Chinese people.



Aviation



Logistics



Financial Services

Where HKAC Fits In



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Other HNA Leasing Businesses:



HONG KONG LEASING
香港租賃
(Turboprop / business jet /
Hong Kong Airlines captive)



YANGTZE RIVER LEASING
揚子江租賃
(HNA Group mainland cargo
Airlines captive)



BOHAI LEASING
渤海租賃
(Mainland infrastructure leasing)



CHANGJIANG LEASING
長江租賃
(HNA Group mainland passenger
airlines captive)



➤ Aircraft leasing and financing

- Sale and leaseback
- Operating leasing
- Financing solutions
- Pre-delivery financing
- Fixed and Floating rate funding
- US dollar and other major currency funding
- Export Credit supported financing
- Portfolio purchases
- Secondary market acquisitions

➤ With a focus on:

- Aircraft – current production B737NG / A320 / A330 / B777 / E-Jet families
- Clients – scheduled airlines with fleet scale in excess of 20 aircraft seeking substantial lessor relationships in excess of 5 aircraft
- Portfolio – an appropriate balance between sensible concentrations by region, by aircraft sector, by lease termination date, but avoiding over diversification and overly complex structuring.



➤ **Asset Management**

- Lease Transaction Management services
- 3rd party Technical Asset Management services
- Aircraft and records inspections
- Marketing and remarketing services
- Asset monitoring
- Aircraft lease structuring, documentation consultancy
- Aircraft fund structuring for investors

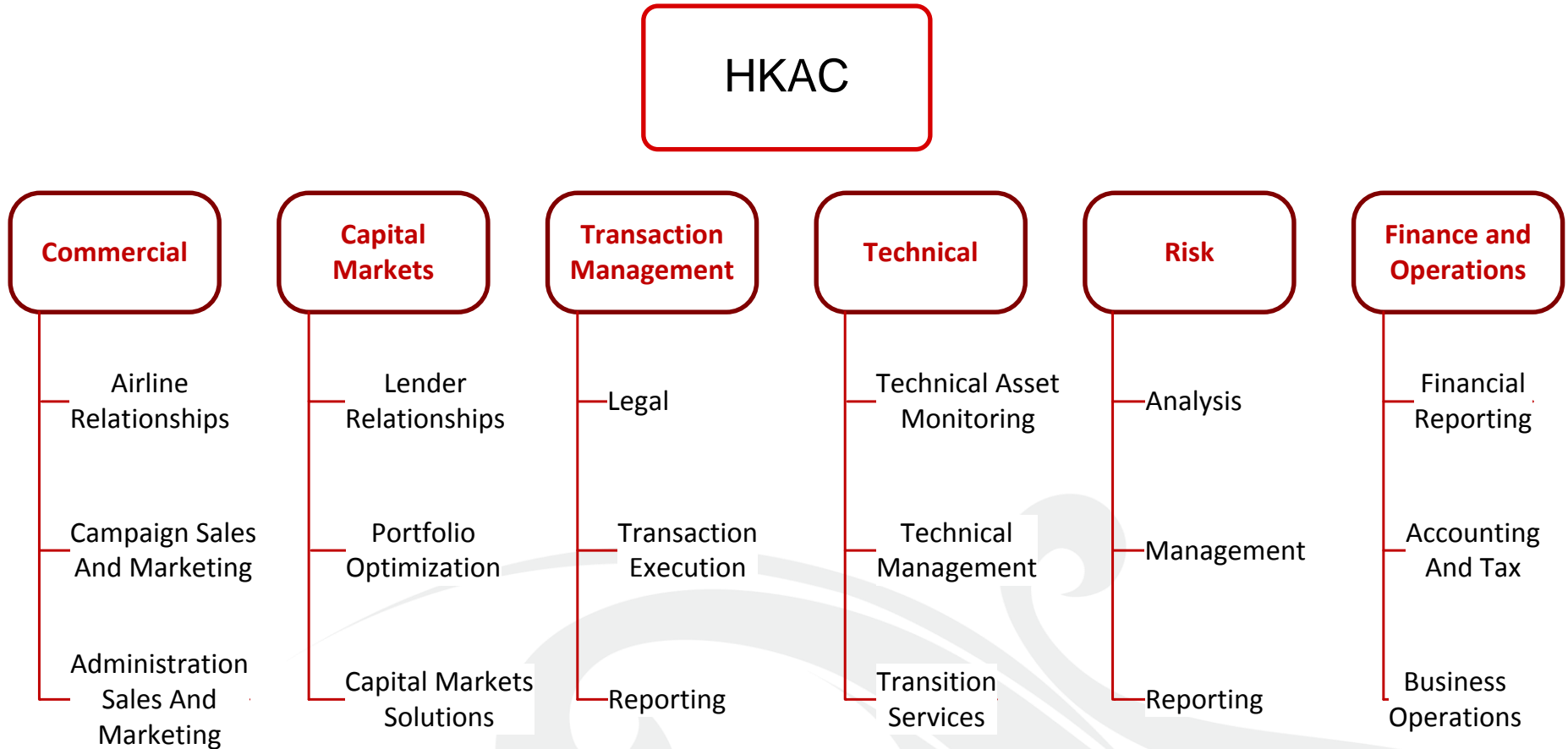
➤ **Advisory**

- Negotiations with manufacturers
- Finance sourcing and negotiations
- Fleet planning
- Redelivery planning and implementation
- Legal and jurisdictional analysis
- Airline and aircraft investment risk analysis
- Aircraft leasing and financing – tax advice

A Full Service Operating Lessor



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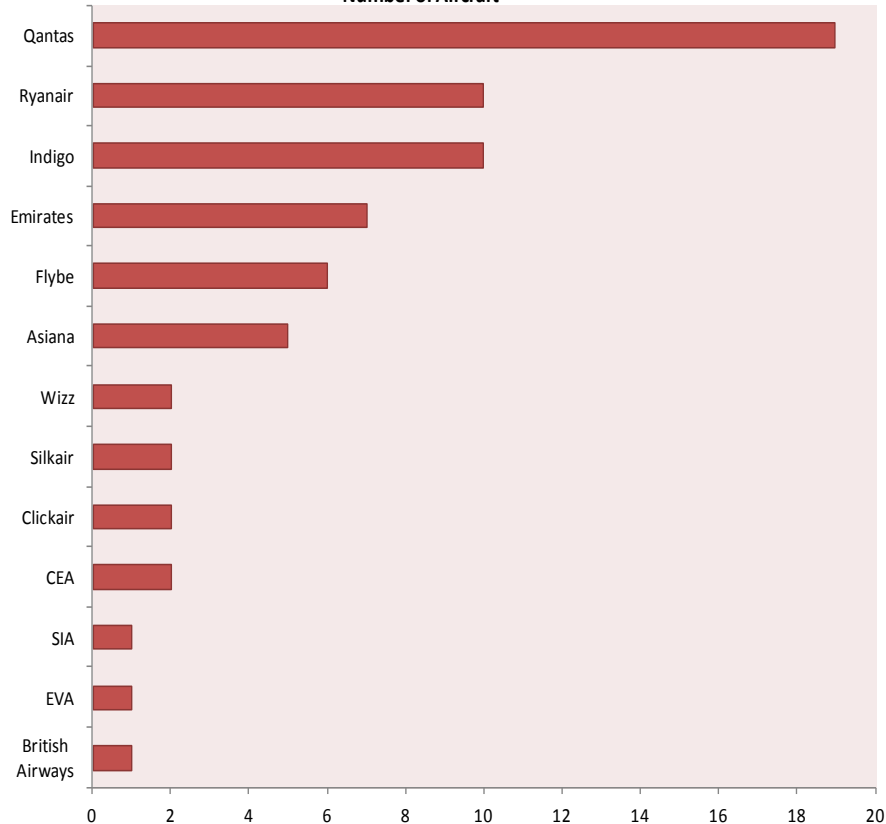


Existing Fleet

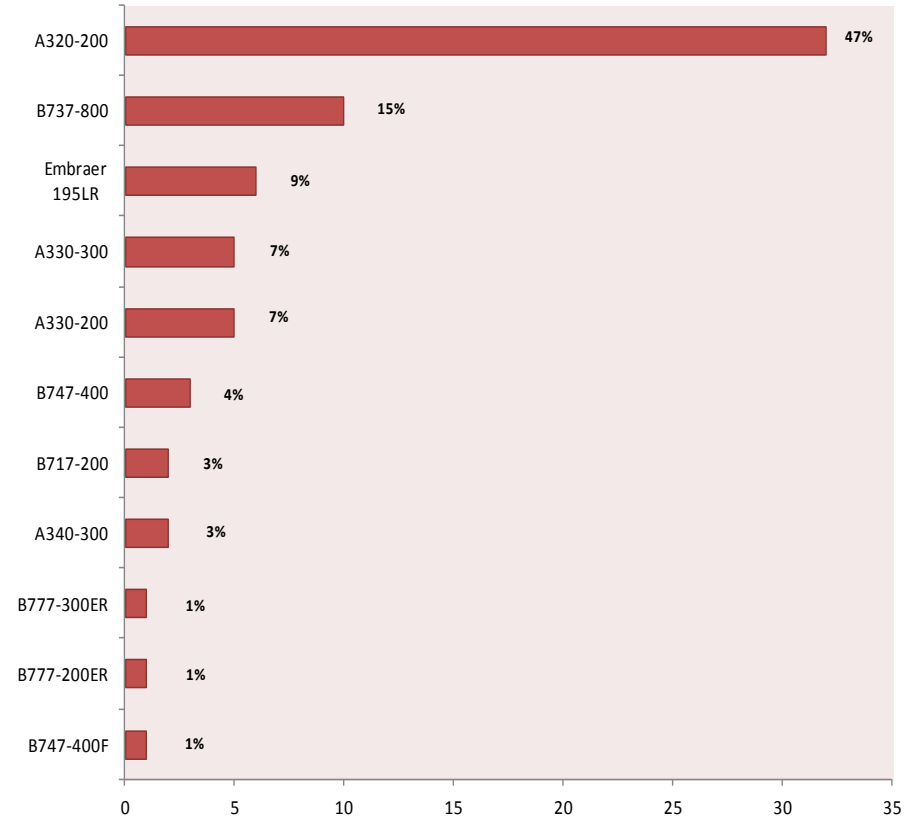


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Number of Aircraft



Aircraft Types



New Clients coming:
Azul, Hawaiian Airlines, Kenya Airways