

Airfinance Journal &



present the

3rd Annual Russia and CIS Airfinance Conference

21st and 22nd June 2005, Hotel Baltschug Kempinski, Moscow

3 ежегодная конференция
финансирование авиационной промышленности в
России и СНГ

21 и 22 июня 2005 года

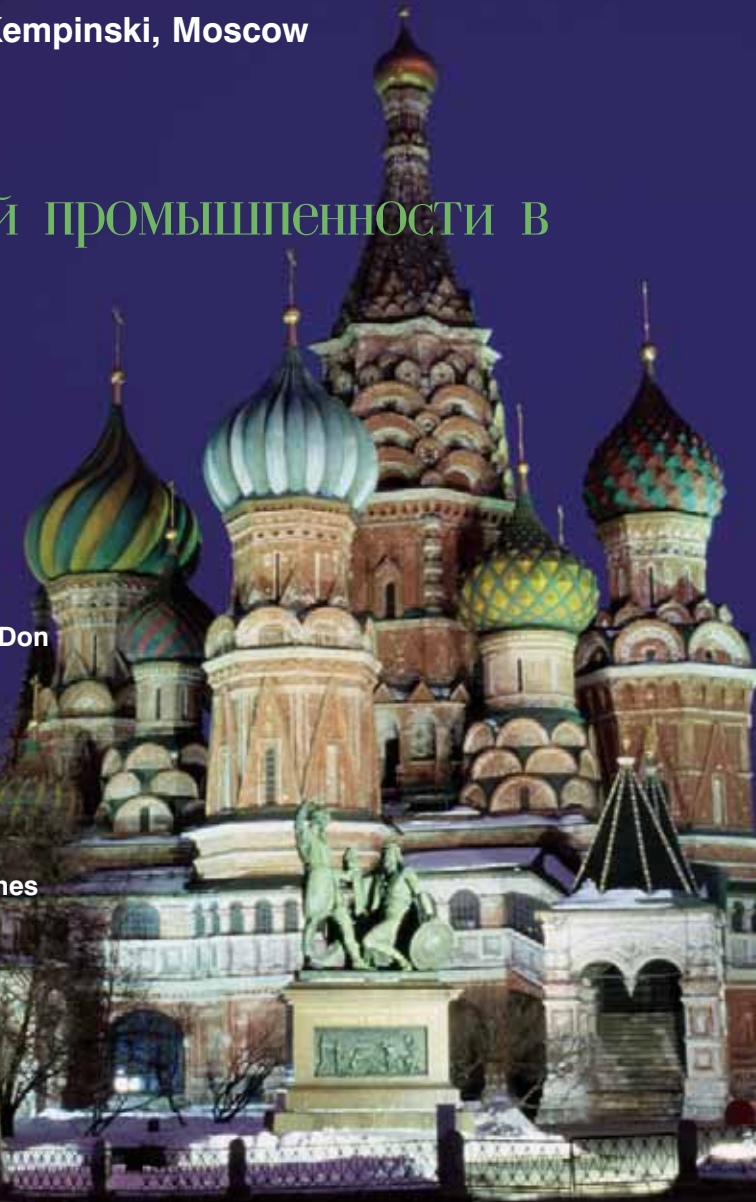
Гостиница Балчуг Кемпински, Москва

Our expert speaker panel includes:

- Sergei Koltovich, Head of Fleet Planning, Aeroflot
- Dmitry Olianich, Deputy General Director, CFO, Aeroflot-Don
- Denis Ilyin, General Director, AirBridge Cargo
- Anatoly Gusarov, General Director, Belavia
- Pavel Savastianov, General Director, Dalavia
- Alexander Gossen, Chief Engineer, Kavminvodavia
- Sergey Mikhailov, General Director, Khantyavia
- Boris Abramovich, General Director, Krasnojarskie Airlines
- Akylbek Zhumabaev, President, Kyrgyzstan Airlines
- Sergey Skuratov, Executive Director, Uralskie Airlines



Simultaneous
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A G E

Day One: Tuesday 21st June 2005

- 08.30 Registration and refreshments
- 09.00 **Opening remarks from the Chairman**
Geoff Burgess, *Partner*
Debevoise & Plimpton
- 09.10 **AirBridge Cargo - Russia's new cargo airline**
- Why China to Europe?
 - Aircraft selection
 - Aircraft finance
- Denis Ilyin**, *General Director*
AirBridge Cargo
- 09.50 **Case study: Aeroflot's fleet plans**
- Western vs Russian aircraft
 - Aeroflot's cargo fleet
 - Aeroflot's regional fleet
- Sergei Koltovich**, *Head of Fleet Planning*
Aeroflot
- 10.30 Morning coffee and networking
- 11.10 **Panel discussion: The airline perspective**
- Outlook for the industry
 - Russian fleet capacity
 - Comparing Russian and Western aircraft
 - Importing aircraft into Russia
 - Case studies
- Alexander Gossen**, *Chief Engineer*
Kavminvodavia
- Dmitry Olianich**, *Deputy General Director,
Chief Financial Officer,*
Aeroflot-Don
- Sergey Mikhailo**, *General Director*
Khantyavia
- Sergey Skuratov**, *Executive Director*
Uralskie Airlines
- Boris Abramovich**, *General Director*
Krasnojarskie Airlines
- Pavel Savastianov**, *General Director*
Dalavia
- 12.10 **What aircraft are available?**
- Aircraft values
 - Lease rates
 - New vs old aircraft
- Mike Monks**, *Director*
Focus Aviation
- 12.50 Lunch for speakers and delegates
sponsored by
- 
- 14.20 **Paying the tariff - implications for Russian carriers**
- Practical issues of paying the tariff
 - Valuing aircraft
 - Discussing the costs
 - Business implications
- 15.00 **Operating leases and maintenance agreements - key considerations for airlines**
- Alan Kartashkin**, *Senior Associate*
Debevoise & Plimpton
- 15.40 Afternoon coffee and networking
- 16.00 **Establishing a leasing company in Russia**
- Market size
 - Why not just import aircraft?
 - Legal aspects
- Andrew Muriel**, *Partner*
DLA Piper Rudnick Gray Cary
- 16.40 **Outlook for aviation financing in Russia**
- Review of aviation financing climate
 - Operating leasing in Russia
- Ray Sisson**, *Senior Vice President and Region Manager,*
GECAS
- 17.20 **Chairman's closing remarks and close of Day One followed by drinks reception**

www.airfinanceconferences.com

With Russian carriers reporting 40% growth in passenger numbers, and many airlines needing to replace their aircraft urgently - opportunities for those involved in commercial aviation in Russia and the CIS are constantly arising.

After two successful years, *Airfinance Journal's Russia and CIS Airfinance Conference* is now established as a must-attend event for anyone serious about doing business in the region. With speakers representing both Russian and CIS carriers and over 150 attendees in 2004, this year's conference will once again be an excellent opportunity for delegates to listen to market leaders debate the key issues facing the industry.

Expert speakers for this year's event represent the region's major carriers, including Aeroflot, AirBridge Cargo, Volga-Dnepr, Kavminvodavia, Kyrgyzstan Airlines, Khantyavia,

Dalavia, Krasnojarskie Airlines, Uralskie Airlines and Belavia will be discussing topics including:

- The airlines' view of the market and the impact of the import tariffs on their business
- Outlook for the Russian Regional Jet and a comparison with other regional jet types
- What aircraft are available to Russian and CIS carriers
- An update on the import tariffs and why some carriers are now paying it

and much more....

As well as learning about the opportunities for your business in this market, the conference will also provide excellent opportunities for delegates to meet representatives of all the leading carriers in Russia and the CIS.

N D A

Day Two: Wednesday 22nd June 2005

08.30 Registration and refreshments

09.00 **Opening remarks from the Chairman**

Alasdair Whyte, *Group Editor*
Airfinance Journal

09.10 **The regional aircraft market**

- What are the options?
- Assessing the pros and cons of different aircraft type
- Who will finance the aircraft?

Ray Tighe, *Director*
Magellan Air

09.50 **Regional jet panel discussion**

Once again, representatives of Antonov, Ilyushin, Sukhoi, Embraer, Bombardier and ATR will be invited to put the case for their aircraft type. Airlines in the audience will be invited to outline their experience of the different aircraft types.

Vladimir Sazonkin, *Sales Director*
ATR

Anatoli A. Mezhevov, *Regional Sales Director*
Sukhoi Civil Aircraft Company

Mark Gilbert, *Sales Account Executive*,
Asset Management Group
Bombardier Aerospace

10.50 Morning coffee and networking

11.20 **Russian Regional Jet update**

- When will it fly?
- Is it what Russian airlines need?
- How many will foreign airlines buy?

Svetlana Issaeva, *Commercial Director of SCAC*
Sukhoi Civil Aircraft Company

12.00 **CIS airline market update**

- Traffic forecasts
- Fleet requirements
- Case studies

Akylbek Zhumabaev, *President*
Kyrgyzstan Airlines

Anatoly Gusarov, *General Director*
Belavia

12.40 Lunch for speakers and delegates

14.10 **Fuel prices**

- Impact of the oil price on Russian carriers
- Implications for airlines' fleet mix

14.50 **Engines in Russia**

- Importing engines
- Supporting engines in Russia
- UTC activities in Russia

Steven Torban, *Regional Sales Director Europe*
Pratt & Whitney

Scott Wilson, *Associate General Counsel*
Pratt & Whitney

15.30 **Chairman's closing remarks and close of conference followed by afternoon coffee**

Airfinance Journal

With over 20 years of experience covering the market, *Airfinance Journal* is vital to your business. Each month's issue tracks aircraft, airline and aerospace finance deals, corporate news, airline and market developments, as well as unique data, surveys and exclusive interviews. Your competitors read *Airfinance Journal* - can you afford not to? As a delegate to the **3rd Annual Russia and CIS Airfinance Conference** you can save 35% on a one year's subscription by calling **+44 (0)20 7779 8007** or **1 - 800 437 9997** or email: **Hotline@euromoneyplc.com** or visit: **www.airfinanceconferences.com**

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 21st and 22nd June 2005, Hotel Baltshug Kempinski, Moscow

To register for this event please complete your details below:

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ADMINISTRATIVE INFORMATION

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CANCELLATION POLICY:

If you cannot attend you must cancel your registration in writing before 7th June 2005 to receive a refund less a 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 7th June 2005 are liable for the full conference fee. We suggest you send a substitute to attend in your place at no extra charge.

REGISTRATION FEE:

The registration fee includes participation in the conference, lunches and documentation material, which will be distributed at the beginning of the event. All bookings are considered binding on receipt of the booking form.

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VENUE:

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TRAVEL & ACCOMMODATION:

Delegates wishing to take advantage of preferential room rates in Moscow should contact In Business Reservations (IBR) on +44 (0)1332 285 521 or email reservations@ibr.co.uk. IBR can find accommodation to suit any budget - please mention that you are attending Euromoney Seminars' 3rd Annual Russia and CIS Airfinance Conference.

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