



平安租赁
PING AN LEASING

Ping An International Financial Leasing

Aviation Business Unit

20 February 2017

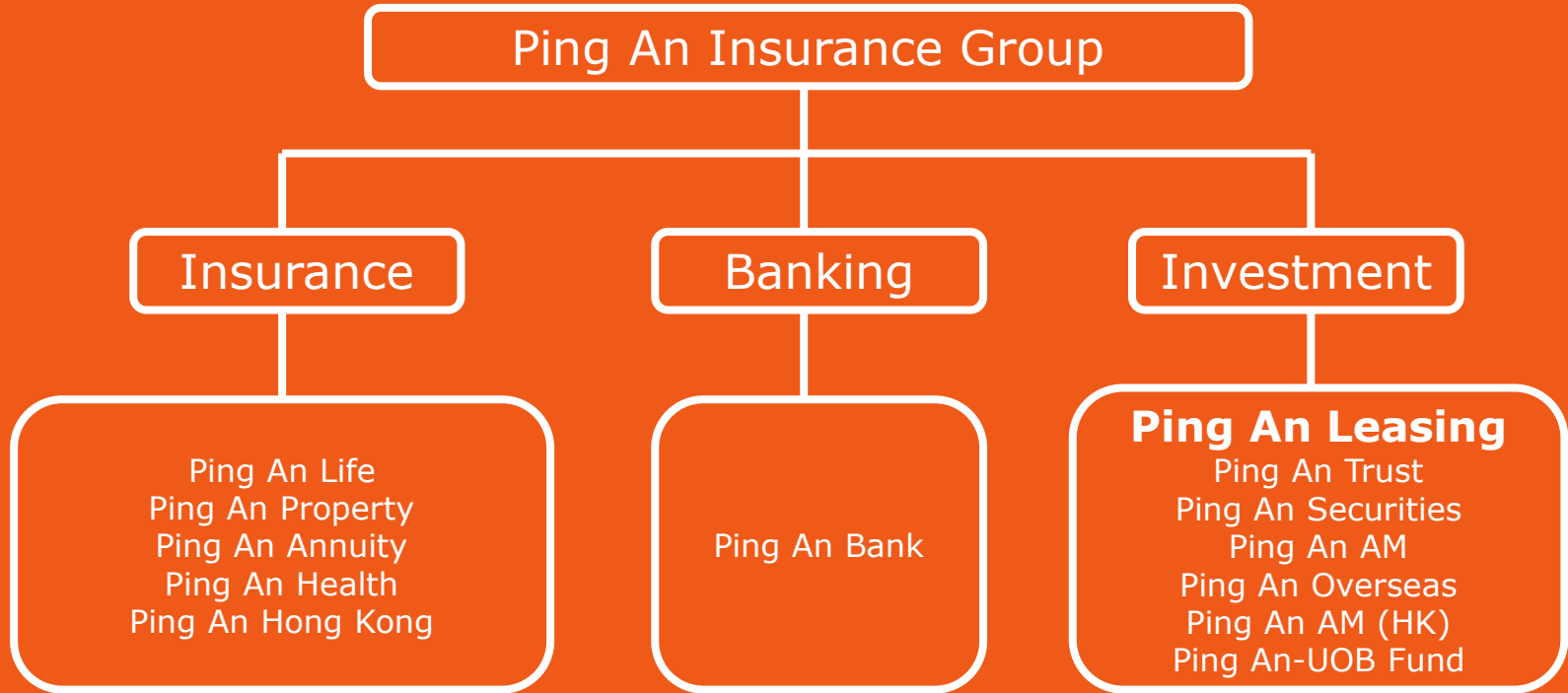
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1. Ping An Group - Background



1. Ping An Group - Structure



1. Ping An Group - Highlights

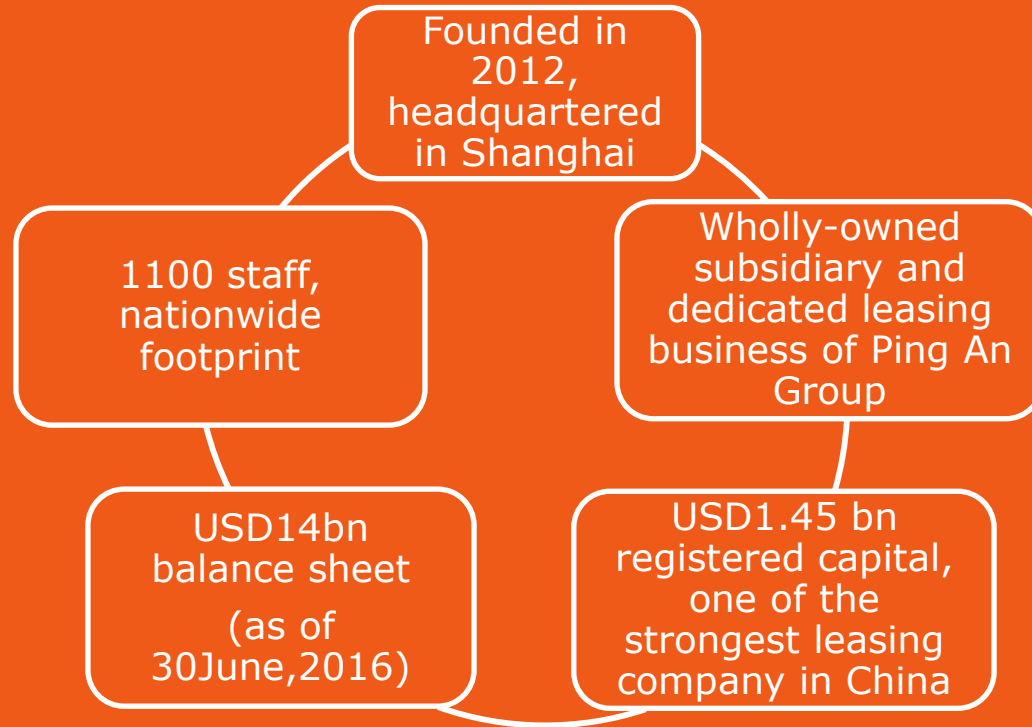
Largest non-State Owned
Enterprise in China

1 of the 9 Global
Systematically Important
Insurance Institutions

Ranked 20th on Forbes
Global 2000
Ranked 41th on
Fortune Global 500

One of the most successful
internet financial service
providers in China

2. Ping An Leasing – Overview



2. Ping An Leasing – Business Strategy

- Focusing on high-growth sectors in China with highest market penetration in selected segments;
- Business synergies with Ping An Insurance Group;
- Aviation as the new strategic addition, bringing access to USD assets and global market.



2. Ping An Leasing – Aviation Business

New

Newly added business department since July 2015, following a two-year observation period to understand the market

Overseas

First overseas office set up in Ireland, operated by locally-based full time staff

Team

Team members joined from global leasing companies and airlines ;
A team of 20 professionals, and growing fast;
Average of over 10 years of industry experience in aviation

3. Ping An Aviation – Structure

Ping An Insurance Group

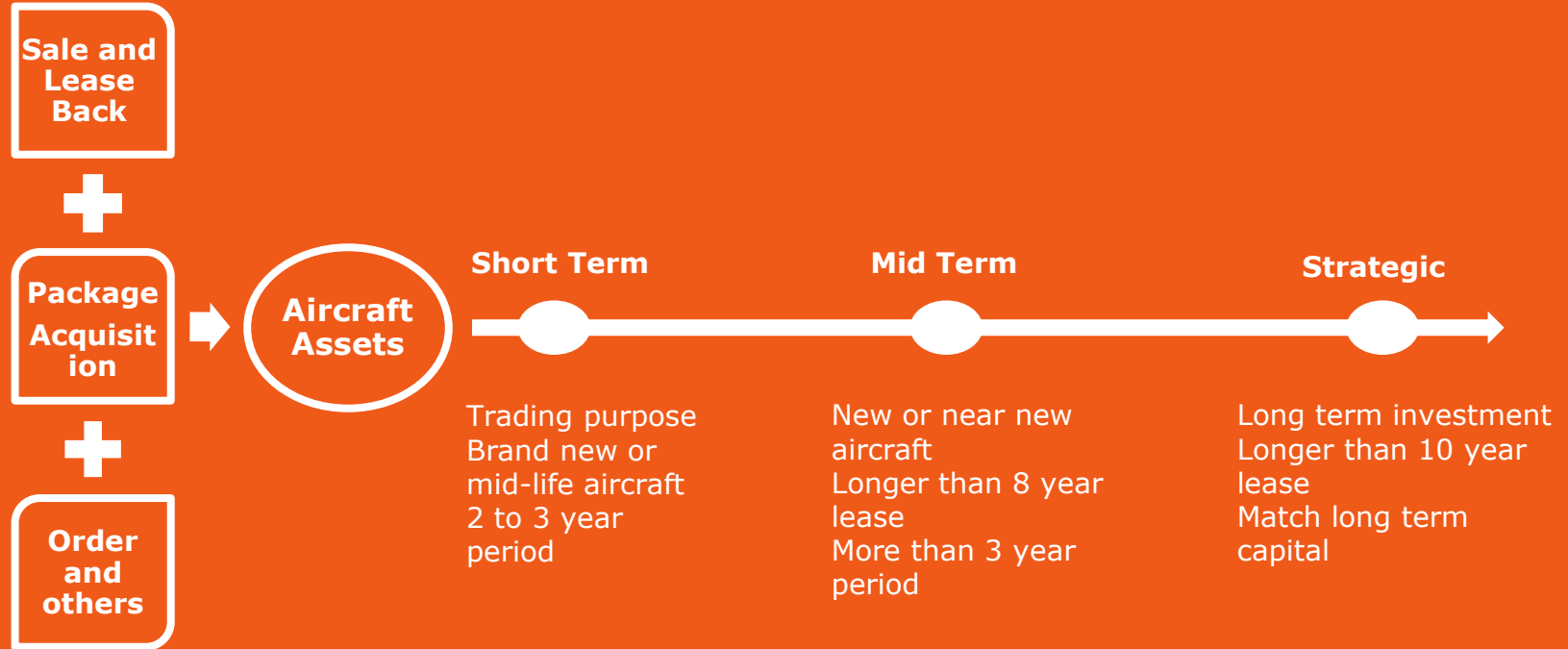
100%

Ping An Leasing - Shanghai

100%

Ping An Aircraft Leasing Company Limited - Ireland

3. Ping An Aviation – Full Range Investment



3. Ping An Aviation – Target Airlines



Focusing on establishing business relationship with more than **60** major airlines world wide.

3. Ping An Aviation – Financing Strategy



3. Ping An Aviation – Full in-house Function



3. Ping An Aviation – Key to Success

- First and only aircraft lessor backed by insurance capital in China as well as Asia;
- Long-term committed, the best-fit type of capital for aircraft leasing;
- Flexible and not risk-averse; strong risk management capability;
- New technology focus, high trading capability and global reach;
- Leverage full in-house capability to manage assets for institutional investors;
- Fast Growing, run by professionals joining from global lessors and airlines, deep expertise in aviation industry, professional and efficient execution.

With a professional team, global focus and strong financial support, we target to be
a World Class well-Recognized Aircraft Lessor

3. Ping An Aviation – Key Members

Joe Ye TIAN – Managing Director, Head of Aviation

- Joe joined the company July 2015 heading the global operation of Ping An aviation business.
- Before joining the company, he worked for ORIX Corporation about 10 years in Tokyo, mainly focused in China and North Asia aircraft leasing and financing market.
- He was involved more than 100 aircraft transactions including JLL, JOLCO, JOL deals initiation and termination, he also has multiple experiences on aircraft acquisition (on lease aircraft package and SLB), marketing, trading, remarketing and financing.
- He received the MBA degree from Tsukuba University in Japan and bachelor of Computer Science from Suzhou University in China.

3. Ping An Aviation – Key Members

Gareth DELANY - Executive Director and Chief Technical Officer

- Gareth Delany is Executive Director and Chief Technical Officer at Ping An Aircraft Leasing. Gareth joined Ping An in October 2015, and is responsible for all aspects of technical and asset management of the Ping An aircraft portfolio.
- Prior to joining Ping An, Gareth held the position of Senior Director, Head of Technical and Asset Management at ORIX Aviation, where he worked for ten years. He has also worked for Lufthansa Technik as a powerplant and test cell specialist, with particular emphasis on the operation and maintenance of various engine types.
- Gareth holds a first class honours degree in mechanical engineering from University College Dublin and has eighteen years of experience in the aviation industry.

3. Ping An Aviation – Key Members

Haiyan ZHENG – Senior Vice President, Aircraft Trading

- Haiyan joined Ping An in July 2015, and is responsible for all aspects of portfolio trading including trade-in and trade-out.
- Prior to joining Ping An, She held the position of Senior Manager of Aircraft Acquisition Department at HNA group, where she worked for fourteen years. She has worked for HNA group as an Aircraft Type Certificate Instructor of Aircraft Maintenance Department and followed Senior Manager of Aircraft Acquisition Department, with particular emphasis on the Aircraft Acquisition and Leasing of various aircraft types.
- Haiyan holds a master degree in aircraft design from Northwest Polytechnic University in Xi'an and has sixteen years of experience in the aviation industry.

3. Ping An Aviation – Key Members

Marco Jiong XU – Director, Technical and Asset Management

- Marco joined the company in September 2015, and is responsible for all aspects of technical and asset management of the Ping An aircraft portfolio.
- Prior to joining Ping An, he held the position of Senior Manager of Technical and Asset Management at Aviation Department in CDB Leasing, where he worked for three years. He has also worked for China Eastern Airlines as a powerplant engineer, with particular emphasis on the operation and management of various engine types.
- He has Sixteen years of experience in the aviation industry.

THANK YOU