



## BAI-Webinar

### Theme:

Route to Recovery - The New Landscape of Commercial Aviation Finance

### Date:

September 29, 2020  
2:00 p.m. – 3.00 p.m.

The last few months have been extremely turbulent for the commercial aviation sector as the whole industry has been hard-hit by the COVID-19 pandemic. We have already seen over \$100 billion of government support being provided to numerous airlines worldwide and notable businesses going into administration.

While the pandemic has created much human and economic pain, we are beginning to see signs of recovery as global markets reopen, airlines and airports restore their networks and traffic demand slowly returns. The new economic landscape has radically changed the investment climate for commercial aviation, producing market and industry dislocations, along with credit opportunities arising from a decline in liquidity.

This webinar will provide an in-depth view on the current state of the commercial aviation market and the future of the industry. We will explore the investment opportunities that have emerged through the current market environment and discuss the outlook for aviation finance post COVID-19.

## AGENDA

**Opening words:**

Annette Olschinka-Rettig, Managing Director, BAI e.V.

**Presentation:**

John Morabito, Managing Director, EnTrust Global

**Q&A**

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**Remarks:**

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Please register

After registration you will receive a confirmation e-mail with information regarding your participation in the webinar.

## BAI Webinar – the speakers



**Annette Olschinka-Rettig** has been Managing Director of the Bundesverband Alternative Investments e.V., Bonn, since 2019. She is responsible for the topics of the market (including cooperation with members and investors) as well as public relations, science and events. She has many years of experience in investment and financing matters. From 2014-2019, she was active in the Mergers & Acquisitions division of BASF SE in Ludwigshafen on both the sell side and the buy side and previously held the position of Head of Asset Management, responsible for the assets of BASF Pensionskasse VVaG and BASF Pensionstreuhand e.V. . Until her transfer to asset management, she was responsible for a variety of financing issues at BASF's Treasury department, as well as providing support for German and international subsidiaries, including project financing. From 2001, Ms. Olschinka-Rettig worked in the Corporate Finance department of Wintershall Holding AG, which at the time was a subsidiary of BASF in the oil and gas business. After completing a banking apprenticeship and studying business administration at the University of Würzburg, she began her career with Deutsche Bank in Berlin.



**John Morabito** is Managing Director and Portfolio Manager of EnTrust Global's USD 360mm Blue Sky Aviation program.

John has 20 years of experience in global financial markets, specializing in Commercial Aviation and Transportation Finance. Before joining EnTrust Global in 2018, he was the CIO and Head of the Financial Institution Group at CIT Group which he joined in 2001 and where he built a USD 10bn aircraft leasing and financing platform which was successfully sold to HNA Group in 2017. John holds a BA in Finance from the University of North Carolina at Chapel Hill.