



AIRFINANCE JOURNAL

AWARDS 2022

All categories

Regional Awards

- Asia-Pacific Deal of the Year
- Europe Deal of the Year
- Middle East/Africa Deal of the Year
- Latin America Deal of the Year
- North America Deal of the Year

Global Product Awards

- Guaranteed Financing Deal of the Year
- Airline Restructuring Deal of the Year
- Lease (Operating/Sale leaseback) Deal of the Year
- Bank Loan Deal of the Year
- Revolving Credit Facility Deal of the Year ****NEW****
- Equity Deal of the Year
- M&A Deal of the Year
- Tax Lease Deal of the Year
- New Leasing Platform Deal of the Year
- Portfolio Trade of the Year ****NEW****
- Used Aircraft Deal of the Year
- Cargo Deal of the Year
- Structured Lease Deal of the Year
- Unsecured (Airline & Lessor) Deal of the Year
- Capital Markets Deal of the Year
- Law Firm of the Year Europe ****NEW****
- Law Firm of the Year Americas ****NEW****
- Law Firm of the Year MENA ****NEW****
- Law Firm of the Year APAC ****NEW****

Special Awards

- Innovative Deal of the Year
- Overall Deal of the Year
- Airfinance Journal Sustainability Award Asia ****NEW****
- Airfinance Journal Sustainability Award Europe ****NEW****

- Airfinance Journal Sustainability Award North America ****NEW****
- *News Event Deal of the Year [Decided by the AFJ team]*
- *Editor Deal of the Year [Decided by the AFJ team]*
- *TLA Mainline Lessor of the year [Decided by the AFJ team]*
- *TLA Regional Lessor of the Year [Decided by the AFJ team]*

Team/Individual Awards

- Aviation Finance House of the Year
- *Leadership of the Year [Decided by the AFJ team]*
- *Lifetime Achievement Award [Decided by the AFJ team]*

Deal Awards – Global Product, Regional and Special Awards

Deal specifics

Please enter all of the data associated with the nominated deal here. This will help our judges in the next round so please give us as much information as possible.

All deals must have taken place between January 1st 2022 and December 31st 2022

1. Borrower/Issuer
2. Structure
3. Financing Tenor
4. Currency(ies) and amount(s)
5. Assets financed
6. Were any aircraft financed in this deal? Y/N
7. Please enter MSNs for aircraft Financed
8. Banks (and roles including overall arranger)
9. Lessor(s) and roles
10. Law firms (and roles)
11. Advisors (and roles)
12. Export credit agency or payment protection insurer(s)
13. Date mandated
14. Date signed
15. Date closed and funded

Criteria

Please give us reasons why the deal is significant. The AFJ editorial team – together with the independent panel of expert judges – look for deals that include at least two of the following elements:

- Innovation
- Timing
- Size
- Complexity
- Overcoming Obstacles
- New market benchmark

Submissions should include as much information as possible about the unique features of each deal, highlighting obstacles that had to be overcome, as well as identifying elements that set it apart from other transactions to have closed in that region or category

Questions

Deal Highlights

Please provide up to 3 brief points as to why the deal is significant

Innovation

Who is truly innovative and shaping new financing structures in the marketplace? The judges want to hear about the participants' roles in executing pathfinder transactions, such as those using new finance structures

Provide up to 3 key points on why this deal was innovative

Timing

Describe how the transaction stood out in terms of timing, if applicable

Eg short period close or tapping the market at a particularly favourable time or successful execution at a particularly challenging time)

The judges will take into consideration the timeline for the transaction, including complexity and length of time from mandate award to financial close

Size

Was the transaction particularly large, in absolute terms or relative to the size of the issuer or the market tapped? Please provide details

Size can be a strong factor taken into the judges' consideration, but quality of the deal is also important

Complexity

How was the transaction complex? Please list up to three complexities involved in the transaction

The judges like to see complex new structures but can also be persuaded by execution of simple financings that set new benchmarks, are for new issuers or attract new investors

Overcoming Obstacles

What obstacles did the deal overcome, and how? Please provide as much detail as possible

Transactions where participants overcame almost insurmountable obstacles such as tight deadlines, volatile market conditions, unattractive asset type or bringing a new product/structure to market

Established New Market Benchmark

Did the transaction establish a new benchmark for the market or the issuer? If yes please describe

Did the transaction reach a new LTV threshold for a given rating or a new coupon or spread low? Did the transaction bring a new entrant to the market?

Global Product Awards

- Portfolio Trade of the Year ****NEW****
- Airfinance Journal Sustainability Award Asia ****NEW****
- Airfinance Journal Sustainability Award Europe ****NEW****
- Airfinance Journal Sustainability Award North America ****NEW****
- Lawyer of the Year Europe ****NEW****
- Lawyer of the Year Americas ****NEW****
- Lawyer of the Year MENA ****NEW****
- Lawyer of the Year APAC ****NEW****

Portfolio Trade of the Year

Criteria

Portfolio trade of the year will be awarded to leasing companies, asset managers and law firms within the industry with an impressive trading portfolio. Judges will be looking for not only the size of the firm's portfolio but also the quality of the assets, lessees and geographic spread

Questions

1. Please detail the size/volume of the nominee's portfolio
2. Describe the assets contained within the portfolio, such as quality, lessees, geography, etc
3. Why should this nomination win?

Airfinance Journal Sustainability Award – Asia, Europe, North America

Criteria

This category recognises aviation companies within the industry who are committed to cutting emissions across their company's entire value chain. This can be shown through various means, such as:

- Accurate and complete reporting on direct or indirect emissions
- Using interpreted data and findings to develop a standard within the company, with a view to reducing and managing emissions
- Investing in low-carbon projects and companies to shift investment away from fossil fuels, accelerating the transition to a low-carbon economy
- Shifting supplier engagement to reduce the carbon footprint across the value chain

Questions

1. Please describe the type of reporting you have adopted, why it is effective and how it is maintained with accuracy
2. What changes have you implemented internally because of these reports?
3. Have you invested in any low-carbon projects or companies? Please provide details
4. Please provide any documents or reporting which shows the accuracy and spread of data you have captured
5. Why should this nomination win?

Lawyer of the Year Award – Europe, Americas, MENA, APAC

This award is presented to the law firm or in-house team within the sector that has acted on the most significant and innovative transactions in the aviation finance industry over the past year. The winner will demonstrate:

- Legal expertise and innovation
- Project management skills
- Client satisfaction
- Legal but practical solutions expressed with great clarity in relation to issues presented
- Submissions should describe the deal and why it was important

Questions

1. Please describe any impactful cases or deals the nominee has been involved in, as well as the nature of their involvement
2. What benefits and services has the nominee provided to clients, and how have they done above and beyond? You are welcome to include testimonials
3. How has the nominee been innovative in tackling obstacles and meeting challenges?
4. Why should this nomination win?

Team/Individual Awards

Aviation Finance House of the Year

Aviation Finance House of the Year award should reflect the bank with diversification of lending through different structures (capital markets, export credit agencies, debt financing with term loans/revolving credit facilities and bilateral deals) with airlines and leasing companies. Volume is important

Entries for these categories will be judged on the following criteria.

- Effective Communication
- Adaptability
- Collaboration
- Vision
- Commitment

Please ensure at least two of these criteria are referenced in your submission. We also encourage that the full team be credited where appropriate

Questions

1. Reasons for Winning
2. Team names