



ATR CREATES AN INTEGRATED LEASING, ASSET MANAGEMENT & FREIGHTER DEPARTMENT

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ATR has created a new Leasing, Asset Management & Freighter department which has the priorities of managing sales to the leasing community and facilitating the placement of new or used ATR aircraft by lessors. It also provides a full range of asset management services, including the support for freighter conversions. Additionally, it will deliver associated services solutions to third party leasing companies, brokers, integrators, financiers and investors. Karine Guenan, currently ATR's Vice President of Customer & Structured Finance, has been appointed to lead this activity.

The department will function as the “one-stop-shop” within ATR for the definition, development and proposals of ATR's leasing, asset and freighter solutions with the objective of fostering efficiency and collaborative cooperation with lessors and improving asset investment performance. Leasing, Asset Management & Freighter will work to support the placement by lessors and airlines of their new and used aircraft in the market. It will also provide further assistance to leasing companies for the successful conclusion of Lease transactions and Sale-Lease-Back transactions and smooth transitioning of their ATR Aircraft.

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ATR's Chief Executive Officer, Christian Scherer, said "As market leaders, we feel we can do a better job working with the important leasing players in the market towards solutions that benefit all stakeholders, including first and foremost our customers. Lessors constitute valuable partners that require specific and dedicated interaction with ATR. Karine and her reinforced group bring together expertise of financial markets, leasing markets as well as used and derivative aircraft trading competences. We expect this team's efforts to result in even stronger asset value performance of our products, which already stand out as the best performing investments in their categories."

Karine joined ATR in 2002, and besides her new role she will continue in her role as Vice President of Customer & Structured Finance, which she has held since 2013. Her dual role not only creates synergies between the crucial aspects of Leasing, Used and Freighter aircraft markets but also utilises her in-depth knowledge and experience of aircraft finance. This will help with the identification of key opportunities within a complex marketplace.



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