

## Role Profile

Name	
Role	Aviation Originator & Structurer
Reporting to	Paul Da Vall
Team	Aviation Finance
Division	Specialist Sectors
Key relationships	Airline and Lessor Clients, Back office, Middle office (Credit / legal). External Lawyers and advisers.
Regulatory status	Certified Person (CP): <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
If CP, please confirm: (i) The type of certified function(s) performed For guidance see <i>Role descriptions – help with defining Certified Persons</i>	Please tick as many as applicable: Material Risk Taker (MRT) <input type="checkbox"/> Client-dealing function <input checked="" type="checkbox"/> Requires FCA qualification <input type="checkbox"/> Supervisor/manager of a CP <input type="checkbox"/>
(ii) Mandatory professional qualifications and exams (required for the role)	(ii) Mandatory professional qualifications and exams required under the FCA T&C rules or prescribed by IBP (please state N/A if no qualifications/exams are required for this role):
Description of role and key responsibilities	<ul style="list-style-type: none"> <li>To originate and structure :             <ul style="list-style-type: none"> <li>Aircraft acquisition mandates from airlines and negotiate lease-back of the aircraft to the airline</li> <li>Aircraft acquisition mandates from lessors with operating leases attached</li> <li>Assist with origination of equity fund capital raising</li> <li>Replacement leases of aircraft owned and managed by Investec Bank PLC</li> <li>Sales of aircraft owned or managed by Investec Bank PLC with or without operating leases attached.</li> </ul> </li> <li>If required, to support other deal originators in the sourcing and structuring of aviation finance transactions.</li> <li>For each transaction, to supervise production of financial models used to analyse investor returns, return on capital, residual value exposure and other metrics relevant to the applicable transaction.</li> <li>To supervise credit analysis for underlying obligors in a transaction such as airlines or lessors, as applicable.</li> <li>To help structure transactions to produce the optimum risk/return for Investec or applicable third party investors.</li> </ul>



	<ul style="list-style-type: none"> <li>• To work with treasury and other departments of bank to effectively cross-sell other bank products</li> <li>• To work with internal and external legal counsel through each step of the negotiation and documentation of mandated transactions.</li> <li>• To assist with successful implementation of the new business transactions to the Back Office.</li> <li>• To monitor transactions on an ongoing basis</li> <li>• Liaise with all relevant parties both internal and external to ensure all ongoing reporting requirements are met and resolve all deal related issues on a timely basis.</li> <li>• To act with integrity at all times and embrace the philosophy of treating our customers fairly.</li> </ul>
Core skills and knowledge	<ul style="list-style-type: none"> <li>• To act with integrity at all times and embrace the philosophy of treating our customers fairly (compulsory)</li> <li>• Regulatory Knowledge as applicable to role (compulsory)</li> <li>• <i>Coaching &amp; Assessment (compulsory for Managers and Supervisors)</i></li> <li>• Strong understanding of the aviation industry and fundamentals around aircraft financing.</li> <li>• Understanding of transaction modelling using Microsoft Excel.</li> <li>• Relationship Management and communication skills: Candidate will have current and extensive relationships with fleet planning and/or finance departments of major airlines in the Asia Pacific region. They will have the ability to create and maintain strong relationships with key external (airlines/Lessors etc) and internal (credit, legal, financial control etc) interfaces. Ability to communicate the business needs to the middle and back office.</li> <li>• Strong organisational ability combined with a proactive approach.</li> <li>• To operate at all times as a team player.</li> <li>• Regulatory and Investec - understand the relevant regulations surrounding clients. Understanding and knowledge of required FCA and other relevant regulations. Knowledge of Investec procedures and compliance protocols</li> </ul>
Any other attributes that would be helpful, but not essential for the role.	

This role description accurately reflects the key responsibilities and associated skills, knowledge and attributes required for to perform this role at this time. It is the responsibility of the employee and manager,



to update this profile, (and store against the employee's record), as responsibilities, required skills and knowledge changes.

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Human Resources