



Society of Actuaries in Ireland

## Banking and Aviation Finance

### Networking Event

4<sup>th</sup> October 2018

#### Biographical details of speakers

##### ***Justin Brayden***

Having graduated from UCD with a degree in Actuarial and Financial Studies, Justin began his career as an actuarial trainee in Willis where he provided actuarial and investment advice to defined benefit pension schemes. Justin then joined the Actuarial Services team in PwC where his role involved the provision of actuarial assurance and consultancy services to life (re)insurance companies. While at PwC, Justin completed the exams to become a fellow of the Institute and Faculty of Actuaries and earned the Chartered Enterprise Risk Analyst (CERA) designation. After 5 years working in the “traditional” areas of actuarial work, Justin then decided to branch out and apply his skills and experience to aircraft leasing - an industry that had interested him for some time. He now works with Goshawk, on the Corporate Finance and Commercial Support team, where he is involved in performing the pricing analysis that underpins the company’s commercial transactions.

##### ***Joe Brennan***

Joe Brennan joined the Capital Markets team in July 2017 where he is responsible for raising debt finance for the business across both public and private markets. Joe joined Avolon in 2014 as a Credit Analyst and has three years of experience covering airlines in Asia and the Americas.

Prior to joining Avolon, Joe worked in private equity with an Irish family office. In this role, he worked on various engagements including debt restructuring for mid-size corporates, asset backed securities and structured solutions for international banks. Joe previously held positions at Goldman Sachs and Towers Watson in London where he gained experience in investment strategy and derivative structuring for large UK corporate pension plans.

Joe holds a Bachelor in Actuarial Science (1st Class Honours) and a Masters of Business Administration from University College Dublin and is a past Fellow of the Institute of Actuaries.



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### ***Don Browne***

Don Browne is Head of Business Performance for AIB. In this role, he harnesses the power of analytics to deliver focused customer experience insights and drive opportunities for service excellence, revenue growth & cost efficiencies.

He previously served as Finance Business Partner for AIB's Retail & Business Banking operations, Head of Capital Management and held a number of positions with AIB's Asset & Liability Management team.

Prior to joining AIB, he worked with Canada Life Assurance Company across a range of actuarial and product development roles.

He is a Fellow of the Society of Actuaries in Ireland and the Association of Chartered Certified Accountants, as well as being a Qualified Financial Advisor (QFA).

Don is currently a member of the ACCA's Financial Services Network Committee and the Society of Actuaries' Enterprise Risk Management (ERM) Committee.

### ***Niall Dillon***

Niall Dillon is Head of Capital Management in AIB. Capital Management drives use of capital resources, as well as determining the level and quality of capital the Bank needs to support its strategic and financial objectives, commensurate with the risks to which it is exposed. Niall previously held a number of other roles in Asset & Liability management relating to liquidity and interest rate risk management.

After 2 years in an actuarial capacity in Anglo's insurance arm, in 2010, Niall joined the Balance Sheet Management Team in the Bank where he got first-hand experience in dealing with and de-risking a Bank suffering extreme credit losses and liquidity stress.

Niall actively engages with local and other European industry bodies on the evolving Capital/SREP (and previously liquidity) regulatory environment and is a member of the Society's Banking & Aviation Finance sub-committee.

### ***Louise Gallen***

Louise is a Finance Associate with Apollo Aviation Management Limited, a global aircraft leasing company where her responsibilities include developing financial models and analysing results to aid strategic decision making regarding current portfolio performance and future transactions. She holds a BSc in Financial Mathematics and Economics from NUI Galway. Louise began her career in General Insurance where she gained 7 years actuarial experience between RSA Insurance and AXA Insurance, primarily within personal lines Pricing and Capital Modelling.



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### ***Treasa Mescal***

Treasa Mescal joined Avolon in February 2014 and was appointed Manager of the Pricing Team in January 2016. The pricing team are responsible for the pricing and structuring of a range of transactions including aircraft acquisition, aircraft placement, aircraft sales, capital raising as well as M&A projects. As well as working on live transactions, the team is also responsible for the development of internal models that will contribute to the success of the organisation.

Prior to joining Avolon, Treasa worked as a Manager in the Banking Advisory team of Deloitte in Dublin where she was responsible for supporting the sale of large real estate loan portfolios. Prior to Deloitte, she was an Analyst in the Structured Finance Group of Moody's in Australia and also the Capital Markets Group of Key Capital in Dublin. She began her career in Mercer where she worked as a trainee Actuarial Consultant for 2 years.

Treasa holds a Masters of Advanced Study (MASt) in Mathematics from Cambridge University and a Bachelor's Degree in Physics from National University of Ireland, Galway.

### ***Donal O'Brien***

Donal is Vice President for Aircraft Pricing at Seraph Aviation Management, part of the Stellwagen Group. Donal's responsibilities include pricing aircraft with leases attached for various institutional investors. He is also involved with developing the pricing methodologies and financial models employed by the Group. Donal's previous experience in the aviation finance industry relates to capital market debt structuring and arranging for investors seeking debt structures to acquire aircraft.

Prior to joining the aviation finance industry, Donal worked for 6 years as an Investment Consultant with Willis Towers Watson in Dublin providing strategic advice to some of Ireland's largest occupational pension funds on a variety of asset classes. Donal is a Fellow of the Society of Actuaries in Ireland, a member of the Society's Banking & Aviation Finance Subcommittee and holds a Bachelor of Actuarial and Financial Studies from University College Dublin.

### ***Cormac O'Leary***

In 2014 Cormac joined Permanent TSB as a Lead Analyst for the Decision Science team, which uses data analytics techniques to build loss models for capital.

Prior to this Cormac worked for Standard Life in the UK for 15 years. Although this was mostly in insurance roles, Cormac moved into the Head of Pricing role for Standard Life Bank in 2007. This evolved into a wider Financial Risk role during the credit crunch, until the Bank's sale in 2009.



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### ***Mairead O'Shea***

Mairead qualified as an actuary in 2002 and has an MBA from the Michael Smurfit Business School. Mairead worked in Ark Life Assurance finishing as Product Development Actuary.

In 2005, Mairead moved to a retail banking role in AIB taking up a senior manager role and held a variety of roles there until 2016 including roles on the Divisional Pricing Committee, Divisional Capital Committee, Divisional Models Committee and one of the AIB's Credit Committees. Mairead is currently Senior Manager, Capital and Impairment Modelling in Permanent TSB.