



FRANCOIS COLLET
Head of Aircraft Investors, Airbus

Francois started his professional career in the airline industry, working for British Airways technical services in London and then for Air Liberté in Paris as part of the flight operations division where he interfaced closely with pilots and airworthiness authorities. He joined Airbus back in June 1995 as Senior Airline Analyst in the Customer Marketing team, based out of Toulouse and then Singapore, covering airline accounts in Europe and then Asia.

He joined the Airbus Customer Finance team in 1999 where he took responsibility for the negotiation and implementation of the financing support package with airline accounts in Europe, Africa and Latin America. He then moved to Airbus North America (Virginia) as Director Sales Finance; during such period, he was involved in sales campaigns, in the implementation of delivery financing and bankruptcy proceedings/restructurings of major North American airlines.

Back in Toulouse from 2006, Francois led the team involved in the active management and selling down of the Airbus customer financing exposure. Currently, Francois is Head of Aircraft Investors. One of his main responsibilities is to manage the relationship with the aircraft financing sector and related entities, including appraisers, rating agencies, consultants, investment banks and investors (fixed income, private equity and non-speculative lessors). This also involves generating alternative liquidity solutions and supporting transfer solutions for Airbus customer financing exposure.

In addition to the above responsibilities, Francois is Co-Chairman of the Aviation Working Group, entity representing the aviation financing sector and contributing to the development of laws, regulations and more efficient ways of trading to enhance aviation financing and leasing.

Francois, 49 years old, is a French citizen. He graduated from the French Ecole Nationale de l'Aviation Civile (ENAC). He is married and has two sons, aged 19 and 15.