2020 SPONSORSHIP OPPORTUNITIES

ISTAT AMERICAS
ISTAT NFL PLAYOFF PARTY
HOLIDAY RECESSION

ISTAT LATIN AMERICA FORUM

ISTAT EMEA

ISTAT CHINESE NEW YEAR RECEPTION

ISTAT AT THE FARNBOROUGH AIRSHOW
HOLIDAY RECESSION

ISTAT ASIA
HOLIDAY RECESSION
HOLIDAY RECESSION
HOLIDAY RECESSION
HOLIDAY RECESSION
The International Society of Transport Aircraft Trading (ISTAT) hosts a variety of international events. These events draw industry executives representing manufacturers, appraisers, financiers, lessors, airline personnel, fleet managers, remarketers and others involved in aircraft trading, leasing and finance.

ISTAT events feature industry education and networking opportunities with worldwide leaders in the aviation industry.

Sponsors of each event reach a dedicated audience of industry professionals, providing you with the opportunity to showcase your company and reinforce your brand. Sponsorships also assist ISTAT in providing complimentary registration to the industry’s leading airline personnel. A range of sponsorship levels are offered to make opportunities accessible to companies large and small.
Platinum Sponsorship

Experience the Benefits of a Platinum Sponsorship

Platinum sponsors receive maximum exposure at all ISTAT events, which includes the following benefits in addition to your sponsored item:

- Six (6) complimentary delegate passes plus unlimited additional delegates at the early bird rate
- Logo recognition on ISTAT website
- Chair drop at general session
- Full page advertisement in onsite conference program
- Reserved meeting room
- Sponsor ribbons for all company attendees
- Guaranteed room reservations at conference hotel
- Recognition on general session slides
- Recognition in Jettrader magazine after event
- Enhanced social media exposure before event
- Digital monitor to display video in high-traffic area
- Branding on ceramic and disposable coffee cups, staff apparel and floor decals.

* The Jet Fuel Café Platinum Sponsorship is available at ISTAT Americas, ISTAT Asia and ISTAT EMEA. Jet Fuel Café is a specialty coffee bar providing all attendees with complimentary beverages at ISTAT Americas, ISTAT Asia and ISTAT EMEA.

EVEN MORE OPPORTUNITIES!

The Platinum Chalet sponsor receives the following Airshow Reception, Chalet & Chalet Charity Day benefits:

Chalet

- One reserved standard parking pass and one complimentary chauffeur pass at Chalet for all days

Airshow Reception Benefits

- Unlimited reception registrations for staff and customers
- Display area with draped table

Chalet Charity Day Benefits

- Four (4) airshow entry passes for sponsoring company representatives to attend Chalet Charity Day
Attendees’ Primary Line of Business

- **14%** Airline
- **3%** Appraiser
- **6%** Consultant
- **18%** Finance
- **25%** Leasing

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal</td>
<td>5%</td>
</tr>
<tr>
<td>Maintenance/Overhaul</td>
<td>5%</td>
</tr>
<tr>
<td>OEM</td>
<td>5%</td>
</tr>
<tr>
<td>Trader/Broker</td>
<td>10%</td>
</tr>
<tr>
<td>Other</td>
<td>9%</td>
</tr>
</tbody>
</table>

ISTAT Americas Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2017</td>
</tr>
<tr>
<td>2018</td>
<td>2010</td>
</tr>
<tr>
<td>2017</td>
<td>1941</td>
</tr>
<tr>
<td>2016</td>
<td>1759</td>
</tr>
<tr>
<td>2015</td>
<td>1706</td>
</tr>
<tr>
<td>2014</td>
<td>1628</td>
</tr>
<tr>
<td>2013</td>
<td>1426</td>
</tr>
<tr>
<td>2012</td>
<td>1340</td>
</tr>
<tr>
<td>2011</td>
<td>1264</td>
</tr>
<tr>
<td>2010</td>
<td>1117</td>
</tr>
</tbody>
</table>
**Sponsor Benefits**

All below items are available on a first-come, first-served basis

<table>
<thead>
<tr>
<th>Item</th>
<th>PLATINUM ($50,000)</th>
<th>GOLD ($30,000)</th>
<th>SILVER ($15,000)</th>
<th>BRONZE ($10,000)</th>
<th>Exhibit Only ($5,000)</th>
<th>Private Meeting Room ($2,500/day)</th>
<th>President's Gala Dinner Table $1,750</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jet Fuel Café with Branded Coffee Cups &amp; Apparel</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Private Meeting Room (must secure by 2 Jan.); Chair Drop at General Session; Full Page Advertisement in Onsite Conference Program; Enhanced Social Media Exposure before Event; Digital monitor to display video in high-traffic area</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>One of: 1) Sunday Welcome Reception 2) Monday Evening Networking Reception 3) Monday Lunch 4) Tuesday Lunch 5) After Party 6) Keycards 7) Internet (hotel common areas &amp; general session room) 8) Registration 9) Foundation Golf Sponsor (two available) 10) ISTAT Bistro 11) Airline Lounge 12) The Deal Zone 13) President’s Gala Reception and Dinner</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Day Refreshments</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>President’s Gala Reception and Dinner – Tuesday Table Reservation</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conference Registrations**</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unlimited Early Bird Registrations</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10ft X 10ft Exhibit Kiosk</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Guaranteed Room Reservations at Conference Hotel (guaranteed until 2 Jan.)</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on General Session Slides</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on ISTAT Website</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on Signage &amp; Onsite Program</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition in Jetrader Magazine after Conference</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo &amp; Listing on ISTAT Mobile App</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sponsor Ribbons for All Company Attendees</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo Displayed in General Session Room</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on Logo Wall</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* One additional registration available for $250

** Retroactive registration refunds permitted if registration precedes sponsor commitment.

For more information, contact Dean Gerber at dean.gerber@orix.ie.
Tuesday President’s Gala Reception and Dinner
Signage and branding at President’s Gala Reception and Dinner on Tuesday. Includes two reserved dinner tables.

Jet Fuel Café
Sponsor all day complimentary specialty coffee at the Jet Fuel Café in The Hub. Includes branded coffee cups, barista apparel, and signage.

After Party
Signage and branding at Tuesday evening After Party following the President’s Gala Dinner. Sponsor has opportunity to provide marketing collateral to distribute during the reception.

Hub Banner
Highlight your company on a hanging banner (187.5” x 80”) branded with your company graphics in The Hub.

Ice Cream Bar
Delight attendees by sponsoring complimentary ice cream in The Hub. Includes signage and logo branded apparel.

Painting Overlays
Promote your company with personalized graphics that will be placed over existing paintings throughout the venue.

Keycards
Sponsor branding on conference hotel keycards.

Registration
Signage and logo recognition within conference registration area.

Two Column Clings
Promote your company on highly-visible column clings displayed throughout the conference foyer.

Club ISTAT
Offsite party with live music on Monday evening following the Monday Evening Networking Reception. Sponsor signage and logo at the event.

ISTAT Bistro
Sponsor all day grab and go food at the ISTAT Bistro located in The Hub. Includes branded napkins, apparel and signage.

Airline Lounge
Signage and logo recognition of your company in the Airline Lounge, an exclusive benefit to airline attendees and their guests to network with each other. Sponsor has the opportunity to display marketing collateral and casually network.

All Day Refreshments
Signage and logo recognition in coffee break area. Beginning with the first break, refreshments will be provided throughout the rest of the day. Multiple sponsors included.

Conference Pens
Provide all conference attendees with a pen. Your company’s logo will be co-branded with the ISTAT logo.

Attendee List
Sponsor branding on printed and online attendee list.
ISTAT Asia
12-14 May 2020 • Grand Hyatt Hong Kong China

Attendees’ Primary Line of Business

- 13% Airline
- 2% Appraiser
- 4% Consultant
- 13% Finance
- 39% Leasing

ISTAT Asia Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>749</td>
</tr>
<tr>
<td>2018</td>
<td>772</td>
</tr>
<tr>
<td>2017</td>
<td>748</td>
</tr>
<tr>
<td>2016</td>
<td>688</td>
</tr>
<tr>
<td>2015</td>
<td>519</td>
</tr>
<tr>
<td>2014</td>
<td>360</td>
</tr>
<tr>
<td>2013</td>
<td>406</td>
</tr>
<tr>
<td>2012</td>
<td>303</td>
</tr>
<tr>
<td>2011</td>
<td>226</td>
</tr>
</tbody>
</table>
# Sponsor Benefits

All below items are available on a first-come, first-served basis

<table>
<thead>
<tr>
<th>Item</th>
<th>PLATINUM $30,000</th>
<th>GOLD $20,000</th>
<th>SILVER $15,000</th>
<th>BRONZE $7,500</th>
<th>Private Meeting Room $2,500/day</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jet Fuel Café with Branded Coffee Cups, Apparel &amp; Floor Decals</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Private Meeting Room (subject to availability)</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chair Drop at General Session; Full Page Advertisement in Onsite Conference Program; Enhanced Social Media Exposure before Event; Digital monitor to show video in high-traffic area</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>One of: 1) Lanyards  2) Charging Station  3) Attendee List  4) Women’s Networking Reception in conjunction with IAWA &amp; NewGen Event  5) Floor Cling (one available)  6) Conference Pens  7) Room Drop</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>All Day Refreshments (multiple sponsors)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Conference Registrations*</td>
<td>6</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Unlimited Early Bird Registrations</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>One – 6ft X 4ft Exhibit Space with Draped Table</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Guaranteed Room Reservations at Conference Hotel (guaranteed until 28 February)</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Recognition on General Session Slides</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
</tr>
<tr>
<td>Recognition on ISTAT Website</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
</tr>
<tr>
<td>Recognition on Signage &amp; Onsite Program</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
</tr>
<tr>
<td>Recognition in Jetrader Magazine after Conference</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td></td>
</tr>
<tr>
<td>Logo &amp; Listing on ISTAT Mobile App</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sponsor Ribbons for All Company Attendees</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo Displayed in General Session Room</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on Logo Wall</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Retroactive registration refunds permitted if registration precedes sponsor commitment.

For more information, contact Michael Weiss at Michael.Weiss@smbc.aero.
ISTAT Asia
12-14 May 2020 • Grand Hyatt Hong Kong China

ASIA WORKSHOP offerings

1 sponsorship for $25,000

- Recognition on all promotional emails
- Recognition on website
- Recognition in onsite guide
- Recognition on general session slides
- Recognition on workshop slides
- Onsite signage
- Table to distribute literature outside of workshop
- Ability to distribute literature at workshop lunch
ISTAT Asia
12-14 May 2020 • Grand Hyatt Hong Kong China

Tuesday Welcome Reception
Signage and branding at Tuesday evening Welcome Reception.

Registration
Signage and branding within conference registration area.

Keycards
Sponsor branding on conference hotel keycards.

Jet Fuel Café
Sponsor all day complimentary specialty coffee at Jet Fuel Café in The Hub. Includes branded coffee cups, barista apparel, signage and floor decals.

Conference Pens
Provide all conference attendees with a pen. Your company’s logo will be co-branded with the ISTAT logo.

All Day Refreshments
Signage and logo recognition in coffee break area. Beginning with the first break, refreshments will be provided throughout the rest of the day. Multiple sponsors included.

Wednesday Networking Dinner
Signage and branding at Wednesday Networking Dinner, located offsite.

Closing Happy Hour
Signage and branding at Thursday Closing Happy Hour, including drinks and canapés taking place at the conclusion of the event.

Floor Cling
Greet attendees with this branded sponsorship opportunity of your personalized graphics as attendees enter the conference area.

After Party
Signage and branding at Wednesday evening After Party following the Networking Dinner on Wednesday. Sponsor has opportunity to provide marketing collateral to distribute during the Reception.

Airline Lounge
Signage and logo recognition of your company in the Airline Lounge, an exclusive benefit to airline attendees and their guests to network with each other. Sponsor has the opportunity to display marketing collateral and casually network.

Hover over camera icon to view sponsorship opportunity visual.
Delegates' Primary Line of Business

- Airline: 18%
- Appraiser: 2%
- Consultant: 6%
- Finance: 17%
- Leasing: 28%
- Legal: 4%
- Maintenance/Overhaul: 4%
- OEM: 4%
- Trader/Broker: 7%
- Other: 10%

ISTAT EMEA Attendance History

- 2019: 1769
- 2018: 1597
- 2017: 1598
- 2016: 1332
- 2015: 1181
- 2014: 1063
- 2013: 861
- 2012: 774
- 2011: 756
**Sponsor Benefits**

All below items are available on a first-come, first-served basis

<table>
<thead>
<tr>
<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
<th>BRONZE</th>
<th>Private Meeting Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>$40,000</td>
<td>$25,000</td>
<td>$15,000</td>
<td>$7,500</td>
<td>$2,500/day</td>
</tr>
</tbody>
</table>

Jet Fuel Café with Branded Coffee Cups, Apparel & Floor Decals

Private Meeting Room (Subject to availability)

Chair Drop in Plenary Room: Full Page Advertisement in Onsite Conference Program; Enhanced Social Media Exposure before Event; Digital monitor to show video in high-traffic area


All Day Refreshments (multiple sponsors)

Full Conference Registrations*

Unlimited Early Bird Registrations

One – 3m X 3m Exhibit Stand

Guaranteed Room Reservations at Conference Hotel (guaranteed until 10 July)

Recognition on Plenary Slides

Recognition on ISTAT Website

Recognition on Signage & Onsite Program

Recognition in JetTrader Magazine after Conference

Logo & Listing on ISTAT Mobile App

Sponsor Ribbons for All Company Delegates

Logo Displayed in Plenary Room

Recognition on Logo Wall

---

*Retroactive registration refunds permitted if registration precedes sponsor commitment.

For more information, contact Peter Blakeney at PeterB@carlyle.aero.
Conference Pens
Provide all conference attendees with a pen. Your company’s logo will be co-branded with the ISTAT logo.

Two Column Wraps
Promote your company on highly-visible column wraps displayed throughout the conference foyer.

Floor Clings
Greet attendees with this branded sponsorship opportunity of your personalized graphics as attendees enter the conference area.

All Day Refreshments
Signage and logo recognition in coffee break area. Beginning with the first break, refreshments will be provided throughout the rest of the day. Multiple sponsors included.

Ice Cream Bar
Delight attendees by sponsoring complimentary ice cream in The Hub. Includes signage and logo branded apparel.

Wall Clings
Greet attendees with this branded sponsorship opportunity of your personalized graphics as attendees enter the conference area.

ISTAT Bistro
Sponsor all day grab and go food at the ISTAT Bistro located in The Hub. Includes branded napkins, apparel, signage and floor decals.

Airline Lounge
Signage and logo recognition of your company in the Airline Lounge, an exclusive benefit to airline attendees and their guests to network with each other. Sponsor has the opportunity to display marketing collateral and casually network.

Tuesday Networking Dinner
Signage and branding at Tuesday evening Networking Dinner.

After Party
Signage and branding at Tuesday evening After Party following the Tuesday Networking Dinner. Sponsor has opportunity to provide marketing collateral to display during the reception.

Jet Fuel Café
Sponsor all day complimentary specialty coffee at Jet Fuel Café in The Hub. Includes branded coffee cups, barista apparel, signage and floor decals.

Registration
Signage and branding within conference registration area.

Keycard Jacket
Sponsor branding on conference hotel keycard jackets.
Attendees' Primary Line of Business

- 22% Airline
- 1% Appraiser
- 6% Consultant
- 11% Finance
- 27% Leasing

法制
- 3%

维护/大修
- 4%

OEM
- 8%

交易商/经纪人
- 13%

其他
- 5%

ISTAT Latin America Forum Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>249</td>
</tr>
<tr>
<td>2018</td>
<td>218</td>
</tr>
<tr>
<td>2017</td>
<td>226</td>
</tr>
<tr>
<td>2016</td>
<td>179</td>
</tr>
</tbody>
</table>
## Sponsor Benefits

All below items are available on a first-come, first-served basis

<table>
<thead>
<tr>
<th>PLATINUM $15,000</th>
<th>GOLD $10,000</th>
<th>SILVER $5,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Networking Reception</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Private Meeting Room (subject to availability); Chair Drop at General Session; Full Page Advertisement in Onsite Conference Program; Enhanced Social Media Exposure before Event; Digital monitor to show video in high-traffic area</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Full Conference Registrations* (plus unlimited Early Bird registrations)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Day Refreshments</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>One – 6ft X 4ft Exhibit Space with Draped Table</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Guaranteed Room Reservations at Conference Hotel (guaranteed until 1 Oct.)</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Recognition on General Session Slides</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Recognition on ISTAT Website</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Recognition on Signage &amp; Onsite Program</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Recognition in Jetradar Magazine after Conference</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Sponsor Ribbons for All Company Attendees</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Recognition on Logo Display</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

* Retroactive registration refunds permitted if registration precedes sponsor commitment.

For more information, contact Kostya Zolotusky at Kostya.Zolotusky@bgc-insurance.com.
Networking Reception
Exclusive opportunity that includes signage and branding at evening networking reception.

Welcome Reception
Signage and branding within the reception area.

Registration
Signage and branding within conference registration area.

Cocktail Hour
Signage and branding at the evening Cocktail Hour.

Attendee List
Sponsor branding on printed and online attendee list.

All Day Refreshments
Signage and logo recognition in coffee break area. Beginning at the first break, refreshments will be provided throughout the rest of the day. Multiple sponsors included.

After Party
Signage and branding at the After Party following the Networking Dinner. Sponsor has the opportunity to provide marketing collateral to display during the After Party.

Charging Stations
Get your brand in front of attendees as they take a moment to repower their electronic devices. This charging station will be placed in a high-traffic area for attendees.
ISTAT at the Farnborough International Airshow

RECEPTION • 20 July 2020 • London, England | CHALET • 20–23 July 2020 • London, England

Attendees’ Primary Line of Business

- 18% Airline
- 4% Appraiser
- 6% Consultant
- 20% Finance
- 36% Leasing
- Legal 2%
- Maintenance/Overhaul 5%
- OEM 4%
- Trader/Broker 3%
- Other 2%

Chalet Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Paris</td>
<td>1005</td>
</tr>
<tr>
<td>2018</td>
<td>Farnborough</td>
<td>1095</td>
</tr>
<tr>
<td>2017</td>
<td>Paris</td>
<td>1038</td>
</tr>
<tr>
<td>2016</td>
<td>Farnborough</td>
<td>1383</td>
</tr>
<tr>
<td>2015</td>
<td>Paris</td>
<td>1504</td>
</tr>
<tr>
<td>2014</td>
<td>Farnborough</td>
<td>1139</td>
</tr>
<tr>
<td>2013</td>
<td>Paris</td>
<td>1037</td>
</tr>
<tr>
<td>2012</td>
<td>Farnborough</td>
<td>818</td>
</tr>
</tbody>
</table>

Reception Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Paris</td>
<td>949</td>
</tr>
<tr>
<td>2018</td>
<td>Farnborough</td>
<td>1240</td>
</tr>
<tr>
<td>2017</td>
<td>Paris</td>
<td>930</td>
</tr>
<tr>
<td>2016</td>
<td>Farnborough</td>
<td>1215</td>
</tr>
<tr>
<td>2015</td>
<td>Paris</td>
<td>1055</td>
</tr>
<tr>
<td>2014</td>
<td>Farnborough</td>
<td>1168</td>
</tr>
<tr>
<td>2013</td>
<td>Paris</td>
<td>1006</td>
</tr>
<tr>
<td>2012</td>
<td>Farnborough</td>
<td>1158</td>
</tr>
<tr>
<td>2011</td>
<td>Paris</td>
<td>975</td>
</tr>
<tr>
<td>2010</td>
<td>Farnborough</td>
<td>1005</td>
</tr>
<tr>
<td>2009</td>
<td>Paris</td>
<td>970</td>
</tr>
<tr>
<td>2008</td>
<td>Farnborough</td>
<td>1055</td>
</tr>
<tr>
<td>2007</td>
<td>Paris</td>
<td>1047</td>
</tr>
<tr>
<td>2006</td>
<td>Farnborough</td>
<td>968</td>
</tr>
</tbody>
</table>
**Sponsor Benefits**  
All below items are available on a first-come, first-served basis

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Platinum*</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>$45,000</td>
<td>$25,000</td>
<td>$15,000</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

*Platinum Sponsor Receives All of the Following Reception, Chalet & Chalet Charity Day Benefits:*

1. Logo on ISTAT Website
2. Logo on Signage
3. Recognition in Jetrader after Airshow
4. Enhanced Social Media Exposure before Event

**Chalet Benefits:**

5. One Reserved Standard Parking Pass & One Complimentary Chauffeur Pass at Chalet for All Days
6. Includes Private Meeting Room with Reserved Seating Monday – Friday All Day

**Reception Benefits:**

7. Unlimited Reception Registrations for Staff & Customers
8. Display Area with Draped Table
9. Logo in Welcome Area at Reception & by Cocktail Station(s)

**Chalet Charity Day Benefits:**

10. Four Additional One-Day Airshow Trade Passes for Sponsoring Company Representatives to Attend Chalet Charity Day (Friday)

**Gold Sponsor Receives All of the Following Reception, Chalet & Chalet Charity Day Benefits:**

1. Logo on ISTAT Website
2. Logo on Signage
3. Recognition in Jetrader after Airshow

**Chalet Benefits:**

4. One Complimentary Chauffeur Pass
5. All-Day Refreshments

**Reception Benefits:**

6. Unlimited Reception Registrations for Staff & Customers
7. Sponsor Ribbons for All Company Attendees

**Chalet Charity Day Benefits:**

8. Three Additional One-Day Airshow Trade Passes for Sponsoring Company Representatives to Attend Chalet Charity Day (Friday)

**Silver Sponsor Receives One of the Following Chalet & Chalet Charity Day Benefits:**

1. Reserved Seating for Four on Monday, Tuesday, Wednesday and Thursday (three available); Includes Sponsor Sign on Table
2. ISTAT Golf Cart
3. Logo on Back of Chalet Badges
4. Lanyards

**Chalet Charity Day Benefits:**

5. Two Additional One-Day Airshow Trade Passes for Sponsoring Company Representatives to Attend Chalet Charity Day (Friday)

**Bronze Sponsor Receives One of the Following Chalet & Charity Day Benefits:**

1. Mobile App
2. Wi-Fi
3. Air Conditioning
4. Digital Attendee List (Reception & Chalet)

**Chalet Charity Day Benefits:**

One Additional One-Day Airshow Trade Pass for Sponsoring Company Representative to Attend Chalet Charity Day (Friday)

For more information, contact Kostya Zolotusky at kostya.zolotusky@bgc-insurance.com.
ISTAT Receptions

2020 ISTAT Receptions

Total Sponsorship Price: $15,000

Items included with reception sponsorship:

- Cocktail Napkins with Logo
- Recognition Branding Throughout the Venue at the Reception
- Logo on ISTAT Website
- Recognition in Jetrader
- Unlimited Reception Registrations for Staff & Customers
- Display Area with Draped Table
- Sponsor Ribbons for All Company Attendees
- Enhanced Social Media Exposure before Event

RECEPTIONS

ISTAT NFL Playoff Party (Dublin)
19 January 2020  •  Dublin, Ireland

ISTAT Chinese New Year Reception
6 February 2020  •  Singapore

ISTAT Holiday Reception: London
2 December 2020  •  London, England

ISTAT Holiday Reception: New York
2 December 2020  •  New York, NY, USA

ISTAT Holiday Reception: Tokyo
2 December 2020  •  Tokyo, Japan

ISTAT Holiday Reception: Dublin
2 December 2020  •  Dublin, Ireland

ISTAT Holiday Reception: Miami
2 December 2020  •  Miami, FL, USA
## Holiday Receptions Attendance History

<table>
<thead>
<tr>
<th>Year</th>
<th>Locations</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Dublin, London, Miami, New York, Tokyo</td>
<td>1497</td>
</tr>
<tr>
<td>2018</td>
<td>Dublin, London, Los Angeles, Miami, New York, Shanghai, Tokyo</td>
<td>1627</td>
</tr>
<tr>
<td>2017</td>
<td>Dublin, London, Los Angeles, Miami, New York, Tokyo</td>
<td>1561</td>
</tr>
<tr>
<td>2016</td>
<td>Dublin, Hong Kong, London, Miami, New York, Tokyo</td>
<td>1502</td>
</tr>
<tr>
<td>2015</td>
<td>Dublin, London, Miami, New York, Singapore, Tokyo</td>
<td>1588</td>
</tr>
<tr>
<td>2013</td>
<td>London, New York, Tokyo</td>
<td>792</td>
</tr>
<tr>
<td>2012</td>
<td>Dublin, New York</td>
<td>505</td>
</tr>
<tr>
<td>2011</td>
<td>London, New York</td>
<td>564</td>
</tr>
</tbody>
</table>
ISTAT’s Mission

ISTAT is committed to providing its members with the highest quality and best-value networking and education opportunities in commercial aviation, administering the industry’s leading appraiser program, and investing in the future through the ISTAT Foundation.