



U N I V E R S I T Y

theISTATfoundation

ISTAT
International Society of Transport Aircraft Trading

What is ISTAT University?

Aviation finance and trading is one of the world's fastest growing and most dynamic industries. The International Society of Transport Aircraft Trading (ISTAT) Foundation was established in 1994 to create interest and opportunities in the global aviation community by providing grants, scholarships and internships to students and organizations worldwide. The ISTAT Foundation is committed to supporting the education and development of aviation-minded individuals who wish to pursue a career in the field of aviation finance and trading. As part of this commitment, the ISTAT Foundation has collaborated with Embry-Riddle Aeronautical University (ERAU), Daytona Beach, USA to develop an aviation finance and leasing program called ISTAT University.

Launched in 2015, ISTAT University, or ISTAT U, is a specialized program that provides an overview of the many facets of the industry and exposes students to real world concepts and methodologies. Course materials have been developed by the ERAU faculty working in partnership with ISTAT industry practitioners. ISTAT U curriculum has been specifically tailored to help prepare students across the globe for opportunities in this exciting field.

ISTAT U is currently available in two different formats, ISTAT U 1.0 and ISTAT U 2.0. Both formats offer students the opportunity to earn six credit hours and a program completion certificate.



Which Format is Right for Me?

ISTAT U 1.0

ISTAT U 1.0 is an on-campus format, available only to qualified students enrolled in ERAU, Daytona Beach, FL, USA. The two course format spans two semesters, and students can elect to enroll in January or September of each year. Completion of both courses is required to receive a program completion certificate.

ISTAT U 2.0

ISTAT U 2.0 is available to qualified students from around the world by way of a web-based format. Students can apply in the spring up until two weeks prior to the start date of the first course. Three courses are offered between October and May; course one runs from October – December, course two runs from January – March and course three runs from March – May. The three courses must be completed in the specified order as each course is a pre-requisite for the following course. Upon completion of all three courses, students will receive a program completion certificate.

ISTAT U 3.0

You asked; we listened! Development of the ISTAT U 3.0 program is underway. This format will be targeted to meet the needs of individuals currently working in the aviation finance and leasing industry who wish to strengthen their knowledge. Check www.ISTAT.org/ISTATU for the most up-to-date information on this format.

For more information, visit www.ISTAT.org/ISTATU or contact ISTATU@ISTAT.org.

What Does the ISTAT U Program Offer Students?

Completion of the ISTAT U program provides a deeper understanding of the industry and a vast array of knowledge that can give you an edge. Here's what you can expect to receive as an ISTAT U graduate:

- › Six credit hours*
- › Ten in-depth modules
 - » Aircraft Leasing
 - » Portfolio Management & Risk Management
 - » Aircraft Selection
 - » Legal and Regulatory Framework
 - » Credit Analysis
 - » Aircraft Funding
 - » Maintenance Reserves
 - » Modeling Aircraft Returns (Part 1 & 2)
 - » Lease Negotiations
- › Access to ERAU professors and ISTAT expert input
- › Case studies depicting real-world scenarios
- › Exposure to up-to-date industry practices via guest lectures from industry representatives

**Course credit granted to be determined by your university*

ISTAT U Opens Doors

ISTAT is the premier, not-for-profit organization for aviation professionals, and due to its affiliation with ISTAT U, students who complete the ISTAT U program may receive invaluable opportunities to attend ISTAT conferences where they can network with thousands of aviation professionals.

The Foundation offers a limited number of scholarships to eligible students enrolled in ISTAT U 2.0 to cover a significant portion of the program tuition. Funding is limited, and early application is encouraged. For students seeking internships in the industry, the ISTAT Foundation Internship Program works with ISTAT member companies to provide internship offerings to qualified candidates.

In March 2017, the ISTAT Foundation launched their Mentorship Program. It pairs select ISTAT U students and scholarship recipients with distinguished ISTAT members to enhance their overall conference experience and assist with strengthening their professional networks.

Students who participate in ISTAT Foundation programs such as ISTAT U, the Internship Program and/or Scholarship Program, often go on to gain positions in Blue Chip aviation businesses across the industry, including airlines such as American Airlines, Omni Air and United Airlines, leasing companies such as ACG, CIT and Aerolease, and manufacturers such as Rolls-Royce. To learn more about the ISTAT Foundation programs, visit www.ISTAT.org/Foundation.

ISTAT U is Helping Students Thrive



Finance and Aviation Technology

ISTAT University provided me an opportunity to gain the necessary skills to be successful in the aircraft finance business. Its comprehensive nature provides a breadth of experience that allows students to determine their particular area of interest. For anyone interested in pursuing a career in this space, I cannot speak highly enough of the ISTAT University program.

- Connor Duchon, BSc, Finance and Aviation Technology, Purdue University
Completed ISTAT U 2.0 in May 2017



Aviation Management

It was quite an honor to be one of the first ten graduates of the ISTAT University Program. ISTAT U's aim is to prepare of future leasing professionals by concentrating on all necessary perspectives, including finance modeling analysis, fleet-selection strategy, maintenance reserves, risk management, market trends, and so on. There is no doubt that I benefitted from the program, which allows me to think about the proper future career path, and pay close attention to the development of aviation industry.

- Di Qui, MBA, Aviation Management and MSc, Aviation Finance, Embry-Riddle Aeronautical University Daytona Beach
Completed ISTAT U 1.0 in December 2015



Aviation Consulting

My experience with ISTAT University was educational and rewarding. Practical insight on aircraft financing and leasing was shared by various industry professionals and experts in the form of recorded video dialogues. These insights encouraged ISTAT U students worldwide to participate, acknowledge and discuss the diverse aspects of the subject matter and challenge pre-existing knowledge with peers on a weekly basis. The structured online program also enables appreciation of diverse student perspectives, ideas and solutions on the given problem-sets.

- Thakshak, Doctorate Student (DBA), Aviation Consultant, Universidad Central de Nicaragua UCN
Completed ISTAT U 2.0 in May 2017



Air Transport Management

The ISTAT U program online brought together aviation enthusiasts all around the world to learn about this fast growing branch. The video interviews with senior ISTAT contributors taught me about various areas of the industry.

- Joël Wagner, MSc, Cranfield University
Completed ISTAT U 2.0 in May 2017

FAQs

What is the program tuition?

For information on the ISTAT U 1.0 (ERAU, Daytona Beach students only) program tuition, please contact your academic advisor at ERAU.

The ISTAT U 2.0 program tuition is \$3,720 USD. Payments are divided into three installments and are due prior to the start of each course. Scholarship support provided by the ISTAT Foundation is limited based on availability. If you are interested in scholarship support, please indicate your interest in your application for admission.

What is the weekly time commitment for class time and coursework requirements outside of class time?

Five to six hours per week.

Do I need to be enrolled at a university to apply?

Yes, at this time, the program is only open to students enrolled in an accredited university. To view the complete admission requirements, please visit www.istat.org istatu.

What are the program prerequisites?

Coursework in finance and accounting is required to apply for the program. Students that have a background in these areas will get the most out of the program.

Am I required to submit GRE/GMAT or other standardized test scores to apply?

Submission of standardized test scores are preferred. In some cases, submission of the scores can be waived (for applicants enrolled in universities outside of the US).

Am I able to apply if my educational and/or professional background is not related to finance, accounting, business or economics?

As mentioned above, coursework in finance and accounting is required to apply for the program. For example, if you are enrolled in an engineering graduate program, but have successfully completed finance and accounting courses in the past, you are welcome to apply.

ISTAT U: A Feather in Your Cap



Finance

The ISTAT U program has given me the opportunity to meet a variety of industry professionals. It is an excellent resource to learn about the different facets of the aviation industry directly from established professionals. I have no doubt that the ISTAT U program will increase my marketability to future employers and will help me secure employment when I graduate. I could not be more pleased with my decision to enroll in the program.

– Douglas Lange, MBA, Finance, Embry-Riddle Aeronautical University, Daytona Beach
Completed ISTAT U 1.0 in December 2015



Throughout the program, I was exposed to various aviation topics in many different modules that allowed me to broaden my analytical and research skills relating to more detailed aircraft leasing and financing subjects and issues. There was also a lot of discussion and student involvement with industry professionals, which allowed us to tap into a great degree of expert knowledge beyond just the course material. The knowledge I gained from the courses paired with the extensive opportunities following the ISTAT University program have created a great environment for my academic and professional growth.

– Adeline B. Hanerus, MBA, Embry-Riddle Aeronautical University Worldwide
Completed ISTAT U 1.0 in December 2015



The ISTAT U courses are well structured with lots of topics focusing on aircraft finance, and since ISTAT U 2.0 is online, my classmates were from all over the world. Many industry professionals shared their experience during the program, which greatly helped me learn more about the industry.

– Mao Zhu, MBA, University of Hong Kong
Completed ISTAT U 2.0 in May 2017



Aeronautical Engineering

While completing my MSc in Management at Embry-Riddle Aeronautical University, I was looking for an opportunity to further extend my knowledge regarding aviation finance and leasing. My ultimate goal is to fulfill a commercial role at one of the leading leasing or consulting companies in this fascinating industry. ISTAT U was exactly what I needed to reach this goal. I now see my career in the aviation industry built on three fundamental aspects: technical knowledge (BSc in Aeronautical Engineering), managerial knowledge (MSc in Management) and finally specific knowledge about aviation finance and leasing (ISTAT U).

– Dax Biesbroeck, BSc, Aeronautical Engineering, Amsterdam University of Applied Sciences and MSc, Management, Embry-Riddle Aeronautical University Worldwide
Completed ISTAT U 2.0 in May 2017

About ISTAT:

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. ISTAT currently represents more than 4,000 members worldwide who are involved in operating, manufacturing, maintaining, selling, purchasing, financing, leasing, appraising, insuring or other activities related to the commercial aviation sector.

Thank you to the companies that have actively supported the curriculum development for ISTAT U:

Avianca Airlines

Capital Source

Global Jet Capital

LCI

Aviation Capital Group

CIT

Goldman Sachs

Tailwind Capital

Avolon

Credit Agricole

IBA

Vedder Price

Boeing

GA Telesis

Jackson Square Aviation

Burnham Sterling

GE Capital

Jefferies

International Society of Transport Aircraft Trading

330 N. Wabash, Suite 2000, Chicago, IL 60611

+1.312.321.5169

istat@istat.org

www.istat.org