

Sumitomo Mitsui Finance and Leasing Company, Limited

### **Acquisition of Goshawk Management (Ireland) Limited**

SMBC Aviation Capital Limited (CEO: Peter Barrett, henceforth referred to as “SMBC Aviation Capital”), a subsidiary of Sumitomo Mitsui Finance and Leasing Company, Limited (President: Masaki Tachibana), has concluded an agreement with Chow Tai Fook Enterprises Limited and NWS Holdings Limited to acquire Goshawk Management (Ireland) Limited (henceforth referred to as “Goshawk”) subject to regulatory approval and clearance. SMBC Aviation Capital will acquire complete ownership of Goshawk for about USD 1.5billion.

The demand for international flights continues to be impacted by the COVID-19 pandemic while the Russia-Ukraine conflict has acted as a headwind for travel in the said region. However, the aviation industry is gradually returning to a trajectory of growth thanks to a recovery in demand centered on domestic and short-haul routes. In the long-term, we expect to see developing economies lead an increase in global demand to drive further growth in the aviation industry. Given this backdrop and heightening competition in the aircraft leasing industry, through this acquisition SMBC Aviation Capital seeks to expand its presence in the said industry with the goal of capturing opportunities that will arise from the expected long-term growth in demand for air travel.

Goshawk is an independent aircraft leasing company headquartered in Ireland and owns a top-quality portfolio with the majority of aircraft being highly liquid narrowbody aircraft, much like the portfolio of SMBC Aviation Capital. In light of the situation in Russia and Ukraine, aircraft owned by Goshawk that are currently on lease to Russian airlines is outside the scope of this acquisition. However, the acquisition will further strengthen SMBC Group’s aircraft leasing business by providing access to a new customer base and expanding SMBC Aviation Capital’s fleet to approximately 1,000 owned, managed, or ordered aircraft. SMBC Group will strive to realise the sustainable growth of its aircraft leasing business and enhance its asset/capital efficiencies by offering investment opportunities that leverage the benefits provided by economies of scale and aircraft-related business solutions to an even wider range of airlines and domestic/overseas aircraft investors.

## Overview of Goshawk Management (Ireland) Limited

Corporate Name	Goshawk Management (Ireland) Limited
HO Location	Dublin, Ireland
Established Date	2013
Primary Business	Aircraft Leasing
Ownership Percentage (Current)	<ul style="list-style-type: none"><li>• Chow Tai Fook Enterprises Limited: 50%</li><li>• NWS Holdings Limited (New World, listed on the Hong Kong Stock Exchange): 50%</li></ul>
Planned Ownership Percentage (Post- Acquisition)	SMBC Aviation Capital Limited: 100%

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