



10th International
Aircraft Repossession

Friday 17th February 2017
London, UK

Hosted & Sponsored by

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LAW FIRM



AGENDA

Moderator: Anna Anatolitou, Partner - Aviation, Ince & Co

9.30 Registration & Networking Coffee

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10.00 **Welcome Remarks**

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Opening Remarks

Gillie Belsham, Partner, Global Head of Aviation, Ince & Co

Anna Anatolitou, Partner - Aviation, Ince & Co

10.10 **PANEL DISCUSSION**

The road to repossession

Will Cooper, Partner, Ince & Co

Will Turner, Managing Associate, Ince & Co

Lee Sennett, Managing Associate, Ince & Co

11.10 Networking Coffee Break

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11.40 **Aircraft remarketing after a repossession**

Ben Jacques, Marketing Director, WNG Capital

12.20 Networking Lunch Break

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13.30 **Repossession by right versus repossession by writ - Which is best?**

Claire Sandbrook, CEO, Shergroup

14.30 Concluding Remarks from the Moderator

14.40 Networking Drinks Reception

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SPEAKERS

Anna Anatolitou, Partner - Aviation, Ince & Co

Anna is a dual-qualified English solicitor and New York attorney and also has a good understanding of a broad range of UAE laws, having spent 6 years in the UAE, where she headed the Middle East Aviation practice of another firm.

Her experience ranges from aviation liability and commercial litigation to regulatory, commercial and transactional matters. She advises a variety of airlines, insurers, manufacturers, airports, MROs, ground agents, lessors and financiers

Anna was previously Group General Counsel of the Air Arabia Group, which includes the Middle East's first and largest low cost carrier, where she was responsible for both the Legal and Insurance claims functions of the Group (15+ companies). She also spent time in-house with the Emirates Group.

Anna has handled a number of aviation liability accounts for London underwriters and has had day to day responsibility for many high profile and complex aviation major losses, including the passenger, crew and third party claims arising from: Air France Concorde; Egyptair flight 990; Tarom Airlines flight 371, Tarom Airlines Flight 3107; Sudan Airways flight 109; Turkish Airlines flight 634; and Pamir Airways flight 112.

Will Cooper, Partner, Ince & Co

Will qualified into the asset finance practice at another international law firm where he specialised in shipping and rail finance. In 2008 he moved to the in-house legal team at the UK's export credit agency, the Export Credits Guarantee Department (currently operating as UK Export Finance) ("ECGD") where his primary expertise was aircraft finance. At ECGD Will also undertook a one year secondment to ECGD's business group as a manager in the aerospace division.

Will has a broad range of experience in banking and finance and transactional work and specialises in advising clients on the acquisition, financing and leasing of aviation assets. He has extensive experience in acting on export credit supported aircraft financings. Recent experience in relation to innovative aircraft finance structures includes:

- structuring and negotiating the first ever ECGD guaranteed bonds (also known as ECA wraps) issued in the debt capital markets to refinance ECGD guaranteed aircraft loans to operating lessors and carriers;
- US\$913 million ECGD guaranteed Islamic Sukuk for the purchase of four Airbus A380-800 aircraft on behalf of Emirates, the first ECA supported Sukuk issuance;
- A380 financings for Air France and Lufthansa, the first ECA "home-rule" dispensation financings; and
- US\$1.4 billion ECA-supported aircraft facility for a major operating lessor

Ben Jacques, Marketing Director, WNG Capital

Ben is the Marketing Director for WiNG Capital, a 50+ aircraft Lessor. In the role since 2014, Ben has a strong track record in aircraft asset management and aircraft marketing having been Commercial Manager at aviation consultancy IBA Group since 2010. Prior to this, Ben was a Leasing Specialist at Air Partner in the UK, before being promoted to Group Quality Manager for their 20+ worldwide offices. Ben is also a qualified aircraft dispatcher and load controller having started his career with BMI at London Gatwick in 2000.

Claire Sandbrook, CEO, Shergroup

Claire Sandbrook is a practising UK attorney of 26 years. She has been involved with the enforcement of court judgments all her working life which extends to 35 years in and around enforcement professionals.

She began work for Burchell & Ruston (the 6th oldest recorded law firm in London) in 1980 and progressed to partner by 1989 having completed her professional training with the support of her mentor, Alastair Black, CBE, DL who was the Under Sheriff of London. Under his wing, she learnt the strategies and procedures which have made her corporate group one of the leading enforcement teams in the UK.

On Alastair's desk was a model aircraft which he had seized in 1977 and which had belonged to East African Airways. He was the first person in the UK to seize a commercial aircraft to compel payment of an order of the High Court in London.

Building on all this experience, and turning the law firm into a corporate brand, Shergroup, Claire has built up a formidable reputation as an authorised High Court Enforcement Officer, who will impound and then leverage payment from a variety of assets

She has written two volumes of Halsbury's Laws of England along with six other leading texts on the subject of enforcement and debt recovery and lectures and speaks about her experiences to instill confidence in people using the UK courts to enforce their judgments. She is now building the Shergroup brand in the US and further afield in its related security division.

Lee Sennett, Managing Associate, Ince & Co

Lee is a managing associate specialising in restructuring and non-contentious insolvency matters across all sectors. He regularly acts for lenders/funders, creditors, insolvency practitioners, corporates and directors and advises on all types of restructuring situations, accelerated M&A and formal corporate insolvency procedures (administration, liquidation and receivership) including sales and acquisitions relating thereto. Other services include providing advice on lender/funder security reviews, enhancement of security and enforcement. Lee has also undertaken secondments at Credit Agricole CIB and Barclays Bank PLC working on restructuring mandates. Recent experience includes:

- Advised an electronic payment operator on the restructuring of Monarch Airlines;
- Advised a clearing bank in relation to the restructuring of an AIM listed travel company. Advised on (i) the periodic sale of certain assets of the group in order to pay down the debt, (ii) the various enforcement options available to the bank both in the UK and in Canada and the preferred course, (iii) the hostile action being taken by an estranged director and (iv) the eventual sale of the debt held by the bank to a third party.

Will Turner, Managing Associate, Ince & Co

Will is a managing associate specialising in aviation dispute resolution. He has acted for a variety of clients, including airlines, insurers, banks, component manufacturers and lessors on matters ranging from multi-million dollar law suits to fatal accident claims, touching various jurisdictions. His practice includes aircraft repossession, beginning with the seizure of a wide-bodied airliner in Paris when he was an NQ. He has managed the recovery of aircraft for banks and lessors in the UK and abroad. His recent experience includes:

- Seizure of a business jet in the UK on behalf of a private bank
- Acting on a multi-million dollar claim for damage caused to a wide-bodied jet.
- Advising numerous airlines in respect of passenger claims brought against them and managing their resolution.