



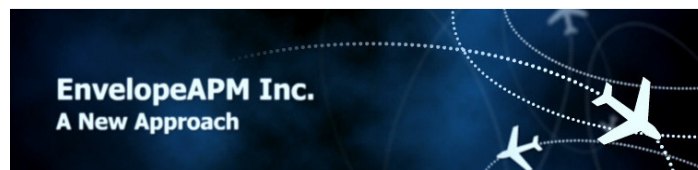
AIRCRAFT RECORDS

Friday 4th May 2012
London, UK

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AGENDA

Friday 4th May 2012

Chairman: Jim Edmunds, Partner, Gates and Partners

8.30 Registration & Networking Coffee

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9.00 Opening Remarks from the Chairman

9.10 The Importance of Aircraft Records

David Chamberlain, Solicitor, Gates and Partners

9.40 "It's all up in the Air" - From a Burden...to Value Creation: a Cloud based Approach to Records Management

John Upham, Vice President, Business Development, AirVault

10.10 Q&A SESSION

10.20 Networking Coffee Break

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10.50 Aircraft Records Scanning

Karl Scanlon, Director, Products and Services, AerData

11.20 Continuing Airworthiness Management Organisation (CAMO) - Aircraft Records Management from a Lessor's Perspective

David Louzado, Sales Director, Risk & Asset Management, Airclaims

11.50 EU ETS - What do you need to do now that you didn't need to do before?

Neil Duffy, ETS Checklist

12.20 Q&A SESSION

12.30 Networking Lunch Break

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13.50 Obtaining Aircraft Records during an Aircraft Repossession: Risks and Challenges

Gurinder Dhillon, Managing Director, Aircraft Recovery International



14.20 Concepts of Information from Noise to Knowledge

Dale Gange, CEO, AviaSphere

14.50 Q&A SESSION

15.00 Networking Coffee Break

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15.30 MRO Software: Product Selection - Implementation and Beyond

Wes Parfitt, CEO, EnvelopeAPM

16.00 MRO IT Software

Nick Godwin, Managing Director, Commssoft

16.30 Aircraft Leases and MRO Records

Jan Willem Storm van 's Gravesande, Legal Counsel, KLM Engineering & Maintenance

17.00 Q&A SESSION

17.10 PANEL DISCUSSION

The Future of Aircraft Records

With the participation of Conference Speakers

17.30 End of Conference and Concluding Remarks

SPEAKERS

David Chamberlain, Solicitor, Gates and Partners

David advises on all aspects of financing, sales and purchases and leasing for commercial and private aircraft. He also advises on commercial law and corporate law matters.

Experience:

Acting for lenders and borrowers in various transactions involving financing for the acquisition of aircraft and the payment of pre-delivery payments.

Acting for aircraft leasing company in the unwinding of a German leveraged lease structure and the simultaneous refinancing of existing debt.

Acting for lenders in various aircraft and engine sublease transactions, lease terminations and aircraft purchase options.

Acting for buyers and sellers of aircraft, mainly in the corporate jet market.

Other experience gained in real estate finance, yacht finance and the finance and leasing of rolling stock.

Gurinder Dhillon, Managing Director, Aircraft Recovery International

Gurinder Dhillon is Managing Director of Aircraft Recovery International (ARI), a specialist provider of aircraft recovery and repossessions services, that operates around the globe. He



founded the company in 2010 as a strategic partnership with Ken Hill, North America's foremost expert in aircraft recovery, who has been established for 30 years in order to create an international business able to offer cross-border services to law firms, banks and leasing companies.

ARI is jointly located in London and Santa Barbara and provides a range of bespoke consultancy services that has led to the recovery of all types of aircraft and helicopter assets across a number of continents.

Gurinder is a graduate of the UMIST School of Management and has enjoyed a highly successful career, predominantly within fleet management and logistics.

He was recently profiled by the Financial Times as Europe's leading aircraft recovery specialist.

Neil Duffy, Founder, ETS Checklist

Neil Duffy has always been passionate about the aviation industry and while studying Air Transport Studies Bsc(hons) at City University, he obtained a PPL in Florida. In 2009, Neil set up a new verification service dedicated to the needs of the aviation industry as it entered the scheme and regularly writes articles and speaks at conferences on the topic of the EU ETS. As one of the few verifiers to come from an aviation background, Neil saw first-hand how many of the smaller operators were struggling to meet the administration needs of the scheme, and launched www.ETS-Checklist.eu as a website designed to make compliance with the scheme as easy as possible.

Nick Godwin, Managing Director, Commsoft

Nick Godwin graduated from Southampton University with a degree in Mechanical Engineering. His career started in 1980 with British Aerospace, where he worked for 23 years. During these years, Nick was heavily involved in leading the worldwide marketing of BAE Systems Regional Aircraft products and services, including the Jetstream and ATP families of turboprop aircraft and the Avro RJ/BAe146 jet airliners.

Nick was part of the team that helped create Aero International Regional (AI(R)), a Joint Venture with the Franco-Italian turboprop airliner manufacturer, ATR based in Toulouse. Nick also served for 9 years as an elected Board Member of the European Regions Airline Association. In 2004 Nick became Marketing Director at Civil Aviation for Data Systems and Solutions ("DS&S"), a subsidiary of Rolls Royce.

Nick joined Commsoft as Business Development Director in May 2008 and was responsible for winning new customer business, growing the existing customer base and securing relationships.

In November 2011, Nick was appointed Managing Director of Commsoft.

David Louzado, Sales Director, Risk & Asset Management, Airclaims

David Louzado joined Airclaims in 2012 as Sales Director of the Risk & Asset Management Services division. Prior to joining Airclaims David worked for Falko Regional Aircraft (previously BAE Systems Regional Aircraft - Asset Management) as Vice President of Fleet Services (Technical Operations). David brought to Airclaims a depth of experience and expertise in aviation that ranged from managing major aircraft leasing, deliveries, refurbishments and repossession/recovery projects, to sales and business development. His career has included time at Thomson Fly as Group Leader - Engineering Leasing and similar roles at both Britannia Airways and Easyjet.



Wes Parfitt, CEO, EnvelopeAPM

Wes Parfitt, PMP® is CEO and founder of EnvelopeAPM Inc. and Global Aviation Audits. He has over 10 years' experience in aerospace project management, audits, MRO software implementation - Having inducted over 30 MRO M&E systems in 20+ countries in the past decade, as well as broad aviation software and technical records specialties. Based first in Australia, and now Canada, Wesley holds a (PMP)® Project Management Professional credential from (PMI) - Project Management Institute who has worked with high-profile, fixed-wing and helicopter operators and MROs in North America, Europe, Southeast Asia and Australasia. This wide variety of experience, along with a dedication to close customer relationships, have seen his companies excel and grow. Wesley focuses on using the combination of his project management skills and in-depth aerospace knowledge to provide clients with innovative and efficient solutions, tailored to their needs.

Karl Scanlon, Director, Products and Services, AerData

In 2002 Karl founded Waviatech, the company that invented STREAM™, the world's leading Technical Records Management system used by several airlines, leasing companies and MROs. In 2010 Waviatech was acquired by AerData. Karl has been in the aviation industry for over 18 years starting his career as an apprentice aircraft engineer at Team Aer Lingus, Dublin, Ireland. Karl then spent 6 years at Orix Aviation, a Japanese owned leasing company based in Dublin and the UK in various roles including responsibility for technical records. Karl is currently driving the future development of Stream™ and in tandem is integrating Stream™ with the other AerData software tools.

John Upham, Vice President, Business Development, AirVault

John is responsible for AirVault's business in Europe, Middle East and Africa (EMEA), along with the vertical market of Aviation Leasing in North American. John started his career with Eastman Kodak Business Imaging Systems and progressed successfully over ten years in substantial sales and marketing roles in the US. He relocated to London for a five-year assignment to manage channel sales for Kodak's European Region and later moved to Munich to be the Managing Director of EMEA for Cornerstone Imaging. John returned to the US as Vice President, Marketing and Business Development for Adesso Software (Anacomp) and was recruited by Global 360, a Business Process Management company where he served for six years as Alliances Manager and Global Account Manager. Prior to joining AirVault, John was the EVP of the entrepreneurial start-up consumer products company, Team Grill. John graduated with Honors from the University of New Hampshire's Whittemore School of Business and Economics with a dual major in Business Administration and Economics.

Jan Willem Storm van 's Gravesande, Legal Counsel, KLM Engineering & Maintenance

Jan Willem Storm van 's Gravesande in 2012 has 36 years experience in the airline industry. He studied Economics as well as Law at Groningen University and specialised in Air Law at Utrecht University in The Netherlands.

After graduations he served as General Secretary to the Board and Supervisory Board of an international Helicopter and Fixed Wing Operator and acted as Legal Counsel of that company. He joined KLM in 1981, presently he is General Legal Counsel at KLM Engineering & Maintenance.

Jan Willem lectured at numerous universities all over the world on different air law- and aviation related subjects.

He has published some 75 articles in different magazines on the subject of air law.

He is chief-editor of the Journaal Luchtrecht ("Journal of Air Law").



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AerData provides integrated software solutions for lease management, engine fleet planning, records scanning as well as technical and back office services for aircraft and engine operators, lessors and MROs.

In addition, through a new partnership with leading valuation and consultancy firm Avitas®, AerData publishes world aircraft fleet data with the Avitas® Bluebook valuations. With a strong customer focus AerData delivers a reliable and secure service to its clients using latest technologies and state of the art IT infrastructure.

AerData has an experienced team of 110 professionals across four offices in The Netherlands, UK, Ireland and the USA. Within AerData, software developers and aviation experts work together seamlessly in order to deliver exceptional software, product support and reliable back office services to the aviation industry.

AerData is trusted by the world's leading aviation companies. Its secure and reliable software platforms and datasets deliver significant cost and productivity savings to its customers.

AerData operates to ISO 9001 and ISAE 3402 standards.

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Arclaims, a part of McLarens Young International, is the world's leading provider of aviation asset, risk and claims management services. The company has been serving the global aviation community for nearly 50 years, offering a trusted and ever evolving range of services from loss adjusting to technical services and risk reviews to meet the diverse needs of aircraft owners, operators, lessors, financiers and insurers.

Through a world-wide network of offices Airclaims provides a local presence, global reach and rapid response to clients. With offices and contacts on every continent of the world (130 permanent professional staff, 19 subsidiary offices, 17 representative offices, in 25 countries), the company is well positioned to serve the aviation industry wherever the need arises.

To learn more about Airclaims, their broad range of specialist aviation services and their extensive international network of offices and partners please visit www.airclaims.com.

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AirVault ingests, indexes, stores, and analyzes mission-critical aviation Mx records, accessed from its secure, private cloud. A division of Critical Technologies, Inc., founded 14 years ago, AirVault today supports over 2,000 customers and 20,000 end users, with nearly four billion documents managed in its redundant data centers. On a fast growth track, AirVault will by year end manage the Mx records of 16 percent of the commercial aircraft in the world. A key design goal of the system is its ability to support an operator's entire network of business partners, including owners, MROs, and other service partners. The "anytime, anywhere" characteristic of AirVault means that records can be accessed, and regulatory compliance can be demonstrated around the world, instantaneously, from any web browser. The company is proud of the AirVault Advisory Board, comprised of distinguished senior executives from the aviation industry, which guides the company in offering now and in the future the most innovative and useful services to the industry. John Upham, Vice President,



Business Development, is responsible for the EMEA region and for the leasing vertical market. A seasoned executive with experience at Eastman Kodak, Cornerstone Imaging, and Anacomp, he was most recently Alliances Manager and Global Account Manager for Global 360, a business process management company.

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AviIT is a specialist software solutions and services provider that is focused on improving productivity and reducing costs in the Aviation Sector.

We will be introducing our latest module called Read & Sign. This module gives managers the ability to audit engineer's status of any documents that must to read and signed for.

eMan and eManWeb have been developed to overcome the problems airlines, MROs and other aircraft operators/maintainers face today. Managing large technical libraries, applications and viewers, websites and other electronic documentation is a complicated, time-consuming, and costly effort for maintenance organisations. eMan provides a powerful system to easily control, manage and administer all electronic format documentation within a single, centralised environment.

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Gates and Partners is a law firm with offices in London, Dubai, Paris, Brussels and Singapore. We strive to be the law firm of choice for the global aviation industry.

The firm is young and dynamic and brings together a team of specialised lawyers who have worked in house and in private practice across the aerospace industry. Our clients include airlines (from start-ups to major international carriers), insurers, travel and tour operators, maintenance organisations, product manufacturers, private individuals, aircraft leasing companies and banks.

EnvelopeAPM Inc. provides Aviation Project Management advice and technical services to clients around the world, specializing in Aviation Project Management. The principal of EnvelopeAPM Inc. has worked with customers on-site in over 20 countries; from airlines to helicopter operators, regional airlines, tourist operations and governments.

Their consultants are certified project managers, with (PMP)® credentials, the world's most important industry recognized certification for project managers. Along with aviation backgrounds, EnvelopeAPM Inc. approach every aviation software implementation from the stand point of helping companies with best business practices and meeting their critical business requirements. They have worked with MRO software implementations, continual project management and MRO systems auditing programs with specialties with aircraft technical records survey's, continued airworthiness management, technical audit and advisory services, records salvage; and rebuild document digitisation, end of lease / delivery / redelivery / audit (Records), as well as aircraft repossession projects in Asia-Pacific, Australasia, North America and Europe.