



19th Aircraft Repossession

Shaping the Future of Asset Recovery



Friday 17th May 2024
Dublin, Ireland

Silver Sponsors



AGENDA

Moderator: Alan Phelan, Director of Engine Trading, Aircraft Finance Germany

9.00 Registration

9.30 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.40 Preparing for an Aircraft Repossession from a Flight Operations Perspective

Matthew Gee, Chief Operating Officer, Six West

10.10 Aircraft Repossession and De-Registration Issues (Solving the Worst-Case Scenario)

Patrick Honnebier, Of Counsel, Rep De Cuba and Professor of International Aviation Financing and Leasing Laws

10.40 Proposed Principles for the Sale of Repossessed Business Aircraft

Derek Bloom, Partner, Atlantic Aviation Legal Services

11.10 Networking Coffee Break

11.40 Drafting Leases to Avoid Turbulence on Repossession

Richard Mumford, Partner, Clyde & Co

12.10 Stick or Twist; Aircraft Teardown Consignment post Repossession - How to Optimise Returns

David Baily, CEO and Owner, SellUe

12.40 Networking Lunch Break

14.00 Topic TBC

Rachel McKay, Aircraft Expert Witness, KAYWAY.AERO & President, German Aviation Expert Association (GAEA / VdL)

14.30 Mindfulness and Tax

Mark Byrne, Director, Martyn Fiddler

15.00 Concluding Remarks

SPEAKERS

Derek Bloom, Partner, Atlantic Aviation Legal Services

Derek worked in Russia for approximately 20 years, working on a wide variety of foreign direct investment projects, with a growing focus on business aviation transactions. Derek also worked for 5 years in two business aviation law firms in the U.S. and is experienced in planning for the full range of issues that arise in the purchase, sale, lease, financing, import, export, and tax planning for the ownership of aircraft. While based in Russia, Derek was a leading proponent of the Russian government taking steps to stimulate the development of business aviation in Russia, advocating for several initiatives that are reflected in Russian government action in 2019 that should facilitate the development of aviation in Russia in coming years. Derek holds a Master's Degree in Tax Law from Georgetown University, Washington, D.C. and is a frequent writer and speaker on Russian aviation law matters.

Mark Byrne, Director, Martyn Fiddler Aviation

Mark Byrne is a director and shareholder of Martyn Fiddler Aviation. Mark studied law at the University of Westminster and received his MBA from Manchester Business School. Mark worked internationally before moving back to the Isle of Man in 1987 and joining the ICM Group.

Mark's lifelong interest in aviation led him to initiate the acquisition of Martyn Fiddler Associates in 2005 and to inspire the ICM Group to provide structuring solutions for business aircraft. Continuing from this success Mark worked with Isle of Man customs and international advisors to establish VAT efficient structuring solutions which would comply with domestic and international regulations.

Having already built a substantial reputation within the aviation industry, Mark conceived the Isle of Man Aviation Conference in 2010 with the inaugural conference being held in 2011. This is now established on the business aviation annual conference circuit with delegates travelling from around the world to attend.

Mark continues to spearhead new business concepts and strategies while ensuring Martyn Fiddler Aviation stays true to its roots and values. Relationships have always been the key to the success of the Martyn Fiddler Aviation team and Mark makes sure the team continue to stay connected to this philosophy.

Matthew Gee, Chief Operating Officer, Six West

As Chief Operating Officer and company director at Six West, Matthew is a central member of Six West's leadership team, contributing significantly to the company's strategic and operational development. In addition to this, he oversees the flight operations department.

Matthew joined Six West in 2017 as Director of Operations, bringing growth and success to the flight operations department. His commitment to exceptional client service and his keen eye for detail, ensure that our solutions are consistently delivered to high standards.

With over two decades of industry experience, Matthew has developed his knowledge and skills in increasingly progressive roles. Prior to Six West, Matthew led the flight solutions department of a large technical services operator in Ireland, providing services to lessors and airlines. Before this, he worked in the operations control department of one of Ireland's largest airlines, a regional airline and an aircraft leisure airline.

Matthew's love for aviation inspired him to take to the skies – he is a qualified pilot on a variety of single and multi-engine piston and turbine aircraft.

Patrick Honnebier, Of Counsel, Rep De Cuba and Professor of International Aviation Financing and Leasing Laws

Patrick Honnebier is one of the few aircraft finance lawyers having obtained the benefits of both worlds. While he is a long-standing academic, he also has vast practical expertise in realising international aviation finance and lease transactions. The combination of extensive scholarly legal knowledge and its direct application in practice makes him a well-rounded aircraft finance lawyer. He is Of Counsel at the law firm Rep De Cuba in Aruba (not related to a certain state) and a co-founder of Rep Law Aviation in the Netherlands where he is located. He advises major manufacturers, banks, lessors and airlines concerning international financing and leasing of aircraft, helicopters and engines. At the Master of Laws (LL.M.) in Air and Space Law program of the University of Mississippi (Ole Miss), School of Law, he is the responsible Professor of the unique Full Semester course International Aviation Financing and Leasing Laws. He teaches the conflict of laws rules covering aircraft finance transactions at Groningen University, the Netherlands. For 14 years, he instructed the students in international aircraft financing law at the International Institute of Air and Space Law, Leiden University. At Utrecht University and the University of Aruba he lectured corporate/commercial law. He attended the Diplomatic Conference for the realization of the Convention on International Interest in Mobile Equipment and the Aircraft Equipment Protocol (Cape Town Convention, 2001). He was the expert legal counsel of the Governments of Aruba, the former Netherlands Antilles and the Dutch Ministry of Foreign Affairs regarding the adoption by the Kingdom of the Netherlands of the Cape Town Convention on 1 September 2010. He was external legal adviser of the government of the Netherlands concerning the innovative implementation of the de-registration of aircraft (IDERA) provisions of the Cape Town Convention in the (Caribbean) Netherlands on 1 April 2020. It provides for a procedure which is not yet enacted in any other jurisdiction at the global level! He is the author of numerous articles, being published in all the leading law reviews. For example, see the prestigious Journal of Air Law and Commerce, 2023-4. He was Editor of the Netherlands Journal of Air Law until its demise. Worldwide he is a speaker at international aircraft finance conferences. For example, in 2023 at the 57th SMU Air Law Symposium in Dallas; EBACE in Geneva, Switzerland and Aircraft Repossession Conference in Dublin, Ireland. In 2022 at the Arab Civil Aviation Authority seminar in Casablanca, Morocco.

Rachel McKay, Aircraft Expert Witness, KAYWAY.AERO & President, German Aviation Expert Association (GAEA / VdL)

Rachel McKay started her career in 1975 in the Flying Navy, earned her wings and worked as a licensed aircraft engineer within Commercial Aviation. She studied business economics and worked for Airbus Industry in Initial Provisioning and later as a Finance Controller responsible for Middle and Far East regions. She gained further intercultural competence as Manager Finance & Credit Control with Juki, a world-leading Japanese special industrial machine manufacturer with responsibility for the business partners in Eastern Europe, North Africa and Middle East regions. In the Mid-1990's, Mrs. McKay founded the CEBIS Management Consulting Company in Germany with branch offices in Hamburg, Munich and Frankfurt areas. There, as Managing Partner, she was overall responsible for the group's sales & analyst departments. Thereafter, formal training as a business mediator followed, with a major subject in conflict resolution and negotiation skills. During this training, some time was spent in the US. In 2001, the Company underwent restructuring into MAC McKay Consulting, with the specific aviation branch KAYWAY.AERO based in Munich, Germany. In 2009 Switzerland was selected as a new commercial base. As Accountable Manager of a Continuing Airworthiness Management Organization, Mrs. McKay fostered her specific knowledge in the aircraft documentation areas. Alongside her various management & consulting functions, Mrs.

McKay gained hands-on work experience on an array of different general aviation, military and Commercial aircraft. Now the Company performs (mainly on business and corporate jets) the following surveys - aircraft appraisals; physical surveys and inspections, including pre-buy inspections (PPI); import/ export of aircraft & handover deliveries on owner/operator changes. Working together with partnered lawyers, Mrs. McKay and her team also specialize in aircraft re-possession. Since November 2019 Mrs. McKay is heading as President the German Aviation Expert Association - GAEA.

Richard Mumford, Partner, Clyde & Co

Richard Mumford is a partner in the Aviation Finance team at Clyde & Co, London. He has 20 years of experience dealing with aviation disputes arising out of the financing, trading and leasing of aircraft. He has worked with clients on many repossession cases touching over 40 jurisdictions, typically dealing with complex situations in difficult areas of the world. Richard typically acts for aircraft lessors, owners and financiers, as well as airlines and a range of suppliers including maintenance organisations and parts companies. Over the past two years, he has worked with a range of clients in dealing with the effects of the COVID pandemic, advising on major airline restructurings and insolvencies, debt and asset recovery advice and dealing with onerous contract issues. He also handles regulatory and fraud investigations on behalf of aviation clients. Richard is a former Chairman of the Air Charter Association and a fellow of the Royal Aeronautical Society.

Alan Phelan, Director Of Engine Trading, Aircraft Finance Germany

Alan Phelan is the Director of Engine Trading at Aircraft Finance Germany (www.afg.aero) and is the Founder & CEO of www.APTN.aero, the first professional body for aircraft technical professionals. He was formerly Senior Vice President of Marketing and Sales at HaoTong AeroTech and helped set up their technical operation in Dublin. He is an experienced aviation professional with over 30 years' experience in various senior sales, customer support, marketing and aircraft engine leasing roles, most recently with Lufthansa Technik in Hamburg and Dublin and previously with Airmotive Ireland, a jet engine overhaul facility that was located in Dublin. He has an in-depth knowledge of the aircraft leasing business holding the Law Society's Diploma in Aircraft Leasing and Finance and an MBA in Aviation from Embry Riddle. Alan is also a member of ISTAT.

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Our company specializes but not limited to in the most common commercial aircraft, business jets, and engines. We provide the entire range of continued airworthiness support services following all the regulatory authorities' rules.

Our technical services include aircraft inspections, transitions, recovery, returns, maintenance events, buyouts, and airworthiness assessment.