



# Risk Management and Practical Solutions in Aircraft Finance

*For Banks, Lease Companies & Operators with Aviation Assets*

Friday 13<sup>th</sup> May 2011  
London, UK

## CONFERENCE AGENDA

9.00 Registration

9.30 Opening Remarks

10.00 **Legal Issues: Preventing and Resolving Disputes – What Lessors and Financiers  
Need to Know**

- Default and distress scenarios and legal issues with repossession
- Interim measures for the protection of the asset
- The Cape Town Convention
- Insolvency considerations: bankruptcy proceedings and creditor priority

*Aoife O'Sullivan, Partner, Gates and Partners*

10.30 Networking Coffee Break

11.00 **Preparing for and Executing Asset Recovery**

- Preparation: aircraft tracking, location of records, where to repossess
- Physical repossession: security, insurance, ferry flight, de-registration, storage and maintenance, records
- On the ground support: registration, continuous airworthiness management, reconfiguration

*Ben Jacques, Commercial Manager, IBA Group*

11.30 **Isle of Man - Fast Sanctuary**

- Isle of Man, Background
- Isle of Man Aircraft Registry - flexible, fast, cost effective and safe
- Holding structures
- Legals
- Tax and VAT
- Support services
- Other opportunities

*Mark Byrne, Director, ICM Aviation*

12.00 **Concluding Remarks**

12.30 **Q&A Session**

13.00 Networking Lunch



## **SPEAKERS**

### **Mark Byrne, Director, ICM Aviation Limited**

Mark was born in Douglas on the Isle of Man and graduated in Law from the University of Westminster. He has an MBA from Manchester Business School and a Diploma in Marketing from the Chartered Institute of Marketing. Mark previously worked for two engineering companies in Germany in the legal, budgeting and marketing departments and for a management consultancy company in London and Ireland. He went on to work for a trust company as a client administrator and business development manager before being appointed as a Director of the ICM Group in 1995. Mark specialises in corporate and fiduciary matters with a special interest in aviation.

### **Ben Jacques, Commercial Manager, IBA Group**

Ben joined IBA after a decade in aviation, beginning with BMI in 2000 where he began his career in a customer service focused role in their ground handling operation at London Gatwick.

Ben found his way through the ground handling hierarchy, before moving on in 2006 to join Air Partner. The next three years were spent moving through the Air Partner's Commercial and Leasing teams before ending up as Group Quality Manager, managing Air Partner's due diligence regarding airlines, having trained in QMS and SMS development with IATA.

In 2010, Ben accepted a fresh challenge, to become Commercial Manager for IBA, bringing his good reputation, sales knowledge and industry understanding to the consultancy.

### **Aoife O'Sullivan, Partner, Gates and Partners**

Aoife O'Sullivan is a partner with world renowned aviation law experts, Gates and Partners. Aoife advises clients on aircraft finance, commercial aviation and regulatory issues including aircraft and fleet acquisitions and disposals, financing, airline start-ups, licensing applications and ancillary issues. She has a particular expertise in the specialised private and corporate jet market. Aoife also sits on a number of Business Aviation industry committees in the UK.