

European Aviation Asset Management

Setting the flightpath for growth and new challenges

Thursday 29th April 2010
Hilton Reykjavik Nordica
Reykjavik, Iceland

www.aeropodium.com/conferenceprojects/europeanassetmanagement.html

CONFERENCE AGENDA

Chairman: To be confirmed

8.30 **Registration & Networking Coffee**

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9.00 **Opening Address**

Panagiotis Panagopoulos, Director, Aeropodium

9.10 **Opening Remarks from the Conference Chairman**

9.20 **OPENING ADDRESS**

Steingrímur J. Sigfússon, Minister of Finance, Government of Iceland

9.40 **Investing in reliable, efficient, profitable operations: How to increase growth and value in the current economic environment**

Sigthor Einarsson, Deputy CEO, Icelandair Group

10.00 **Asset management, a lessee's perspective**

Peter Bull, Director, Risk & Asset Management, Airclaims

10.20 **Q&A SESSION**

10.30 **Networking Coffee Break**

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11.00 **Asset management solutions for airlines: Aircraft and lease management support**

Yves Lavigne, Managing Director, Regio Lease

11.20 Lease management of commercial aircraft

James Uniacke, Head of Asset Management, Focus Aviation

11.40 Aircraft finance: To buy or to lease? That is the question

Philip Perrotta, Partner, Clyde & Co

12.00 Financing engines: Meeting the requirements of European airlines

Bobby Janagan, Marketing Director – Engine Leasing, Rolls-Royce & Partners Finance

12.20 Q&A SESSION

12.40 Networking Lunch

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14.00 New players in the market: Opportunities or white elephants?

Peter Connolly, Managing Director, PRISMA Aviation Services

14.20 Legal aspects of purchasing or leasing an aircraft

Aoife O'Sullivan, Partner, Gates and Partners

14.40 The Isle of Man - Europe's new aviation cluster

Mark Byrne, Director, ICM Aviation

15.00 Q&A SESSION

15.20 Networking Coffee Break

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15.40 International accounting and taxation issues associated with aircraft leasing in Europe

Killian Croke, Director, KPMG

16.00 Aircraft leasing and lessor's tools to protect the value of an aircraft asset

Ton van Rooijen, Director Aircraft Acquisition & Management, Aircraft Financing & Trading (AFT)

16.20 Asset appraisal and liquidation

Gary Weissel, Vice President, SH&E

16.40 Q&A SESSION

17.00 The Manufacturers' Panel

Which markets in Europe are growing? What aircraft for which region? A forecast for the future

Jerome Gabory, Director Market Strategy, ATR Aircraft

Rod Sheridan, Vice-President Asset Management, Bombardier Commercial Aircraft

17.50 End of Conference and Concluding Remarks from the Chairman

18.00 Networking Drinks Reception

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SPEAKERS

Peter Bull, Director, Risk & Asset Management, Airclaims

Peter is Director, Risk and Asset Management, responsible for the Group's risk and asset management activities worldwide. He is also the 'Accountable Manager' for Airclaims' EASA approved Continuing Airworthiness Management Organisation (CAMO). Peter has an MBA sponsored by British Airways and a second Masters in Air Transport Management from Cranfield University. He is a Fellow of the Royal Aeronautical Society, an experienced Licensed Aircraft Engineer, a qualified pilot and has 30 years experience in the aviation business.

Peter previously spent 5 years at Willis Global Aviation, as the Director of Risk Consulting, supporting clients in a wide range of activities from business start-ups, contract negotiation and fleet restructuring to due diligence studies and business risk assessments. Prior to Willis, Peter spent an initial 5 years at Airclaims where he created and headed the Technical Consultancy Services division. During this time he advised international clients on a broad range of technical and commercial issues from lease negotiations, aircraft pre-purchase, pre-lease and mid-lease inspections to the acquisition of two, top ten, aircraft lessors. Previous positions include Hangar Manager at the British Airways Boeing 747 and 777 maintenance facility, Aircraft Leasing Manager for an Asian Flag Carrier and maintenance supervisory positions at British Midland, Paramount and Air Europe.

Mark Byrne, Director, ICM Aviation

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.



Peter Connolly, Managing Director, PRISMA Aviation Services

After graduation I joined Marshall Aerospace for four years. Following that I worked for British Aerospace/BAE Systems for 25 years in a variety of sales and commercial roles culminating in leading the Avro RJX sales and marketing team. During my career I was seconded down to Toulouse as part of the Aero International JV with ATR. I remained in Toulouse when BAE exited the regional aircraft industry. I then became a founding partner of PRISMA Aviation Services LLP which offers remarketing and consultancy services, especially in the regional aircraft sector.

Bobby Janagan, Marketing Director – Engine Leasing, Rolls-Royce Capital

Bobby Janagan is Vice President and General Manager of Rolls-Royce and Partners Finance Ltd (“RRPF”), a Rolls-Royce plc - GATX Corporation joint venture company.

RRPF was established as a part of Rolls-Royce’s long-term after market strategy, which included the provision of long-term, dedicate spare engine leases to both Rolls-Royce and IAE operators. RRPF currently has a portfolio in excess of 300 engines with a total spare engine net book worth of in excess of US\$1.6 billion.

Bobby Janagan joined RRPF in 1998 as a Management Accountant. In June 1999, Bobby became Product Development Manager for the Engine Leasing business where he played a key role in diversifying into leasing of industrial gas turbines. In January 2004, Bobby was promoted to Marketing Director for Asia and Far East and in last November he has been promoted to Vice President and General Manager of RRPF.

Aoife O’Sullivan, Partner, Gates and Partners

Aoife has extensive experience in corporate, asset finance and commercial law. She has advised both nationally and internationally on financings, securitisations, takeovers, mergers and acquisitions, reorganisations, listings, commercial contracts, and joint ventures. She has also worked at a leading offshore firm in the Cayman Islands where she advised on structuring and implementing local and international securitisations, asset financings, mutual fund and unit trust schemes, establishing complex corporate structures with worldwide tax-effective outcomes.

Aoife also advises clients on aircraft finance, commercial aviation and regulatory issues including aircraft and fleet acquisitions and disposals, financings, airline start-ups, licensing applications and ancillary issues. She has a particular focus on the specialised private and corporate jet market.

Aoife sits on business aviation industry committees in the UK and is a regular contributor to trade and industry publications, conferences and seminars.

Ton van Rooijen, Director Aircraft Acquisition & Management, Aircraft Financing & Trading (AFT)

Mr. van Rooijen's responsibilities include the sourcing, acquiring and managing of aircraft. The scope of aircraft acquisition ranges from purchase of naked aircraft to sale lease backs and purchase of aircraft with leases attached. Before taking up this position van Rooijen held various senior positions with Fokker Aircraft B.V. and AFT related to areas of market research, marketing, contracts and leasing of aircraft and has more then 25 years experience in the commercial aviation industry."