

# 2<sup>nd</sup> Annual Aviation Asset Management in the Middle East

Monday 6<sup>th</sup> December 2010  
Sofitel Dubai Jumeirah Beach  
Dubai, UAE

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# AGENDA

## **Conference Chairman**

*Dr. Donald H. Bunker, Managing Director, Donald H. Bunker & Associates*

13.30 Registration

## **14.00 Opening Remarks from Aeropodium**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

### **Opening Remarks from the Chairman**

*Dr. Donald H. Bunker, Managing Director, Donald H. Bunker & Associates*

## **14.10 Aviation Asset Management, a Lessee's Perspective**

*Peter Bull, Group Director, Risk and Asset Management, Airclaims*

## **14.30 Legal Aspects of Setting up an Airline and Asset Management**

*Abraham Abraham, Aviation & Legal Consultant, Sahara Aviation*

## **14.50 The Corporate Aircraft Market in the Middle East: Regional Requirements and Opportunities**

*Karim Hijazi, Managing Director, Air Synapsis*

## **15.10 Effective Asset Management from a Manufacturer's Point of View**

*Peter van Oostrum, Director Aircraft Remarketing, Fokker Services*

15.30 Q&A SESSION

15.40 Networking Coffee Break

## **16.10 Repossession and Legal Implications in the Middle East**

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

## **16.30 Risk Management and Coverage against Default**

*Christian Castang, Executive Director, Altair Aero Projects*

## **16.50 Leasing New and Used Aircraft: Legal Requirements and Regulations for Operators**

*Roland H. Moore, Esq., Aviation Attorney*

## **17.10 Supply Chain and Asset Management for the Rotable Management**

*Rahul Shah, Senior Vice President & Managing Director, Middle East, Africa & India Operations, AAR*

17.30 Q&A SESSION

17.40 Closing Address

## **The ISTAT Humanitarian Airline Relief Program**

*Roland H. Moore, Esq., Aviation Attorney*

18.00 Closing Remarks from the Chairman & End of Conference

## **SPEAKERS**

### **Abraham Abraham, Aviation & Legal Consultant, Sahara Aviation**

Commercially astute with proven success in business development & technical sales within the Trade industry and fair knowledge of the UAE, Middle East & Africa over three decades of experience in Airline industry in various commercial /legal management positions with an exposure to working in multicultural environments in across 4 continents since year 1981.

Started his career with Air India, he served various Airlines/ Service organizations which include Air Corridor, Sahara Air Cargo and RAK International Airport to acquire extensive knowledge in Airline/Airport operations and addressed various legal /safety issues to comply with the civil aviation and other regulatory bodies both regionally and internationally. Keeping himself updated with the rapidly changing management environments & their associated performance requirements with particular strengths in:

- Airline Startups, Performance & Development Management
- Passenger/ Airfreight, freight forwarding & shipping
- Global Account Management
- Commercial & Legal Management
- Training and development of staff in relevant areas

In addition to his Master Degree in Business, he earned Degree in Law and represented in legal settlements and litigation's in the capacity of Attorney at law in various courts.

### **Peter Bull, Group Director, Risk and Asset Management, Airclaims**

Peter is Group 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.

### **Christian Castang, Executive Director, Altaïr Aero Projects**

Following 15 years of senior executive responsibilities with major international companies including Ralston Purina, Louis-Dreyfus and Perrier, Christian became Chief Executive Officer of Logis Ltd, an intercontinental multi-modal bulk liquid transportation company.

In 1987, Christian designed and launched the aviation division of the Louis-Dreyfus Bank, later on extended to the Brussels-Lambert Bank (BBL) Group through the creation of a subsidiary specialised in structured aviation finance, BBL Aviation of which he was Managing Director.

Christian then pursued this financial structuring activity and extended it to aviation asset management through his own company, Altaïr & Compagnie, first in a partnership with Compagnie Financière Edmond de Rothschild then with Bureau Veritas -to form Bureau Veritas Aviation Asset Management- and now as stand-alone organization: Altaïr Aero Projects Ltd. (Cyprus).

Chairman of the Paris Bank'Air Club for twelve years, commercial pilot, flight instructor and examiner, Christian Castang has gained reputation through his versatile and international entrepreneurial back-ground, his banking and financing as well as aircraft management and trading expertise.

### **Karim Hijazi, Managing Director, Air Synapsis**

Karim Hijazi has 11 years of French military pilot experience on attack helicopters and VIP fixed wing multi crew transport operations all around Europe. He has also served as Flight Operations deputy Manager (12 aircrafts/20 pilots), Air Show organizer and display pilot.

He launched Air Synapsis and moved to Dubai in 2007 to set-up regional corporate services using Piaggio P180 Avanti II business aircraft. It provides business development services, aircraft sales brokerage and is the International Piaggio Aero P180 Avanti II Authorised Sales Representative for the Middle East.

He holds a helicopter commercial license and fixed wing JAA ATPL with over 3100 hours of various experience including night vision goggles, helicopter deck and glacier skis landing.

**Roland H. Moore, Aviation Attorney**

Roland Moore has over 28 years experience in the aviation industry, having started his airline career with Eastern Airlines in New York as an accountant and financial analyst. He served as in-house counsel and Eastern's director of legal affairs for 21 years, continuing his career as special legal counsel to Pan American World Airways, Continental Airlines, Carnival Air Lines, International Air Leases and Aero Peru. During the Eastern Estate liquidations, Mr. Moore was appointed special counsel to the Trustee representing the Estate in the disposition of its fleet of Boeing, Douglas, Airbus and Lockheed aircraft, and was the author of virtually every aircraft purchase, lease and sale agreement for Eastern during the early to mid-1990's involving some 140 aircraft.

Mr. Moore has handled during his career to date over 700 aircraft and engine transactions. During the past ten years he has represented numerous foreign and domestic airlines, operating lessors and lessees in placing aircraft and engines around the globe. He has also represented two governments of the former Soviet Union and Africa in acquiring Boeing 767 and 737 aircraft in those countries from US financial institutions including GE and Boeing Capital.

In addition to his busy aviation practice, Mr. Moore has been an adjunct professor of business and aviation law for thirteen years at Embry Riddle Aeronautical University, and a guest lecturer at numerous international aviation conferences. He is a former Chairman of the State of Florida Governor's Aviation Advisory Committee, and is past Chair of the International Society of Transport Aircraft Trading Foundation (ISTAT). He earned his law degree from the University of Miami, and attended graduate school at Harvard.

**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.

**Rahul Shah, Senior Vice President & Managing Director, AAR**

Rahul Shah joined AAR in 1991 as a Development Engineer for AAR Engine Component Services in New York and Connecticut. He then rose to the rank of Program Manager, with responsibility for the sales and marketing activities of the Company's engine component repair business.

Mr. Shah became Vice President of Sales and Marketing for AAR's Asia Pacific region in 2000. He was promoted to Managing Director of Asia Pacific Operations in 2002, and the business grew seven-fold under his leadership.

Mr. Shah has now focused his attention on growing AAR's presence in Africa, Turkey and the Middle East with our new office opening in Abu Dhabi, UAE. As Senior Vice President and Managing Director, Mr. Shah will manage operations and sales and marketing efforts in the region.

Mr. Shah earned a bachelor's degree in Mechanical Engineering, a master's degree in Industrial Engineering and a master's degree in Business, Finance and Marketing, which he applies as he develops strategic programs to meet the needs of AAR's customers around the world.

**Peter van Oostrum, Director Aircraft Remarketing, Fokker Services**

Peter van Oostrum has been working for Fokker Services since early 1997, initially as Manager, Airline Analysis, Business Development Manager and currently as Director of Aircraft Remarketing. Prior to that Peter van Oostrum spent 11 years at the Fokker Aircraft (Manufacturing) Company in various marketing roles, which included product management for the Fokker 70. Peter joined Fokker in 1985 with an MSc. in aircraft preliminary design from the Delft Technical University.