

Risk Management and Practical Solutions

For Banks, Lease Companies & Operators with Aviation Assets

Thursday 8th April 2010
The Belvedere Hotel
Dublin, Ireland

CONFERENCE PROGRAMME

Chairman: Owen Geach, Commercial Director, IBA Group Limited

9.00 Registration & Networking Coffee

9.30 Opening Remarks

10.00 Legal Issues: What the 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

Owen Geach, Commercial Director, IBA Group Limited

11.30 Isle of Man

- Isle of Man international finance centre
- The Isle of Man Aircraft Register
- Isle of Man SVPs and corporate service providers
- Isle of Man tax, VAT and duty

Mark Byrne, Director, ICM Aviation Limited

12.00 **Concluding Remarks**

12.30 **Q&A Session**

With the participation of

Martyn Fiddler, Director, Martyn Fiddler Associates Limited

Brian Johnson, Director of Civil Aviation, Isle of Man Aircraft Register

13.00 **Networking Lunch Sponsored by**



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www.aeropodium.com/conferenceprojects/riskmanagement.html

Or Call +44 20 8203 7304, Email: register@aeropodium.com

The Partnership:

GATES AND PARTNERS
SOLICITORS

Gates and Partners are recognised as one of the world's pre-eminent aviation law firms and can advise on all aspects of commercial aviation and liability.



IBA is a leading asset management specialist with the technical expertise needed to minimise the risks for aircraft owners, operators, banks and leasing companies.



ICM Aviation is part of the ICM Group of companies and provides a range of solutions to aircraft owners, including registration on the "M" register.



Martyn Fiddler Associates Limited is renowned in the aviation industry for its practical handling of all customs, VAT and duty related matters.

SPEAKERS



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.



Owen Geach, Commercial Director, IBA Group Limited

Owen has 28 years experience in aviation, travel and banking, and has worked in aviation asset management since 1994 when he joined the IBA Group as Corporate Manager. From 1997 through to 2001, Owen held the positions of Company Secretary, and then Marketing Manager, before being appointed as IBA's Head of Sales and Contracts. Throughout this time, Owen specialised in global contracts and aircraft asset management, involving blue-chip clients from the airline, banking and leasing industries. His remit also included the sale and procurement of aircraft, and advisory services covering all aspects of aircraft operation and leasing.

In 2004, Owen was approached by Bureau Veritas, joining them to establish their UK Aviation Asset Management Division, before becoming their Director of International Business Development, for the Aeronautics & Space Division. Owen re-joined the IBA Group as Commercial Director in October 2007, he now manages all aspects of the Company's commercial activities.

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.

COMPANY PROFILES

GATES AND PARTNERS SOLICITORS

Based in the city of London, Gates and Partners are recognised as one of the world's pre-eminent aviation law firms. They have a team of experienced and highly regarded professionals on hand to advise on all aspects of commercial aviation and liability. A number of Gates and Partners personnel are also located in other countries throughout the world, and the Company is registered to practice in Singapore.

Gates and Partners advise a wide range of global clients on all aspects of their aviation needs. Clients include airlines, financiers and lessors, business jet owners and operators, insurers,

maintenance organisations, product manufacturers, private use individuals, aircraft leasing companies and funds. They proactively deliver high quality, practical and commercial legal advice to clients in an efficient, timely and controlled manner.

www.gatesandpartners.com



ICM Aviation is part of the ICM Group of companies, founded in the Isle of Man in 1984. The Group operates from offices at London Stansted Airport and in the Isle of Man.

ICM Aviation provides solutions to a number of inter-related issues including aircraft ownership, where to register, how to operate tax efficiently, how to insure the asset economically and how to deal with a range of administrative and operational issues.

ICM Aviation works closely with associated company Inter-Continental Management Limited (ICM) to incorporate companies for aircraft ownership. Licensed by the Isle of Man Financial Supervision Commission as a Corporate and Trust Service Provider, ICM will incorporate and administer aircraft ownership structures.

www.i.im



Founded in 1988, the IBA Group has become one of the leading aviation consultancies in the world, focusing on commercial and technical issues in the global aerospace community. Headquartered in the United Kingdom, near Gatwick Airport, IBA is an independent organisation which provides impartial opinions and recommendations

to its broad portfolio of clients, without any conflict of interest.

IBA advises commercial and business aviation clients, aircraft and engine manufacturers, owners and operators. Services include asset valuations, consulting and commercial services, technical and engine management, services for corporate aircraft and owners, industry and sector research and analysis, training and regulatory services.

A leading asset management specialist, IBA has the technical expertise to gather and analyse the information needed for aircraft owners, operators, banks and leasing companies to minimise their risks, or exposure, and maximise the value of their assets.

www.ibagroup.com



As Europe's leading aviation and VAT specialist, and part of the ICM Group, Martyn Fiddler Associates Limited is well known throughout the aviation industry for the quality of their advice and service. Aircraft and helicopter owners and operators know that flying in the EU can create VAT and duty liability. Failure to deal with these issues correctly can be very expensive and lead to customs authorities seizing aircraft whilst the matter of how much is due in VAT, duties and fines is dealt with.

Martyn Fiddler Associates Limited handle these matters, ensuring that VAT and duty are accounted for at the optimum rate.

Together with specialist partners, Martyn Fiddler Associates Limited can arrange for the freighting of helicopters and smaller aircraft worldwide. They also offer a unique customs warehousing solution for aircraft, helicopters and yachts.

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ATC Lasham

ATC Lasham, part of the ATC Holdings Group, is an EASA Part 145 and FAA approved aircraft maintenance company, located over two facilities, one in Hampshire, UK and the second at Southend Airport in Essex, UK.

We provide aircraft heavy maintenance and support on the following aircraft types:

Boeing 737, classic, new generation and BBJ

Boeing 757, 200 & 300

Boeing 727-100/200

Airbus A320 family

Over the years, we have developed a reputation throughout the industry for providing a professional standard of work, in a timely and cost effective manner. Our accommodating and flexible attitude is shown in our experience in dealing with lease returns and deliveries.

We have won continuing contracts with many prestigious customers such as DHL, Norwegian Air Shuttle, Hapag Lloyd, Arik Air and Air Astana, along with leasing companies such as GECAS, CIT, ILFC and low cost and charter operators like Thomas Cook, Easyjet, Ryanair and many others.

We also maintain a variety of VVIP aircraft, and are able to produce interior work to the very high standards that they demand.

Due to the location and nature of our facilities, we are able to offer competitive parking and storage rates, as well as the convenience of a 24/7 operation with a genuine personal touch.

Waviatech

Established in 2002, Waviatech deliver a solution called STREAM™ to airlines, lessors and MROs. STREAM™ gives you high quality, easy to retrieve and searchable digital records. STREAM™ enables lessors to protect the value of its asset in the event of loss or damage to the records or in the event of a repossession. The added benefits of the fast, user-friendly and web enabled tool enable lessors to transition the aircraft faster as well as remarket the aircraft to a number of lessees simply and discreetly.