



# Aviation Developments in Finance, Leasing and Insurance

Monday 20<sup>th</sup> March 2023

London, UK

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## AGENDA

Moderator: Anthony Frances, Senior Counsel, Gateley

9.00 Registration & Networking Coffee

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9.30 Opening Remarks

*Anthony Frances, Senior Counsel, Gateley*

**9.40 Introduction to Aircraft Finance**

*Sylvain Gloux, Senior Director Origination, Aviation Finance & Investment Solutions, NORD/LB*

**10.10 New Frontiers in Aviation for UK Export Finance - The COVID Effect**

*Chris Leeds, Senior Restructuring Officer - Aviation, UK Export Finance (UKEF)*

**10.40 Finance, Leasing and Insurance for Small Carriers**

*Thanos Pascalis, Chief Development Officer, Marathon Airlines*

11.10 Networking Coffee Break

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**11.40 Aircraft Finance and Leasing - Traps, Pitfalls and Economic Uncertainty: How to Navigate Successfully**

*Anthony Frances, Senior Counsel, Gateley*

**12.10 Mid-Life Aircraft Leasing after the Pandemic**

*Ben Jacques, Marketing Director, WNG Capital*

**12.40 End of Operations for Flyr: Lessons to be Learned from a Low-Cost Start-up Airline**

*Charlotte Craig, Fleet Manager, Flyr*

13.10 Networking Lunch Break

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**14.20 Drones - Commercial Success or Failure? Regulatory Challenges for Owners and Operators**

*Robert Garbett, Chief Executive, Drone Major Group*



#### 14.50 **The Business Aviation Market in APAC**

*Andy Hudson, President APAC, Chapman Freeborn Airchartering*

#### 15.20 **Financing and Leasing Solutions for Business Aircraft**

*Simon Davies, VP Sales, UK, Middle East, and India, Global Jet Capital*

#### 15.50 **Insurance and Risk Management**

*Matthew Amos, Broker, SRM Specialised Risk Management*

*Daniel Hawes, Aviation Broker, SRM Specialised Risk Management*

#### 16.50 Concluding Remarks

#### 17.00 Networking Coffee

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### **SPEAKERS**

#### **Simon Davies, VP Sales, UK, Middle East, and India, Global Jet Capital**

Simon Davies is the VP Sales, UK, Middle East and India, for Global Jet Capital. He has been with Global Jet Capital since its launch in 2014 and brings with him a vast international experience in financing corporate aircraft. He has been part of the team that has grown Global Jet Capital to become one of the world's largest corporate aircraft financiers with over US\$2 Billion of financing, and over 300 aircraft, on its books. Prior to joining Global Jet Capital, he was a vital team member involved in the launch of Guggenheim Aero Finance Company and was instrumental in the development of the underwriting guidelines. Prior to Guggenheim, starting in 1997, he was Senior Director, Sales Finance, at Bombardier for corporate and commercial aircraft and led his team of finance specialists for the global sales finance support. Before Bombardier, Simon started his aviation career in 1989 at CAE, Inc., the world's largest civil aviation simulator manufacturer, and managed their structured finance group. Simon is fluent in English and French and holds a B.A., Economics, University of Western Ontario.

#### **Robert Garbett, Chief Executive, Drone Major Group**

Robert Garbett is one of the world's leading Drone and Counter Drone experts, a global business consultant and a driving force in the delivery of the world's first international drone standards.

He is Founder and Chief Executive of Drone Major Group Ltd, the world's leading global Drone and Counter Drone consultancy. He is an experienced commentator and interviewee, advising governments and corporates on the commercial potential of drone technology, strategies for countering rogue drone use and the shape of the emerging national and international standards frameworks in light of the drone industry's continued exponential growth.

Robert Garbett is an ex-army entrepreneur who ended his military career in 2007 as the UK's top airworthiness specialist for the Defence Logistics Organisation. With his CAA Airworthiness accreditation he embarked on a new career in software development and cyber security, eventually focusing on the fast-growth drone industry.



He subsequently founded Drone Major Group, which uniquely brings the entire world drone industry together, supporting buyers of drone and counter drone services and providing Consultancy services and resources which help companies to realise the economics of what drones can achieve for them, and help to deliver it. The company also encompasses the world's largest online drone industry network.

Robert is also Chairman of the Drone Delivery Group, an industry body created to guidance on key issues facing the drone industry to Governments such as steps required to enable the accelerated commercialization of the UK drone industry. Its members include senior representatives of the aviation industry and various authorities including Boeing, Thales, Microsoft, Department for Transport and the Civil Aviation Authority and over 300 others.

Robert Garbett works closely with the British Standards Institution (BSI), Chairing the UK National Committee on Drone Standards, as well as acting as Convenor of the International Organisation for Standardisation (ISO) working group responsible for global drone standards. He is the only authority worldwide to be advising on standards in Britain, Europe and worldwide and is recognised as a leading authoritative figure and advocate for the global drone industry and its potential to transform economies.

Drone Major Group is uniquely positioned to advise the business community on the extraordinary pace at which drone technology is evolving, developing tailored strategies to minimise the impact of rogue drone use.

#### **Chris Leeds, Senior Restructuring Officer - Aviation, UK Export Finance (UKEF)**

Chris Leeds has been involved in aviation for 27 years. For 5 years, he was head of new business for aviation at UKEF (then ECGD). He was responsible for hundreds of new aircraft deliveries, including the then largest deal in aviation history, for 75 aircraft to ILFC. He left UKEF in 2001 and was for the next 11 years originating new aviation deals for MUFU. He helped see the bank through the difficult market conditions after 9/11, the return of more benign conditions, the financial crash in 2008, and the recovery from that. Chris was originating new deals throughout those events, irrespective of changing market conditions. After leaving MUFU, he spent several years as an aviation consultant, helping a number of aviation businesses in the early stages of their development. In 2020, he was asked to return to UKEF to manage the issues to the UKEF aviation portfolio arising from the COVID pandemic. He has negotiated many deals to restructure debt, to work through Chapter 11s or equivalents, and to repossess and remarket aircraft.

#### **Thanos Pascalis, Chief Development Officer, Marathon Airlines**

Thanos Pascalis studied Aeronautical Engineering in the UK, followed by a Masters in Air Transport Engineering from Cranfield Institute of Technology. He settled in Hatfield, UK, working for British Aerospace Commercial Aircraft within the Airworthiness section. Following that, he held Engineering Manager positions and assisted in the setting up of the first Greek private airlines South East European and Apollo Airlines. In 1996 he returned to the UK to join Monarch Aircraft Engineering in Luton as Customer Support Manager, looking after the company's third party business. Thanos returned to Greece again in 1999 for the startup of Aegean Airlines, taking the position of Technical Director, responsible among other things for the EASA Part 145 and CAMO approval of the company. In early 2009, Thanos was appointed Chief Operating Officer and Accountable Manager of the new private Olympic Air with responsibilities for both technical and flight operations. He also held the position of CEO within the separate Engineering entity owned by MIG. In February 2011 was appointed CEO of Olympic Air.



In 2013 he was a founding member of Elix Aviation Capital in Dublin, a specialized Turboprop Lessor, taking up the position of COO and Board member. In 2018 was appointed CEO of Ellinair a IT specialized carrier based in Thessaloniki.

In 2021 Thanos joined Marathon Airlines as COO based in Athens. Marathon is an airline specialising in executive travel.