



17th Aircraft Repossession

Friday 7th October 2022

Washington, DC, USA

Hosted & Sponsored by



AGENDA

Moderator: To be confirmed

9.00 Registration & Networking Coffee Sponsored by



9.30 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.40 Preparing and executing a repossession

Petar Todorovic, President, sage-popovich

10.10 Topic TBC

Jason Dickstein, President, Washington Aviation Group and the Law Offices of Jason A. Dickstein

10.40 Networking Coffee Break Sponsored by



11.10 The repo challenge in the United States and other countries: The bankers' perspective

Mike Kahmann, Principal, Kahmann Consulting

11.40 Topic TBC

Christopher Miller, Managing Partner, Shearwater Aero Capital

12.10 Aircraft repossessions are never the same: Challenges and differences

Ken Hill, CEO, Business Aircraft Sales Corporation

12.40 Networking Lunch Break Sponsored by



14.00 Technical challenges during an aircraft repossession

Marc Wilson, Head of Technical, mba Aviation

14.30 Lessons to be learnt from aircraft repossessions

William Loh, Managing Director, International Aviation Advisors

15.00 Aircraft valuation and appraisal during a repossession

Anthony Kioussis, President & CEO, Asset Insight



15.30 Panel Discussion

- Securing aircraft assets
- Risk management issues
- Aircraft remarketing after a repossession
- Maintaining and storing repossessed aircraft

16.30 Concluding Remarks

SPEAKERS

Ken Hill, CEO, Business Aircraft Sales Corporation

With over 55 years of aviation experience and over 14,000 flying hours in numerous types of aircraft, Ken brings a unique combination of flying, selling, and asset management and hands on aviation experience.

In 2015 he was awarded the Wright Brothers Master Pilot Award* for over 50 years of aviation experience. This is the most prestigious award the FAA will award to anyone. Ken holds an Airline Transport, Commercial Pilot and Instrument Ratings and earned numerous aircraft type ratings.

Business Aircraft Sales Corporation

Founded in 1968- By using modern methods we are able to track every jet, turbo prop, and piston class aircraft in the world. Business Aircraft has sold aircraft over the entire planet, reaching from Barrow, Alaska to Johannesburg, South Africa, as well as almost every country in Europe. Over the last three decades, Business Aircraft Sales Corporation has imported or exported aircraft worldwide.

The services of Business Aircraft Sales Corporation are delivered in a timely, professional, and cost-effective manner, which has developed into a company that possesses an excellent reputation for honesty and integrity.

During the process of analyzing, evaluating, and rendering any assistance that has been needed from the initial evaluation through the pre-purchase and even beyond the delivery, Business Aircraft Sales Corporation has always utilized the state-of-the-art technology instead of the basic general tradition of selling aircraft.

A great deal of hard work and time-saving technology has been utilized to its fullest for us to be able to possess such a thoroughbred history of achievement. Acting as your sales agent, we will provide the most comprehensive marketing and advertising available to ensure maximum and specific exposure. Acting as your representative to purchase, we will maintain the highest level of confidentiality in order to assure that you will be able to purchase at the most reasonable cost.

Aviation Management Consulting, Inc. /VREF Appraisal Services. - Rockford, IL

Senior Aircraft Field Inspector/Consultant - 2010 to Present

Aircraft consultant/inspector providing aircraft appraisal audits and inspection services, schedules, coordinates aircraft inspections with bankers, pilots and maintenance personnel
Education

St. Joseph's College, Rensselaer, Indiana

United States Navy, ONI

Sowell Aviation Academy, Panama City, Florida

Flight Proficiency Academy

Licenses, Certifications, Accreditations and Organizations

Currently holds an Instrument, Airline Transport and Commercial Pilot Licenses with Single and Multi-Engine Land ratings



Turbo Prop and Jet Completion Pilot in Command (PIC) Certificates
Bail Enforcement Agent State of California (License 1841717 issued in 1998), All States Privileges with no restrictions issued 1998
American Airlines Training Citation Captain Rated
National Aircraft Finance Association (NAFA) Member
National Business Aviation Association (NBAA) Member
Certificate of Appointment FAA Aviation Safety Counselor WP101
Awarded the” Wright brothers Master Pilot Award “2015 *
Personally repossessed over 3000 airplanes for Banks, Law firms and various other institutions
Type Ratings
Cessna Citation
Learjet
Numerous other aircraft
Over 14,000 hours of flight time
Awards and Recommendations
*2015 Wright Brothers Master Pilot Award Recipient (50 Years of Safe Flight Operations)
The Wright Brothers Master Pilot Award is the most prestigious award the FAA issues to pilots certified under Title 14 of the Code of Federal Regulations. This award is named after the Wright Brothers, the first U.S. pilots to recognize individuals who have exhibited exemplary aviation flight experience and distinguished professionalism, skill and aviation expertise for at least 50 years with a steadfast commitment to aviation safety.

Mike Kahmann, Principal, Kahmann Consulting

Mike Kahmann has spent over 20 years leading teams that originate, underwrite, and service high yield structured debt transactions and equipment leases. Kahmann’s functional expertise spans sales and marketing, risk/underwriting, pricing/structuring, and operations. He has financed a broad variety of equipment types including business and commercial aircraft, railcars, trucks, trailers, and manufacturing equipment.

Kahmann Consulting (www.KahmannConsulting.com) is a consulting practice that helps high yield investors make more intelligent and informed structured debt decisions. Areas of expertise include business model diagnostics, growth strategy evaluation and improvement, sales force recruiting and training, and process/policy documentation.

Kahmann started his career in finance and accounting, and his formal roles have been in new business development for banks and finance companies including CIT Group, GE Capital, and Emigrant Bank. From 2011 to 2017, Kahmann was Group Head of CIT’s Business Aircraft Finance Division. During that time, Kahmann’s team was able to successfully re-focus what had previously been a fractional jet share financier into a world-leading whole aircraft funding source. Offices were opened, and investment origination capabilities were developed around the globe: in Europe, Asia, and Latin America as well as throughout the United States. Highyield, low-loss secured loan assets were generated as the portfolio grew at a 19% CAGR.

From 2010 to 2011 Kahmann was the Group Head of CIT’s Financial Institutions Group, where his team was responsible for obtaining bank and Export Credit Agency funding for CIT’s commercial aircraft lease portfolio and its OEM order book. Additionally, the FIG team was responsible for both secondary market commercial aircraft lease origination as well harvesting gains from CIT’s aircraft lease portfolio. This mission included constructing the analytical framework needed to make portfolio aircraft lease “hold vs. sell” decisions, then conducting competitive bid processes to realize optimal value.



Before his time at CIT, Kahmann started de novo Emigrant Bank's business credit group, where he hired and trained a full team consisting of origination, risk/ underwriting, legal, and operations professionals. The group invests in high yield equipment leases as well as asset-based revolving loans.

Kahmann has held origination as well as financial accounting and analysis positions at GE Capital and has also been the COO/CFO of a start-up company in crisis/turnaround mode.

Kahmann has a BA from Claremont McKenna College and an MBA from NYU's Stern School of Business.

Anthony Kioussis, President & CEO, Asset Insight

Mr. Anthony ("Tony") Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics, and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in a uniform methodology for evaluating and grading an aircraft's maintenance condition.

Prior to Asset Insight, he served as VP, Strategic Marketing with GE Capital's Corporate Aircraft Finance group, joining GE after serving as VP – Aircraft Sales for Jet Aviation Business Jets, Inc.

Following a ten-year tenure with British Aerospace, Inc., where he became VP – Sales, for JSX Capital, the company's aircraft remarketing subsidiary, Tony founded The K Group, Ltd., providing Marketing, Sales, and Financial Services consulting to companies headquartered in the Americas and Europe.

He later joined Jet Support Services, Inc., as Sales Director – Airframe Programs, and developed "Tip-to-Tail," JSSI's Airframe Hourly Cost Maintenance Program.

Tony is a published author and active industry association member, serving as the current Board Secretary for the National Aircraft Finance Association (NAFA), past Chairman of the Products and Services Member Council for the International Aircraft Dealers Association (IADA), and as a current Member of the Transportation Research Board's (TRB) Business Aviation Subcommittee.

He holds a Bachelor of Science Degree from Florida Institute of Technology's College of Aeronautics, has completed graduate studies at New York's Pace University toward an MBA in Finance, and is a licensed pilot.

Christopher Miller, Managing Partner, Shearwater Aero Capital

Mr. Miller has over 22 years experience in the aviation and human capital arena. He is a Managing Director, founding principal and member of the Investment Committee of the Aero Capital Group of Guggenheim Partners. The Aero Capital Group provides capital solutions to the Business Aviation Industry. Mr. Miller joined Guggenheim Partners in 2007 as part of a joint venture between Guggenheim Partners and UBS-AG where he was a founding principal providing operational and transactional oversight on non-recourse financing for new and pre-owned business jets with a focus

on medium to long-range aircraft. In recent years Mr. Miller's aircraft transactions and financings have been focused in Europe, Emerging Europe, Asia and the Middle East.

Prior to joining Guggenheim Partners, Mr. Miller served on the Board of Directors and ran the US Division of a UK based performance management consultancy that worked with management teams at both small and large organizations on the execution of their strategies. Notable projects include working with a private equity group to form a venture to fly cargo into geopolitically unstable regions of the world as well as working with large defense contractors to help fulfill urgent need requests from US military forces based in Iraq and Afghanistan. Prior to this, Mr. Miller was involved in several entrepreneurial ventures most notably founding and serving as the CEO of an Internet recruiting company, 6FigureJobs.com,



which prior to its sale in 2001 earned “Best of the Web” recognition from Forbes, Fortune and U.S. News & World Report. Before entering the business world, Mr. Miller served in the United States Marine Corps, as an F/A-18 pilot, Aircraft Maintenance Officer and Aviation Safety Officer. Mr. Miller is a graduate of the U.S. Navy & Marine Corps School of Aviation Safety and currently holds a commercial pilot rating. Mr. Miller received a BA from Denison University and an MBA from Columbia University. He currently resides in Atlanta, Georgia.

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In an industry built on talk, Cozen O'Connor has made its name by doing. We have built our firm one case, one victory at a time. Our attorneys have impeccable academic credentials and are able to combine intellectual rigor with practicality and efficiency. We provide sophisticated, business-minded advice aimed at one simple goal: getting the right result for our clients. No matter how complex, contentious, or critical the undertaking, we persevere until the job is done.

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Government Relations. Cozen O'Connor Public Strategies is a bipartisan government relations firm based in Washington, D.C., with strength through the mid-Atlantic region. The group serves clients on the federal, state and local level and before both the executive and legislative branches of government. Public Strategies professionals have held high-level political positions in Republican and Democratic administrations; worked for members of Congress and congressional and state committees; and run federal, state and local political campaigns. The team helps ensure that clients are seen and heard by key decision makers and provides critical crisis management and public relations counsel.