



4th Annual
Engine Leasing and Management

Friday 23rd September 2022

Dublin, Ireland

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AGENDA

Moderator: To be confirmed

9.30 Registration & Networking Coffee

10.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

10.10 Contract negotiation and end of life management

Ben Jacques, Marketing Director, WNG Capital

10.40 Hourly maintenance and PBTH agreements

Joachim Kabamba, President, Kabamba Aerospace

11.10 Networking Coffee Break

11.40 Engine status: Impact on aircraft values

Rachel McKay, Aircraft Expert Witness, KAYWAY.AERO & President, German Aviation Expert Association (GAEA / VdL)

12.10 Lease transition management

Alan Downey, Director, Technical Services, Willis Lease Finance Corporation

12.40 Solutions for airline survival and growth in the "Turbulent 2020s"

Fergal Whelan-Porter, Chief Executive Officer, Aeolus Engine Services

13.10 Networking Lunch Break

14.30 Major international legal issues and related court cases regarding the finance and lease of aircraft engines

Patrick Honnebier, Of Counsel, Rep Law and Professor International Aviation Financing and Leasing Laws

15.00 Engine management using blockchain

Karl Steeves, CEO, TrustFlight

15.30 Concluding Remarks



SPEAKERS

Patrick Honnebier, Of Counsel, Rep Law and Professor International Aviation Financing and Leasing Laws

Patrick Honnebier is one of the few aircraft finance lawyers having obtained the benefits of both worlds. While he is a long-standing academic, he also has vast practical expertise in realising international aviation finance and lease transactions. The combination of extensive scholarly legal knowledge and its direct application in practice makes him a well-rounded aircraft finance lawyer. As an Instructor for the course Aircraft Acquisition and Financing, he joined the International Air Transport Association (IATA) in May 2019. Besides, Honnebier is one of the founder-members of Rep Law Aviation and based in Amsterdam. He advises major manufacturers, banks, lessors and airlines in relation to international financing and leasing of aircraft, helicopters and engines. At the Master of Laws (LL.M.) in Air and Space Law program of the University of Mississippi (Ole Miss), School of Law, he is the responsible Professor of the Full Semester course International Aviation Financing and Leasing Laws. As a guest lecturer, he addresses the conflict of laws rules covering aircraft finance transactions at Groningen University, the Netherlands. For many years, he instructed the students in international aircraft financing law at the International Institute of Air and Space Law, Leiden University. At Utrecht University and the University of Aruba he lectured on corporate and commercial law. Honnebier attended the Diplomatic Conference for the realization of the Convention on International Interest in Mobile Equipment and the Aircraft Equipment Protocol (Cape Town Convention, 2001). He was the expert legal counsel of the Governments of Aruba, the former Netherlands Antilles and the Dutch Ministry of Foreign Affairs concerning the adoption by the Kingdom of the Netherlands of the Cape Town Convention on 1 September 2010. He advised the government of the Netherlands about the Dutch innovative implementation of the de-registration of aircraft (IDERA) provisions of the Cape Town Convention which enters into force on 1 April 2020. He is the author of numerous articles being published in all the leading air law journals. He was Editor of *Journaal Luchtrecht/Netherlands Journal of Air Law* until its demise. Frequently and worldwide he is a speaker at international aviation finance and lease conferences.

Rachel McKay, Aircraft Expert Witness, KAYWAY.AERO & President, German Aviation Expert Association (GAEA / VdL)

Rachel McKay started her career in 1975 in the Flying Navy, earned her wings and worked as a licensed aircraft engineer within Commercial Aviation. She studied business economics and worked for Airbus Industry in Initial Provisioning and later as a Finance Controller responsible for Middle and Far East regions. She gained further intercultural competence as Manager Finance & Credit Control with Juki, a world-leading Japanese special industrial machine manufacturer with responsibility for the business partners in Eastern Europe, North Africa and Middle East regions. In the Mid-1990's, Mrs. McKay founded the CEBIS Management Consulting Company in Germany with branch offices in Hamburg, Munich and Frankfurt areas. There, as Managing Partner, she was overall responsible for the group's sales & analyst departments. Thereafter, formal training as a business mediator followed, with a major subject in conflict resolution and negotiation skills. During this training, some time was spent in the US. In 2001, the Company underwent restructuring into MAC McKay Consulting, with the specific aviation branch KAYWAY.AERO based in Munich, Germany. In 2009 Switzerland was selected as a new commercial base. As Accountable Manager of a Continuing Airworthiness Management Organization, Mrs. McKay fostered her specific knowledge in the aircraft documentation areas. Alongside her various management & consulting functions, Mrs. McKay gained hands-on work experience on an array of different general aviation, military

and Commercial aircraft. Now the Company performs (mainly on business and corporate jets) the following surveys - aircraft appraisals; physical surveys and inspections, including pre-buy inspections (PPI); import/ export of aircraft & handover deliveries on owner/operator changes. Working together with partnered lawyers, Mrs. McKay and her team also specialize in aircraft re-possession. Since November 2019 Mrs. McKay is heading as President the German Aviation Expert Association - GAEA.

Karl Steeves, CEO, TrustFlight

Karl Steeves is a founder of TrustFlight. Graduating with a degree in engineering specialising in aerospace materials, Karl also gained his commercial pilots' licence whilst at university. He then went on to join the automotive industry leading the development of safety-critical software applications for electric and driverless vehicles. During this time, alongside flying, he became more closely involved with the management of business aircraft in the areas of both commercial operations and maintenance. This experience ultimately led to the forming of TrustFlight with the vision of using modern technologies and software to drive efficiencies and better outcomes to aircraft owners and operators. Today, TrustFlight provides suite of digital tools including electronic technical logs and task cards as well providing CAMO services to a range of aircraft from business jets through to wide body airliners.

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The Consultants are aviation professionals with extensive experience in Aircraft maintenance as well as Airworthiness, and they come from both the airline industry as well as the MRO sector.

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