



5th Annual
Engine Leasing and Management

Thursday 21st September 2023

Dublin, Ireland

Silver Sponsors





AGENDA

Moderator: Alan Phelan, Director of Engine Trading, Aircraft Finance Germany

8.30 Registration & Networking Coffee

9.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Alan Phelan, Director of Engine Trading, Aircraft Finance Germany

9.10 **An overview of the engine leasing market**

Connor Diver, Senior Aviation Analyst, Cirium

9.40 **Engine leasing: The operator's perspective**

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

10.10 **The importance of engine leasing negotiations and management for an airline's survival and growth**

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

10.40 Networking Coffee Break

11.10 **The mature engine leasing market**

David Rushe, Senior Vice President - Trading, Aergo Capital

11.40 **A précis of the technical challenges of the PW1100G and LEAP engine types**

Edmond Ryan, Project Manager of Aircraft, WLFC

12.10 **Engine security interests**

Jonathan A. Ewing, Esq., Lead Counsel, Aero Law Center

12.40 Networking Lunch Break

14.00 **Engine end-of-life management**

Joachim Kabamba, President, Kabamba Aerospace

14.30 **Engine lease transition management**

Trish Gray, Managing Director, TGIS Aviation

15.00 **Legal aspects of engine leasing disputes and repossession**

Richard Mumford, Partner, Clyde & Co

15.30 **Engine re-delivery planning**

Andrew Wilkins, CEO, Compass Aviation Services

16.00 Topic TBC

Ben Jacques, Marketing Director, WNG Capital

16.30 Concluding Remarks & End of Conference



SPEAKERS

Connor Diver, Senior Aviation Analyst, Cirium

Connor Diver is a Senior Aviation Analyst at Cirium Ascend Consultancy specialising in commercial aircraft and engine appraisals. He is responsible for delivering desktop appraisals, market analysis, and market commentaries for all asset types. Prior to joining Cirium Ascend Consultancy Connor worked at British Airways with roles in operations, revenue management, and commercial analysis. He has worked with a variety of major lessors, banks, and OEMs and is based in Ascend's Dublin office.

Jonathan A. Ewing, Esq., Lead Counsel, Aero Law Center

Jonathan Ewing is a US-based board-certified aviation attorney and founder of Aero Law Center, a law firm specializing in international aviation matters. Jonathan handles aircraft and turbine engine transactions throughout the World. He is committed to effectively advocating for a multitude of unique business aviation clients, including fleet owners, airport land use development clients, business aircraft owners, aerospace and aircraft manufacturers, aircraft component manufacturers, airline, charter operators, foreign air carriers, and space tourism operators. In addition, Jonathan represents operators, foreign airlines, and fleet owners with DOT, FAA, TSA, EASA compliance and approval matters.

Trish Gray, Managing Director, TGIS Aviation

Trish is Managing Director of TGIS Aviation, an aircraft and engine consultancy. She has over 35 years' experience working with aero engines. She has had experience of working for both the OEM and the airlines. She now supports airlines and Lessors on all aspects of engine asset management. Trained by Rolls-Royce and subsequently working in their Customer Support department, she went onto become a field service representative. Within the airlines she worked her way up from a Powerplant Engineer, Powerplant Manager to General Manager, Technical Support. Trish has also gained credentials as an experienced engine expert witness.

Richard Mumford, Partner, Clyde & Co

Richard Mumford is a partner in the Aviation Finance team at Clyde & Co, London. He has 20 years of experience dealing with aviation disputes arising out of the financing, trading and leasing of aircraft. He has worked with clients on many repossession cases touching over 40 jurisdictions, typically dealing with complex situations in difficult areas of the world. Richard typically acts for aircraft lessors, owners and financiers, as well as airlines and a range of suppliers including maintenance organisations and parts companies. Over the past two years, he has worked with a range of clients in dealing with the effects of the COVID pandemic, advising on major airline restructurings and insolvencies, debt and asset recovery advice and dealing with onerous contract issues. He also handles regulatory and fraud investigations on behalf of aviation clients. Richard is a former Chairman of the Air Charter Association and a fellow of the Royal Aeronautical Society.

Alan Phelan, Director Of Engine Trading, Aircraft Finance Germany

Alan Phelan is the Director of Engine Trading at Aircraft Finance Germany (www.afg.aero) and is the Founder & CEO of www.APTN.aero, the first professional body for aircraft technical professionals. He was formerly Senior Vice President of Marketing and Sales at HaoTong AeroTech and helped set up their technical operation in Dublin. He is an experienced aviation professional with over 30 years' experience in various senior sales, customer support, marketing and aircraft engine leasing roles, most recently with Lufthansa Technik in Hamburg and Dublin and previously with Airmotive Ireland, a jet engine overhaul facility that was



located in Dublin. He has an in-depth knowledge of the aircraft leasing business holding the Law Society's Diploma in Aircraft Leasing and Finance and an MBA in Aviation from Embry Riddle. Alan is also a member of ISTAT.

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

Fergal Whelan-Porter, Chief Executive Officer of Aeolus Engine Services, is an experienced and motivated aerospace expert with a deep understanding of the commercial aviation industry sector and a keen appreciation of industry trends. As an entrepreneur, he is always open to collaborations and/or investment opportunities.

His specialities & expertise include the following areas:

Corporate Business Turnaround and Growth Strategies; Concept to Market Product Development; Aircraft Engine Leasing; Aviation Technical Services & Asset Management, Aviation MRO IT; Aircraft and Engine Fleet Planning and renewal/acquisition facilitation.

Andrew Wilkins, CEO, Compass Aviation Services

Andrew has nearly 50 years of experience in aviation, ranging from B777 to Piper Tri - Pacer having started working for a flying club in the UK. Once his apprenticeship was completed he worked on various aircraft types including the 707 and ATL-98 prior to joining B.Cal as a technician in 1979.

Having left in 1988 he worked as a commercial engineer for Qualitair at Stansted prior to joining Air Europe as a project engineer, undertaking the technical set up of Air Europe Germany and Air Europe Italy.

In 1990 he joined British Airways on major maintenance but was seconded at various times to airworthiness (for aircraft transitions) and supplying assistance to Air Holland in Amsterdam. Having left British Airways in 2006 he has undertaken projects worldwide (either individually or as part of a team) for transitions, aircraft inspections, operator reviews and airworthiness support to many owners and leasing companies.

He currently operates a business in Shannon, Ireland and another in South Wales.



SPONSORS



Aeolus Engine Services is a key business partner for airlines worldwide. Established in 2000, Aeolus has continually refined its services and capabilities through client understanding and interaction to meet the dynamic challenges of commercial aviation.

We offer innovative powerplant solutions for Leasing, Sales & Technical Services to support the following aircraft engine types:
CFM56-3; CFM56-5B; CFM56-7B; LEAP.

Let our expertise and experience save you money and deliver the on-wing performance to power your fleet goals and ambitions.



David Baily, CEO and Owner, SellUe

Aircraft and Engine Components have been at the core of David's life in Aviation, from TIG welding, to Quality Inspection, to Customer Support, to Operations Director, General Manager, Group Sales & Bus. Dev. VP, and Managing Director across SIFCO Turbine Components, Chromalloy, Primus International, and Moog. From repairing to manufacturing, from PMA to OEM, from DER to Source approved, across engine parts, airframe parts, avionics and hydraulics, a certain level of experience has been built up.

With systems, structures, and processes always at the core of David's approach it is no surprise that David now has a company that incorporates all the above. Going back to college in 2016 and qualifying for a HDip in Coaching and Coaching Psychology, allied with a Degree in Business and Marketing, David's company SellUe works to get the best out of all stakeholders, and best outcome for all stakeholders, within the environment SellUe works - namely Optimising Teardown and Inventory Consignment.

With the recent development and release of OPTIC as an web and phone data portal SellUe programs manages Aircraft Part out and consignment in a very non traditional way, providing much improved optionality for aircraft and engines nearing the end of their life cycle.