

# Commercial Aircraft Financing

Monday 16th October 2017

Dubai, UAE

*In Association with*



**Donald H. Bunker & Associates**  
Aerospace Law

## AGENDA

Seminar Leader:

**Dr. Donald H. Bunker, Managing Director, Donald H. Bunker & Associates**

9.00 Registration

9.30 Opening Remarks

### 9.40 The Commercial Environment

- Money and Exchange
- World's Requirements for Aircraft Financing
- Governmental Agencies

*Direct liability*

*Restricted liability*

*Cooperatives*

- Private Organizations

*Sole ownership*

*Partnerships*

*Corporations*

*Special purpose vehicles*

*Joint ventures*

*GIE*

11.00 Networking Coffee Break

### 11.30 Fleet Planning

- Types of Fleet Planning

*Start-up airlines*

*Fleet expansion*

*Disposition of aircraft*

*Modification of existing fleet*

- Used or New Aircraft
- Criteria for Aircraft Selection

*Mission requirements*

*Aircraft size*

*Financial considerations*

*Spares provisioning*

*Optimum life of aircraft*

*Manufacturer technical support*

- Aircraft Commonality
- Aircraft Conversions
- Aircraft Completions

13.00 Networking Lunch

14.20 **Regulatory**

- Operations

*Nationality and registration*

*Traffic rights*

*Code sharing*

*Alliances*

*Codes and designators*

*Slot allocation*

*Licencing of personnel*

*Aircraft documentation and records*

- Safety

*Type certification*

*Airworthiness certification*

*Bilateral airworthiness agreements*

*Maintenance manuals*

*Air Operator's Certificate (AOC)*

*Aging aircraft*

*Safety boards*

*LATA operational safety audit*

*Unsafe foreign operations (Blacklisting)*

15.30 Networking Coffee Break

16.00 **Defaults and Remedies**

- Defaults
- Remedies
- Arbitration and Alternative Dispute Resolution
- Workouts and Debt Restructuring
- Bankruptcy

17.00 End of Seminar

## SEMINAR LEADER

### **Dr. Donald H. Bunker, Managing Director, Donald H. Bunker & Associates**

Donald H. Bunker is a Canadian, practising in Dubai, United Arab Emirates. Prior to 1995, Dr. Bunker was the Aerospace Partner of the Canadian law firm, Ogilvy Renault, with whom he was associated for over thirty years, specialising in international commercial and aerospace law and representing clients such as the Royal Bank of Canada, Air Canada, Emirates, Air Mauritius, Aeroflot, International Lease Finance Corporation, Bank of Montreal, and many other well known financial institutions, airlines, leasing companies and manufacturers. Some of the other aspects of his career are as follows:

- holder of an economics degree and three law degrees, including a Doctor of Civil Law degree from McGill University (aerospace finance law);
- currently serves as a Professor of Law at the McGill University Institute of Air and Space Law, Montreal teaching aerospace finance law (over 20 years);
- served as a visiting professor in the International Aviation MBA Program of Concordia University, Montreal (10 years);
- conducts regular courses on Aircraft Financing for the International Air Transport Association (IATA) annually in Geneva (May) and Montreal (August) and;
- regularly participates as a guest lecturer at numerous universities, institutions and conferences on aviation finance law;
- is a member of:

Quebec Bar Association

American Bar Association

International Bar Association

Academy of Transport of Russia

The Royal Aeronautical Society (Fellow)

Aviation Working Group Legal Panel (Retired)

Editorial Board of the McGill Annals of Air and Space Law;

Aviation Law Association of Australia and New Zealand

Member of Centro de Investigacion y Difusion Aeronautico – Espacial (Uruguay – 1992)

International Institute of Space Law

Middle East Business Aviation Association (MEBAA)

- former trustee of the Dubai International Arbitration Centre (Dubai);
- aviation counsel to Stikeman Elliott LLP, an international law firm based in Canada (retired); and
- director of various corporations including Airclaims International Inc. and past director of Volvo Canada Limited, and CIAF Leasing Limited (an affiliate of Egyptair).



**Donald H. Bunker & Associates**

**Aerospace Law**

The Firm of DONALD H. BUNKER AND ASSOCIATES was established in Dubai, United Arab Emirates in 1995 as the only aviation law firm in the Arabian Gulf. The Firm specializes in international aerospace legal consultancy and regularly provides aviation legal advice to local and international private, corporate, commercial airline and government clients in connection with, primarily, the sale, purchase, lease and finance of new and used aircraft (fixed wing and rotary) and has extensive experience in both the legal and financial aspects of such activities. The Firm has the capacity to negotiate an entire legal, financial and technical package dealing with, and co-ordinating, airframe and engine manufacturers, financial institutions, government support agencies such as the United States Export-Import Bank and their respective lawyers.