



9th Annual
Aircraft Records

Thursday 14th May 2020
Dublin, Ireland

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AGENDA

Moderator: Alan Phelan, Founder & CEO, APTN

9.30 Registration

10.00 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Alan Phelan, Founder & CEO, APTN

10.10 The importance of aircraft records and how they can be safeguarded

Michael Bradshaw, Technical Records Manager, Willis Asset Management

10.40 Topic TBC

Rachel McKay, Aircraft Expert Witness, KAYWAY.AERO & President, German Aircraft Appraiser Organization

11.10 Networking Coffee Break Sponsored by



11.40 Aircraft leasing: Technical issues

Bryson Monteleone, Senior Advisor to Aviation Finance Advisory Services, PwC Ireland & Chairman, ISTAT Appraisers' Program

12.40 Networking Lunch Break

13.40 Airline redelivery readiness insights and how to proactively partner with airlines for a smooth on time aircraft redelivery

Ben Whelan, Founder & CEO, Shannon Technical Services

14.10 Historic aircraft records and archiving

Andrew Wilkins, CEO, Compass Aviation Services

14.40 The coronavirus crisis affirms that the new rules of the (Caribbean) Netherlands are needed to repossess risky foreign registered aircraft and their records

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

15.10 Repossessing aircraft records

Jan Bosak, Counsel, Senior Counsel, Clover Aircraft Leasing Company

15.40 Concluding Remarks

SPEAKERS

Michael Bradshaw, Technical Records Manager, Willis Asset Management

Since completing a BSc in Transport Management in 1999 at Swansea University, Michael has gained over 20-years aviation industry experience working for FLS Aerospace, British Airways, MS4, TUI and now in his current role as Technical Records' Manager at Willis Asset Management (Formerly TES Aviation)

Michael and his team are responsible for management of the day to day operations of the 300 +WLFC portfolio and also support the requirements of the Consultancy and Part 145 engine maintenance services divisions.

Experienced in all aspects of aircraft documentation such as, Life Limited Parts Back to Birth compilation (Engines and Landing Gear), components, mid-lease inspections, aircraft and engine transitions and pre-purchases.

Currently, he is initiating continuous improvement developments in engine-documentation; not just within Willis Asset Management Ltd but also for its major clients and customers.

Bryson Monteleone, Senior Advisor to Aviation Finance Advisory Services, PwC Ireland & Chairman, ISTAT Appraisers' Program

Bryson has over 20 years' experience in the commercial aviation industry. With an extensive background in commercial aviation finance, specifically aircraft appraisal and valuation, lease advisory, aircraft technical consulting, and aircraft remarketing.

Throughout his career Bryson has worked closely with, and advised - airlines, aircraft leasing companies, aircraft manufacturers, governments, rating agencies, institutional and alternative investors, and banks. As a Subject Matter Expert (SME) on aircraft finance, leasing and valuation, he is requested frequently to brief and provide advisory to investors that are looking to deepen their aviation exposure and better understand aircraft values, maintenance forecasts and market dynamics.

As an ISTAT Certified Senior Appraiser, Bryson has provided both valuation and technical due diligence assistance to both buyers and sellers of aircraft, including current market appraisals and on-site physical inspections of the aircraft and associated records, along with end of lease and return condition analysis in conjunction with an operating lease.

Earlier in his career Bryson was heavily involved in valuing and appraising many of the larger Enhanced Equipment Trust Certificate (EETC) and Asset Backed Securitization (ABS) projects for the capital markets, as well as providing intrinsic valuation advisory for OEMs, leasing companies, hedge funds, banks airlines and institutional investors.

During the down cycles Bryson worked closely with the institutional investor and banking communities as they looked to liquidate and restructure aircraft defunct portfolios, in this role he was appointed aircraft remarketing agent where he successfully sold and placed a fleet of regional aircraft on behalf of a large insurance company. He also managed the sale of a secured interest in a portfolio of aircraft while the fleet remained on-lease at a US flag operator.

Bryson remains a visible member of the global aviation community as he continues to speak at conferences and teach workshops worldwide. He has also been interviewed several times by leading media outlets such as: CNN, Bloomberg Television and Radio, NPR, along with leading publications such as Euromoney's Airfinance Journal, Airline Economics, and Businessweek.

Bryson currently serves as the Chairman of the ISTAT (International Society of Transport Aircraft Traders) International Appraisers' Program (IAP) and a member of the ISTAT Board of Directors.

Expertise in an aircraft finance/aviation consulting capacity includes:

- Certified as a Senior Appraiser by the International Society of Transport Aircraft Trading (ISTAT) after qualifying to take and pass a series rigorous examination on the technical, financial, and ethical standards of appraising commercial aircraft/engines. One of only 25 Certified Appraisers, worldwide, to earn the "Senior" designation
- Have conducted the on-site technical inspections of aircraft, as needed, in conjunction with performing of appraisals – including review of maintenance records, aircraft and engine condition

- Modeled individual aircraft for maintenance status of airframe and engines in order to monetize current and future condition at lease-end (Fly-Forward Analysis)
- Provided distressed debt modeling and collateral analysis to institutional investors exposed to US airlines restructuring through bankruptcy, specifically addressing selected Pass Through Trusts Certificates (PTCs) in default
- Supported and managed airline Sale/Leaseback aircraft financing campaigns, including technical analysis and lease negotiations
- Has conducted credit analysis and review of airlines for investors, clients and rating agencies – including the analysis of financial results, operational performance, benchmarking of industry metrics and overall market assessment
- Assisted in airline start-up by opining on business plans, fundraising for fleet acquisition/lease, and general plan analysis
- Assessed fleet disposition strategies for major flag carriers looking to remove specified fleet types
- Sourced aircraft on behalf of clients looking at growing their fleets or moving to another aircraft type
- Analyzed general industry trends with regards to overall fleet movement/disposition, and market trends
- Remarketing of commercial aircraft for sale and/or lease

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



The Aviation Smart Business Network



Ahuah! Skyline® believes in connecting the Aviation Industry. We Believe that finding project support and technical services should be as simple as a swipe and click. We believe in reducing time wasted in engaging with potential service providers, we believe in increasing the cost effectiveness of accomplishing your project objectives. Whenever & wherever you need them.

Ahuah! Skyline® believes in creating opportunities for all. We believe that all service providers, small and large, should have equal opportunity to showcase their capabilities to the global aviation community. We believe in reducing the stress associated with long term travel and increasing service provider safety. We believe in providing the best tools to promote health, wellbeing, safety, technical and project excellence. whenever and wherever you need it.

Ahuah! Skyline believe in building connections, trust, and aiding increased agility and adaptability to meet your project needs, whether as a project sponsor, with an Airline, Lessor, MRO, or other project lease. Or, as a service provider looking to serve your client to the best of your ability.

We believe in freedom to act independently and find the path that best suits you. We simply facilitate that connect. No management fees. just pure two-way communication.

Ahuah! Skyline is a mobile application developed by Jacob Flamberg, Founder and CEO of Ahuah! Services. An aviation consultancy company based in the UK and Mexico founded in 2005, Ahuah! Sjyline® leverages "Progressive Web App" (PWA) technology which brings adaptability and flexibility and allows us to deploy what we call "The Aviation Smart Business Network" on any platform or operating system, quickly and reliably. This provides this application with an advantage over normal "native" application development and deployment.

Since our launch we have built a network of over 100+ service provider listings on every continent in the world, all standing ready to support your project or operational needs. There service providers cater to Airlines, MROs, Lessors, and other service providers alike, and we're building the network in a diverse array of categories including:

- Individuals: Fixed and Rotary Aircraft Technical Consultants, Contract Mechanics and Flight Crew, Airline Operation, Management and Quality Management Consultants, Regulatory Representatives (DAR/DER).

-Company Services: Aircraft Painting, Airworthiness Services, Approved CAMO, APU Services, Asset Management Services, Aviation Law Services, Avionics Services, Borescope Inspectors, Full Service Consultancy Companies, Component Brokers, Component Repair Agencies, Design & Engineering Services, Document Digitization & Management Services, Engine Repair Services, Flight Operations and Ferry Flight Services, Ground Handling Services, Landing Gear Services, Laboratory Services, Base & Line MRO Services, Metal Workers & Structural Engineers, Parking & Storage, Part-Out Services, Placards & Decals, Quality Management Services, and Training Services. And, we always willing to adapt to increase the network scope as the industry evolves.

Ahua! Skyline® arranges these services by service type and location and makes them searchable by country, city and skill type. allows the service buyer to easily identify the best provider for their project requirements. Further the application allows for added and enhanced service information and media, and most importantly, INSTANT multimodal contact DIRECTLY from the app to the service provider via telephone, email, social media or traditional website.

Ahua! Skyline asked the industry and we believe in standing by the results of our findings Therefore, whatever your level of need or ability we provide options for everyone. Multiple service listing and user search options are available. From FREE search options and FREE service listing options to Premium listings and enhanced multi-level search functions at very competitive one off, monthly and annual subscription rates, all less than \$50 USD. The industry spoke, we listened. As we say, We Believe in creating connections, not profit, and we stand by that.

To that end Ahua! Skyline® believes in supporting the charity through the power of Aviation. Therefore 50% of all Individual and Company Service Listings are donated to two aviation charities: Fly2Help and Wings of Hope, helping disabled children in the UK with the power of flight, and providing International aid reaching remote communities through aviation.

Finally, Ahua! Skyline® also provides a marketplace for product developers and vendors to showcase their products to the global aviation community to be freely viewed and contacted for more information thereby increase possible sales & marketing channels.

Wherever you are, whatever you do, whatever you need whenever you need it, remember, We Believe in Aviation, We Believe in The Aviation Smart Business Network, We Believe in Ahua! Skyline® We look forward to welcoming you onboard!

Jacob S. Flamberg MSc.

Founder & CEO

Ahua! Skyline®

#WeBelieve

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visit our website: meton.skies.com

Meton Skies Aviation Services Ltd is an Aviation Technical consulting organization.

Our Company offers first class aviation management techniques and consultancy services for:

- Aircraft inspection & audits,
- delivery & re-delivery support,
- technical representation,
- maintenance planning,
- training, and
- Part 145 – CAMO consulting.

The Management Team are aviation professionals, each with more than 35 years of experience in all aspects of Aircraft maintenance, including Line and Base.

Our Team of Specialists consists of dynamic, motivated and experienced professionals whose objective is to respond to and exceed customer expectations.

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.

Respecting the customers' individual needs Meton-Skies strives to support them to provide a solution

adapted to their specific company environment and are always committed to create a strong and lasting relationship with them by providing a High Standard professional service. For additional information on the Services provided by Meton please visit our website, metonskies.com

The Meton-Skies Team

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Aeromutlu Aviation Services is an independent Aviation Consultancy Organization founded by Cengiz Armutlu, who has almost 30 years of experience in Aviation Industry. Aeromutlu Aviation Services is on duty with its worldwide experienced pool of Aviation Consultants and cooperation partners for the client projects.

The Founder and Senior Consultant Cengiz Armutlu has started his aviation career in 1991 as a licensed Avionic engineer and worked more than 17 years actively in the Line and Base maintenance of Istanbul Airlines, Pegasus Airlines and Lufthansa Technik AG. He holds an EASA Part 66 Cat A/B1/B2/C License and qualified for B737CL/NG and A320 Family aircraft. Moreover, he undertook studies in industrial engineering to strengthen his aviation skills from a management, organizational, and commercial perspective and graduated from the University of Applied Sciences Wiesbaden (now University of Applied Sciences Rhein Main) in 2007 as an industrial engineer (Diplom Wirtschaftsingenieur). Cengiz subsequently undertook a role as Senior Project Manager in the Aircraft Transition department within LHT, thereby managing many internal and third-party client aircraft transition projects until 2014. Cengiz then became a technical operations fleet manager for LHT Maintenance International GmbH, serving as the Fleet Manager and Head of the Maintenance Planning, Archive, and Warehouse departments in Bangkok for a client Airline that operated 30 aircrafts. Cengiz switched companies at the end of 2017 and became the Accountable Manager of Azurair GmbH and its Part 145 organization. After the liquidation of Azurair GmbH in May 2019, he decided to use his many years of aviation experience to establish his own business, Aeromutlu Aviation Services.

Aeromutlu Aviation Services with its Professionalism, Flexibility, Reliability and Solution Orientation providing his services to the 100% satisfied customers whenever and wherever our clients need us. We are in charge of lessors, operators, Investors, other consulting companies, MROs, CAMO organizations etc. with our long year experienced consultants.

We can help the clients around the clock and wherever they need us with our customer tailored support services such as but not limited:

- Aircraft Transition Services for Operators and Lessors, we provide aircraft transition support to both operators and lessors through a variety of technical assistance services, such as pre-purchase/lease assessment, physical inspection, record review, transition layover representation, and/or transition project management, to ensure that the client has a smooth and cost-effective transition period.
- Aircraft Document Inspection, Sorting and Scanning, we provide, with our mobile team, high-quality documentation services to the client as needed, with the documentation sorted, scanned, and delivered to the client in the requested format, thereby reducing the stress and costs during aircraft transition or operation.
- Aircraft Physical Inspection and Reporting for pre purchase, prelease or as lease midterm Inspection.
- Aircraft Base Maintenance Representation for the lease In/return layover, Routine Maintenance Checks, Paint Layovers, Modification layovers etc.



- Aircraft Delivery Support for new or used Aircraft, assisting the clients such as such as physical inspections, test/demo flight attendance, borescope inspection witnesses, MPA run witnesses, and record reviews, to ensure regulatory or contractual compliance, and report any identified issues or risks to the client. We also assist the client during the technical acceptance negotiation
- Project Management / Interim Management, we provide experienced Project Managers / Interim Managers for any kind of clients' project and support them to achieve the goals with ensuring that the defined scope, project goals, timeframe, desired quality, and budget of the project are met. Aeromutlu Aviation Services are ready to listen customers' needs and find a proper solution which brings them to the success. We are in charge around the clock for our clients whenever and wherever they need us.

For more Information contact us via www.aeromutlu.com and follow us via LinkedIn www.linkedin.com/company/aeromutlu-aviation-services, Twitter www.twitter.com/AeromutluS and Facebook www.facebook.com/AeRoMUTLU