



*11<sup>th</sup> International*  
**Aircraft Repossession**

Wednesday 13th June 2018  
London, UK

*Hosted & Sponsored by*

WATSON FARLEY  
&  
WILLIAMS

## AGENDA

**Moderator: David Chamberlain, Senior Associate, Watson Farley & Williams**

8.30 Registration & Networking Coffee

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**9.15 Welcome Remarks**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

**Opening Remarks**

*David Chamberlain, Senior Associate, Watson Farley & Williams*

**Session I: Preparing for a repossession - Legal considerations**

**9.30 Legal aspects of aircraft repossession**

*Senior Representative of Watson Farley & Williams*

**10.00 Repossession and insolvency issues**

*Stephen Parker, Partner, Watson Farley & Williams*

**10.30 Caselaw study - Duties of secured parties**

*Jane Huxley, Professional Support Lawyer, Watson Farley & Williams*

11.00 Networking Coffee Break

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**Session II: Carrying out a repossession - Practical considerations**

**11.00 Securing aircraft assets**

*Jan Bosak, Counsel, Ping An Aircraft Leasing*

**12.00 Lessons to be learnt from aircraft repossessions**

*Gary Crichlow, Director, Tirith Risk Management*

**12.30 Technical challenges during an aircraft repossession**

*Roland McKay, Aircraft Expert Witness, kayway.aero*

13.00 Networking Lunch

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14.00 **Aircraft repossession in emerging countries**

*Yves Lavigne, President, World Assets Transition (WAT)*

14.30 **How the oldest Sheriff's office in the world protects the aviation industry**

*Claire Sandbrook, CEO, Shergroup*

15.00 **Aircraft remarketing after a repossession**

*Ben Jacques, Marketing Director, WNG Capital*

15.30 Networking Coffee Break

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### **Session III: Panel Discussion**

16.00 **Panel Discussion**

- Repossessing different asset types
- Risk management issues
- Planning for a repossession
- Maintaining and storing repossessed aircraft

*Scott Symington, Head of Sales, Elix Aviation Capital*

*Other Speakers to be confirmed*

17.00 Closing Remarks

*David Chamberlain, Senior Associate, Watson Farley & Williams*



## SPEAKERS

### **Jan Bosak, Counsel, Ping An Aircraft Leasing**

Jan Bosak is the Counsel of Ping An Aircraft Leasing Company Limited. As General Counsel and Chief Compliance Officer of Elix Aviation Capital Limited he supported the growth of the start-up company Elix to a scalable platform with a portfolio of 76 aircraft and a head count of 40 employees. Before that he was Director Legal at AWAS and Associate at Clifford Chance. Jan is a guest lecturer at Ghent University (Belgium), Maastricht University (The Netherlands) and Dublin City University Business School (Ireland) who has published extensively in academic and popular papers. He holds a PhD, a Master of Comparative Law and a Master of Business Law and Taxation from the universities of Frankfurt, Adelaide and Mannheim. In spite of his academic achievement he is a commercially-minded lawyer with a can do attitude. He has worked on 32 aircraft arrests and repossessions (including hostile repossessions in Russia, Macau, Armenia and Romania).

### **David Chamberlain, Senior Associate, Watson, Farley & Williams**

David is a senior associate in the Asset Finance Group at Watson, Farley & Williams.

David's main focus is on aircraft finance, leasing and sale and purchase involving commercial aircraft, business jets and helicopters. He advises financiers, owners and operators on a range of domestic and international asset finance transactions as well as on general commercial matters, aircraft interior cabin completions and aircraft repossession.

In the course of his career he has gained transactional experience with a diverse range of assets types including real estate, luxury yachts, rolling stock and aircraft.

### **Gary Crichlow, Director, Tirith Risk Management**

Gary Crichlow obtained his bachelor's degree in Aeronautics & Astronautics from the Massachusetts Institute of Technology in 1996, and his MBA from the University of Miami in 2004. His career in aviation finance started as an analyst and project manager at aviation consultancy Ascend (now part of Flightglobal), advising clients on a diverse array of projects from aircraft appraisals and market analysis to global aircraft forecasting. Gary then moved into aircraft asset management for two major aircraft financiers, bridging the critical gaps between an aircraft's theoretical appraised value on paper; the reality of its physical condition in the hangar; and - most crucially - the financier's appetite, discipline and expertise to take appropriate action in line with its strategic aims. Gary recently started Tirith Risk Management Ltd to provide advisory services in the aircraft finance sector, specifically around aligning financier strategy, resource and documentation to be able to respond appropriately to the information provided by technical, valuation and legal expertise.

Having sat on hundreds of aircraft finance transactions at the nexus of the various legal, technical, commercial and risk stakeholders (both external and internal), Gary is well-versed in understanding and accommodating the different perspectives and interests that each actor brings to bear, and in overcoming the obstacles to getting the deal agreed and signed off.

### **Ben Jacques, Marketing Director, WNG Capital**

Ben is the Marketing Director for WiNG Capital, a 50+ aircraft Lessor. In the role since 2014, Ben has a strong track record in aircraft asset management and aircraft marketing having been Commercial Manager at aviation consultancy IBA Group since 2010. Prior to this, Ben was a Leasing Specialist at Air Partner in the UK, before being promoted to Group Quality Manager for their 20+ worldwide offices. Ben is also a qualified aircraft dispatcher and load controller having started his career with BMI at London Gatwick in 2000.

### **Yves Lavigne, President, World Assets Transition (WAT)**

Yves is the founder of World Assets Transition (WAT). In 2000, he started his career with Swissair and Swiss where he served as Freighter Manager and Director of Fleet Remarketing where he focused on Aircraft wet lease and capacity management and on Aircraft Lease Agreement & Remarketing Activities. In 2004, he joined the Aga Khan Fund for Economic Development as consultant where he

was in charge the Aviation Affairs of the West African Airlines and part of the startup management team of a national carrier.

In the meantime, he set up a REGIO LEASE where he developed innovative solutions regarding Aircraft Registrations, Export and Recovery along with some Repossession Projects Management requiring tailored made solutions.

In 2012, Yves joined World Assets Transition (WAT). Yves is focused on bringing experience to innovative projects in emerging markets and he enjoys providing turnkey solutions related to assets transition. He also provided strategic advisory regarding implementation of companies and aviation solutions in areas of conflict.

Yves holds a Master Degree in Air Law and Air Transport Economics and is involved in master program where he provides lectures regarding Airline Start Up and Air Transport Regulations.

### **Roland McKay, Aircraft Expert Witness, kayway.aero**

Roland McKay graduated from the Commercial College and then went on to study at the Lufthansa Technical School and is since 1975 a licensed aircraft maintenance engineer. He worked in Airline Line and Base Maintenance. After his service in the Naval Aviation he studied Business Economics. Mr. McKay holds a valid EASA & FAA pilot license and is certified in diverse Aeronautical Technologies. He joined Airbus Industrie ensuring worldwide, on-time availability of Spare Parts and Ground Support Equipment (GSE). In 1985 Mr. McKay took the position of Finance Controller at Airbus supporting the fulfilment of Airbus spare part sales contracts in Africa, Middle East and the Far East. Leaving the aviation industry Mr. McKay took responsibility as a Managing Partner of a management consulting firm looking after the group's subsidiaries. Afterwards he returned to the Aviation field and was the Accountable Manager for a Continuing Airworthiness Management Organization, respectively is Managing Director of an Aviation Technical Consulting Services based in Switzerland. He is a member of the EBAA, GBAA and a member of US and German Aircraft Appraiser Association. Mr. McKay is court surveyor for aircraft value assessment, a publicly appointed Sworn Aircraft Expert Witness for aircraft above 5.7 t, on the authority of the Hanover Chamber of Industry & Commerce.

### **Claire Sandbrook, CEO, Shergroup**

Claire Sandbrook is a practising UK attorney of 26 years. She has been involved with the enforcement of court judgments all her working life which extends to 35 years in and around enforcement professionals.

She began work for Burchell & Ruston (the 6th oldest recorded law firm in London) in 1980 and progressed to partner by 1989 having completed her professional training with the support of her mentor, Alastair Black, CBE, DL who was the Under Sheriff of London.

Under his wing, she learnt the strategies and procedures which have made her corporate group one of the leading enforcement teams in the UK.

On Alastair's desk was a model aircraft which he had seized in 1977 and which had belonged to East African Airways. He was the first person in the UK to seize a commercial aircraft to compel payment of an order of the High Court in London.

Building on all this experience, and turning the law firm into a corporate brand, Shergroup, Claire has built up a formidable reputation as an authorised High Court Enforcement Officer, who will impound and then leverage payment from a variety of assets

She has written two volumes of Halsbury's Laws of England along with six other leading texts on the subject of enforcement and debt recovery and lectures and speaks about her experiences to instil confidence in people using the UK courts to enforce their judgments.

She is now building the Shergroup brand in the US and further afield in its related security division.

### **Scott Symington, Head of Sales, Elix Aviation Capital**

Scott is Head of Sales at Elix Aviation Capital Limited, a specialist regional turboprop lessor. Elix's world-class platform is uniquely positioned in the regional turboprop leasing market and has built a diversified lease portfolio of high quality turboprops with an attractive and varied group of lessees, across a highly diversified range of jurisdictions and credit profiles. Scott's wide ranging remit includes customer relationship management and leading the Commercial Solutions Team to develop, negotiate and execute workouts of defaulting leases through to management of enforcement and



repossessions. Scott has a 30 year career in commercial aviation spanning the four key sectors of OEM, Airline, MRO and Leasing. Starting as an apprentice with British Aerospace before moving into sales and commercial roles, he went on to be part of the management team of Olympic Air, Europe's largest ever start-up airline, and, prior to joining Elix, developed and implement the aircraft leasing support strategy at UTC Aerospace Systems. Scott holds an Executive MBA from the University of the West of Scotland.