

MANAGING TECHNICAL ASPECTS OF A LEASED ASSET TRAINING SEMINAR 11 June 2019

This one day seminar will discuss the growing role of aircraft and engine leasing to worldwide airline's fleets with an in-depth look at the maintenance issues and trends in technical aspects of aircraft leases. It will provide a practical look at the difficulties and challenges of maintenance issues including how to estimate the right reserve rates for airframes, engines, property defining "Overhaul" & "Shop Visit". The seminar will encourage interactive debate and will include the various perspectives of those key personnel involved in the industry who have an in-depth hands-on knowledge and experience to enable the participant to gain a better grasp of the Technical Aspects of a leased asset.

08.00 Registration & Tea/Coffee

09.00 **Introduction & Welcome**

Moderator: Marian Pistik, Head of Asset Management, International Airfinance Corporation

09.05 **Aircraft Lessor Processes & Developments**

Dax Biesbrouck, Manager Portfolio Development, Arena Aviation Capital

Focusing on initial Lease Agreement, establishing Terms and what happens during the lease.

- Why lease? An overview of the financial aspect
- Recent trends and developments
- Understanding of Lessee and lessor Roles
- Half life vs full life concept / during the lease and at redelivery
- Case study/Lol review and negotiations

10.00 **Mid Lease Inspections & Compliance**

Chris Water, VP Sales, Marketing & Business Development, SGI Aviation

- Aircraft checks and Maintenance Planning
- Aircraft Lease Cycle & Maintenance cycle
- The essence of aircraft records
- Inspections and compliance.
- Complications & Challenges

10.50 Refreshment break

- Readiness for redelivery

11.20 **Key Technical Aspects for Airframe and Engines in an Aircraft Lease**

Steve Bentley, SAS Director of Standards—EASA Regulatory Compliance, Sofema Aviation Services

- Aircraft Maintenance Programme (AMP), Maintenance Planning Document (MPD) Customisation, variation in utilisation

- Monitoring ADs & SBs
- LLP parts traceability and cost
- Certification of Repairs & Modifications
- DER repairs and PMA parts

12.20 Luncheon

13.20 **Engine Maintenance Management**

Alan Downey, Director, Technical Services, Willis Lease

- Lessor & Lessee & OEM maintenance philosophies—how they differ
- OEM life-based maintenance arrangements
- Redelivery issue and compensation
- Engine LLPs and stub life

14.15 **Cost Escalations and Forecasting Costs**

Graeme Cricket, SVP & Head of Technical, Sumisho Aero Engine Lease BV

- Maintenance cost forecasting Methodology
- Escalation trends and practice
- Engine workscope optimisation
- Material selection—serviceable used material vs ne material

15.10 Refreshment Break

15.30 **Lease Lifecycle Compliance**

A focus on redelivering the aircraft back to the lessor at the end of the lease.

David Aher, MD, Tuscar Aero Consulting

- Stakeholders in the leasing life cycle
- Redelivery management
- Redelivery: some practical examples

16.20 **End of Life Issues/Fleet Support for Aircraft Spares**

David Rushe, Sales & Marketing Manager, Magellan Group

- Value in Airframe, Engine & other components
- Redelivery compensation/upsy-downsny
- Release or part-out
- **CASE STUDY**

17.15 Seminar concludes

MAINTENANCE RESERVES TRAINING SEMINAR 12 June 2019

End of Lease Compensation & Power by the Hour Arrangements

08.00 Registration: Tea/Coffee

08.50 **Welcome**

Moderator: Philippe Lienard, CEO, Aelis Group

09.00 **Introduction & Overview**

An overview of MR's & EoL Compensation for Airframe, Engines, APU, Landing Gears and Thrust Reversers

David Louzado, Principal Consultant—Aircraft Advisor, ICF International

- Maintenance Reserve Theory
- Security for Lessors and Lenders
- Maintaining full life concept
- Compensation towards post lease events
- Lessee perspective

09.50 **How to Set Maintenance Reserves (Methodology)**

Alan Robinson, MD, ALM

- Calendar, On-condition, Power-by-the hour
- Airframe
- APU; Landing Gear
- Thrust Reversers
- MR Calculation
- Case Study

10.45 Refreshment break

11.10 **Engines—MR's and Power by the Hour**

Colin Short, Head of Technical Services, Aviation, Investec Bank

- Engine Performance Restoration rate & operation profile issues
- Engine LLP's Reserve Rates
- Engine De-Rate

- Shop Visit Cost cycle & Impact on Reserve Rate
- Engine Overhaul cycle
- Engine Technology cycle impact
- Engine maintenance management impact
- OEM Total-Care packages and impact on operating leases
- Engine Total-Care packages— Impact for Lessors & Lessees (Tripartite Agreements)

12.00 **Maintenance Reserve Draw-Down and EoL Compensation**

Aoife Fennell, SVP Technical, ELFC

- Qualifying events
- Claim auditing – applicable tasks and exclusions
- Reconciliation of man hours and costs
- Managing the process
- EoL Compensation

13.00 Luncheon

14.00 **Maintenance Reserves & EoL Compensation— Discussion Panel**

Graeme Crickett, SVP & Head of Technical, Sumisho Aero Engine Lease BV
David Curran, VP Powerplant and MR, Macquarie AirFinance
Tomas Urminsky, Technical Director, Aelis Group

14.45 **Financial Relationship between the Redelivery Conditions and Lease Term Duration**

Rob Watts, MD & VP Financial Solutions, Aerotask

- Return Conditions 'buy outs'
- Premature heavy maintenance
- Waste of Life

15.20 Refreshment break

15.45 **Legal Considerations**

Paul Briggs, Partner, Bird & Bird

- 2 Case Studies on legal aspects relating to Technical Issues. Practical examples of Maintenance Reserves & Re-delivery.

16.20 **Airline Perspective**

Iain May, Partner, PA Consulting

17.00 **Seminar concludes**