

SCHOOL 2018

Running for the seventh time, our UK School of Corporate Jet Finance 2018 is a unique two-day intensive residential course for anyone that wants to understand aircraft transactions in depth.

The intimate course is taught by an expert faculty and the fee includes accommodation, meals and course materials.

Past attendees include: financial institutions, operators, charter brokers, trust companies, law firms, aircraft brokers and many others.

The School of Corporate Jet Finance uses a mixture of discussion and (very) interactive case studies taking attendees through the whole process of buying, financing, repossessing and selling an aircraft.



“The courses were very detailed and the speakers had a huge wealth of experience that made each class very rich

- Adedayo Olawuyi, EAN Aviation

“An excellent course with something for everyone. I learnt a huge amount of information fast”

- Mark Bisset, Clyde & Co

“Excellent team and organisation, very useful”

- Rosina Rubi, Paisajes Gallegos, SL

“Great experience! Content was very detailed with practical examples. I would recommend the UK School to anyone wanting to learn more about business aviation”

- Katrina Abela, GVZH Advocates



How will the course assist you?

Led by a specialist faculty of business aviation experts – who lead transactions every day – the interactive course will use practical examples and case studies to give you knowledge and understanding you can use to get deals closed.

- Gain an insight into what determines aircraft values.
- Understand the fundamentals of the sales process – with a special case study on negotiating and structuring a letter of intent.
- Review the practicalities of aircraft registration and insurance.
- Develop a thorough understanding of risk management – including a focus on residual values and asset management.
- Understand fiscal regulations that apply to business aircraft.
- The residential course will give you opportunities to network and make new business contacts in a relaxed environment.
- Over the two days the faculty will be on hand to answer your questions and to give you detailed insight into specific topics that are relevant to your business – without paying an hourly rate.



About the venue

Wotton House is a prestigious country house hotel and an extraordinary setting for breaks, conferences, training, weddings and events. This leading venue in Surrey is 10 minutes from junction 9 of the M25 and close to Gatwick airport.



HOW TO BOOK

ONLINE: www.corporatejetinvestor.com/uk-school-2018

BY EMAIL: ivie@corporatejetinvestor.com

BY POST: Please return the attached booking form to -

Corporate Jet Investor, Hartland House, 45 Church Street, Reigate, Surrey, UK, RH2 0AD

BY PHONE: +44 (0) 1737 844 383 | +1 (0) 800 757 8059

About Corporate Jet Investor

Corporate Jet Investor is dedicated to aircraft and (helicopter finance) and transactions. We help buyers evaluate different aircraft, understand how to get a transaction closed, and help them find the right financiers, brokers and legal advisers. We help financiers and dealmakers analyse asset, credit, jurisdictional and other risks and discover new market opportunities as well as keeping up with changes in this fast moving, global industry.

Written by award winning financial journalists and leading market experts, our subscribers include banks, funds, specialist financiers, manufacturers, lawyers, family offices, high net worth individuals and corporates. With over 50,000 readers each month, www.corporatejetinvestor.com is the first port of call for the world's business jet (and helicopter) buyers and transactors.

MONDAY 2ND JULY

Monday 2nd July

18.00 Welcome drinks and dinner

TUESDAY 3RD JULY

Tuesday 3rd July

08.30 Registration & refreshments

09.00 Introduction to the course

Alasdair Whyte,
Corporate Jet Investor

09.15 Selling aircraft

- What are the key issues that need to be over-come?

Oliver Stone, Colibri Aircraft

10.00 Case Study: Negotiating a Letter of Intent –
Key legal aspects of the sales process

Mark Bisset, Clyde & Co
David Hernandez, Vedder Price

11.30 Morning refreshments

12.00 What factors influence the choice of aircraft registry?

- The aircraft
- Ownership structure
- Use and operation
- Cost and service
- Financing

Heather Gordon,
Martyn Fiddler Aviation

12.45 Lunch

13.45 Importing aircraft into the EU: VAT and other tax issues

- Why VAT is now a key issue
- Different options for importing aircraft
- VAT Considerations

Hugo Jenney,
Stephenson Harwood

14.45 Business jet maintenance 101

James Carroll, JSSI

15.30 Afternoon tea refreshments

16.00 Case study: Valuing a jet

Brendan Lodge, JSSI

18.30 End of first day of course, followed by drinks and course dinner

WEDNESDAY 4TH JULY

Wednesday 4th July

08.30 Refreshments

09.00 Previous day re-cap and questions

09.15 Recent developments in business jet finance

Aoife O'Sullivan,
The Air Law Firm

10.00 The tri-partite agreement between owners, operators and financiers

Derek Watson, Vedder Price
Dave Edwards, Synergy Aviation

- Key issues for negotiation
- The importance of relationships with managers
- Enforcing the tri-partite agreement

11.30 Morning Refreshments

11.45 Debt finance

Mark Bisset, Clyde & Co
Edward Gross, Vedder Price

- The basic structural elements
- Term sheets and aircraft loan agreements
- Security documents

13.00 Lunch

14.00 Business Jet insurance for financiers

Zohar Zik, HFW

Why should financiers care about safety?

- The Vreeland case and other negligent en-trustment case
- Asset protection and residual values
- How can financiers protect themselves
- Contractual provisions Covenants Right to audit Indemnities
- Indirect insurance Hull, war risk and liability What AVN67B/C is and how it works for financiers
- Direct insurance
- Repossession insurance
- Contingency insurance
- TLO insurance Residual value insurance
- Grey charter and criminalisation

15.00 Managing risks: What can go wrong?

David Hernandez,
Vedder Price

15.45 Afternoon tea refreshments

16.00 Case study: Managing a hostile repossession

David Hernandez,
Vedder Price

17.15 Course summary and closing remarks

Alasdair Whyte,
Corporate Jet Investor

17.30 End of course, followed by drinks and dinner at the Wotton Hatch

COURSE FACULTY



**MARK BISSET,
CLYDE & CO**

Mark Bisset is Head of Aviation Finance, Clyde & Co, London.

Mark's experience includes loan and lease financing, operating leases and tax-based leases, export credit finance, and aircraft purchase and trading, in a wide variety of jurisdictions. He also has wide experience of regulatory matters in aviation.



**DAVID
HERNANDEZ,
VEDDER PRICE**

David Hernandez is a Shareholder at Vedder Price and a member of the firm's Global Transportation Finance team.

Mr. Hernandez has considerable experience assisting clients with aircraft transactions, complex government investigations, aircraft, air carrier and part certifications, and enforcement matters (FAA and DOT violations, export controls, hazardous materials and drug/alcohol testing). He frequently advises clients on aircraft purchase/sale agreements, leases, fractional program documents, aircraft management agreements, aircraft use policies, cross-border transactions, personal use of company aircraft and regulatory (FAA, SEC and IRS) compliance.



**JAMES CARROLL,
JSSI**

As Director of Business Development for Jet Support Services, Inc. (JSSI®), James Carroll implements and oversees sales initiatives, develops relationships and promotes JSSI programs and services throughout Western Europe. Previously at JSSI, Mr. Carroll had responsibility for Account Management and advised on financial and contractual problems. Mr. Carroll started his aviation career at BAA Heathrow where he was promoted to Duty Manager of Terminal 4 and then held the position of Crisis Manager for the online travel company lastminute.com.



**HUGO JENNEY
STEPHENSON
HARWOOD**

Heading the firm's tax team for the last 15 years, Hugo is a corporate tax lawyer with significant experience of tax-based structured finance and handling high value tax settlements and litigation. He is a leading tax advisor to shipping, aircraft and rail companies but also advises real estate and investment funds and high net worth families.

Hugo is one of the leading tax advisors to the transport sector having advised the firm's transport and finance client base for many years. During that time he established himself as one of the few authorities on tonnage tax and has advised on more tax-based leases than virtually any other advisor. He also advises on tax structuring of international shipping groups and is an expert on VAT, including on yachts and jets.

Hugo has advised extensively on structuring inward investment into UK real estate. He is a member of the Law Society Stamp Duty Committee and the VAT Practitioners Group.

Through advising owners of various transport-related, real estate and investment funds businesses, Hugo has developed an expertise in advising on asset-holding structures for tax, succession planning and asset protection purposes. This has also involved advising on foreign domiciliary structures and private equity/hedge fund remuneration structures.

Hugo particularly enjoys handling tax enquiries and disputes with HMRC. The most significant enquiries involve very large amounts of tax and require the approval of the HMRC Board and Tax Assurance Commissioner.



**HEATHER
GORDON,
MARTYN FIDDLER
AVIATION**

Heather Gordon is chief legal officer at Martyn Fiddler Aviation. Heather joined the team in 2013 having previously practiced within a leading Isle of Man law firm's aviation practice since 2007. Heather holds graduate and post graduate degrees in law and studied internationally for her MBA.

Coming from an aviation family, Heather is devoted to the industry and has on occasion been described as a 'spotter'. Her enthusiasm is translated into her work and as a result she is often asked to speak at conferences and seminars internationally on Isle of Man corporate and aviation matters



**EDWARD GROSS,
VEDDER PRICE**

Edward Gross has 30 years of experience representing bank-affiliated and large, independent equipment financing companies in all aspects of equipment finance transactions, including documenting, structuring, negotiating, syndicating and enforcing these transactions.

Edward is considered an industry leader in business aircraft and helicopter finance. These transactions vary in structure and include tax and non-tax lease, operating lease and secured loan financing of managed and /or chartered aircraft, fleet aircraft and helicopters operated in various service capacities and engine pools, aircraft operated under fractional and "pay card" arrangements and progress payment, completion and other multi-funding structures.



**BRENDAN LODGE,
JET SUPPORT
SERVICES, INC (JSSI)**

As Advisory Services Manager for Jet Support Services, Inc. (JSSI), Brendan Lodge brings over 25 years of asset finance and business aviation knowledge, skills and experience to the JSSI Advisory Services and JSSI Parts divisions.

Mr. Lodge builds relationships with banks and financial institutions and promotes JSSI's portfolio of services, including the JSSI Asset Monitoring Platform (AMP) and aircraft inspection and value appraisal consultancy services. Mr. Lodge provides additional support to JSSI Parts to assist in the acquisition of aircraft at the end of life for the purpose of tearing down and parting out to support aircraft on JSSI programs.

Previously, Mr. Lodge worked for over 20 years in the UK banking and finance industry with Lombard, part of Royal Bank of Scotland. As part of the Lombard Aviation Unit, he financed aircraft at all levels of the business and general aviation sectors. Mr. Lodge later joined the Icelandic bank, Kaupthing, where he was a key member of the small team that developed and grew their business aviation portfolio. He has a further 8 years of experience with JetBrokers as an aircraft sales broker and played a key role in establishing their European franchise.

Mr. Lodge is Founder and Chairman of The Aviation Supper Club, renowned for its regular business aviation industry networking dinners



**AOIFE O'SULLIVAN,
THE AIR LAW FIRM**

Aoife was admitted as a Solicitor in Ireland in 1997 and England and Wales in 1997. Subsequently she was admitted to the Supreme Court of the Cayman Islands in 2002.

Aoife specialises in business and commercial aviation, military aircraft and civil aerospace. She advises clients on aircraft finance and regulatory issues, including corporate structures, aircraft acquisitions and airline start-ups. She is internationally renowned for her work in aircraft finance and speaks regularly at conferences and industry events.



**OLIVER STONE,
COLIBRI AIRCRAFT**

Oliver is the managing director for Colibri Aircraft Ltd., a private aircraft brokerage and advisory firm based in London. Oliver started with Colibri Aircraft in 2011, after spending the previous 8 years managing the brokerage and advisory unit for a firm in the United States. His focus has been on the international arena, selling and purchasing aircraft for clients as well as advising lenders on asset value protection and repossessions. Having bought and sold aircraft for customers in Asia, South America, Europe, the Middle East and the US, he has a first-hand perspective on different cultures and their approach to private aviation, as well as the demand for such aircraft around the world.



**DEREK WATSON,
VEDDER PRICE**

Derek Watson is a Partner and a member of the firm's Global Transportation Finance team, whose performance led Vedder Price to be named Aviation 100 Law Firm of the Year 2015.

Mr. Watson's broad range of finance experience includes leveraged finance and securitisation, as well as; Aircraft Finance—Counseling and representing banks, lessors, airlines and manufacturers on debt and equity financing, cross-border leasing, export credit agency supported financing and structured financings, such as JOLs and German KG structures and; UK Tax Leasing—Involving various asset classes and general equipment finance.



**ZOHAR ZIK,
HFW**

Zohar is a Partner at the Global Aviation Department of Holman Fenwick Willan LLP. His has particular expertise in advising on aviation finance and leasing transactions, complex commercial contracts and regulatory matters.

Zohar has advised extensively on fleet management issues, such as aircraft procurement, purchase and disposal, operating leasing, sub-leasing, lease novations and amendments and end of lease returns. His aviation finance experience includes sale and leaseback transactions, debt financing, hire purchase and conditional sale agreements, receivables financing and securitisation, including leasing and financing transactions and insurance.