

How to Survive the Aviation Crisis 2010

21 June 2010, Copthorne Tara Hotel, Kensington, London

For Professionals in Aviation Finance

CLE
CREDITS
AVAILABLE

Benefits of attending:

- What are the warning signs?
- What should you be doing/can you do
- Hear what the future holds for the industry
- Hands on practical exercises
- How to manage costs
- What to do in a crisis

Who should attend:

- Lessors
- Financiers
- Lease/portfolio managers
- Airlines
- Lawyers

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A **one day intensive seminar** to look at **practical survival issues** from the current crisis faced by the aviation industry and involved in it. Experienced aviation experts and professionals will offer views on strategies and techniques for surviving the crisis. Hear from the perspective of a legacy carrier, charter/ACMI airline and low cost carrier – of their strategies for survival. Plus there will be practical exercises and a mock lease negotiation to finalise the event.

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Seminar Agenda



08.00-09.00 **Registration/networking/tea/coffee**
Moderator: **Simon Chamberlain**, Partner,
Bird & Bird

09.00-10.15 **Industry Overview**

- What is happening now?
- Where are we in the cycle?
- Which airlines/lessors/financiers are at risk and why
- Is this cycle just like all the others?
- What are the smart survival strategies and who is looking smart now?
- Lease rates, residual values and routes
- Where will the opportunities be?

Bill Cumleridge, Executive Director,
KV Aviation (UK) Ltd

10.15-10.45 **Refreshment Break**

10.45-12.00 **Manufacturer/Financier Perspective**

- How to manage your assets through this crisis
- Warning signs
- Active credit analysis
- Active portfolio management
- Rescheduling deliveries
- Positive manufacturer support
- Future requirements

Toby Iles, **DVB**
Christin Lodberg, Snr Director Customer Finance, **Airbus**

12.00-1.15 **Airlines Survival Strategies**

- What to aim for as an airline
- Which airlines will survive and why
- Low cost/Legacy views
- Charter/ACMI views
- Flexibility
- Managing costs
- Maximising revenue
- Liquidity/financing relationships
- Risk management - getting the best out of your suppliers and contracts

Alan Leeks, Head of Strategic Fleet Planning
Virgin Atlantic Airways
Mike Rutter, Chief Commercial Officer, **Flybe**
Mario Fulgoni, CEO, **Astraeus Airlines**

1.15-2.15 **Luncheon**

2.15-3.15 **How to Resolve Issues**

- Repossession
- Work out/restructure

Carsten Gerlach, VP Aviation Special Projects, **DVB**
Robin Springthorpe, Partner, **Bird & Bird**

3.15-3.45 **Refreshment Break**

3.45-5.15 **Deal Case Study**

- Worked example with audience participation
- Find the errors in example documents
- Mock negotiation – lessor/lessee – with audience participation
- What are the key issues in aircraft lease negotiations. A mock negotiation with audience focusing non-key issues in lease negotiation.

Paul Briggs, Partner, **Bird & Bird**
Toby Isles, **DVB**, **AAM**
Simon Chamberlain, Partner, **Bird & Bird**
Shaun Monnery, CCO/Director of Aircraft Leasing, **Astraeus Airlines**

5.15 **End of Conference**

Forthcoming Events

Maintenance Reserves Training School
13 April, London

Operating Lease Training Seminar
18-20 May, London

Aircraft Asset Management
13-14 Sept, Washington DC, USA

Managing & Transferring Aviation Asset Risk – A Practical Approach
21 Oct, London

How to survive the aviation crisis
For Professionals in Aviation Finance

FEES PER DELEGATE

£695.00 + (17.5%) VAT = £816.63

No. of Delegates _____

Total price _____

PAYMENT METHODS

Payment must be received **before** the event

Bank/Wire transfer** **STERLING**

IBAN No. GB78 NWBK 602205

Swift Code: NWB KGB 2L

Account No. 69358397 Sort Code: 60 22 05
 National Westminster Bank Ltd, 49 High Street, Uckfield,
 East Sussex, TN22 1GW, UK

Bank/Wire transfer** **DOLLARS**

IBAN No. GB47BARC 2023 9746 9044 88

Swift Code: BARC GB 22

Barclays Bank, Poole Processing Centre, Floor 2b, Barclays
 House, 1 Wimborne Road, Poole, Dorset, BH15 2BB
 Account: 46904488 Sort Code: 20-23-97

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Registration Fee – includes conference participation, luncheon, drinks receptions and documentation. **All bookings are deemed binding.**

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Venue

Copthorne Tara Hotel, London Kensington
 Scarsdale Place, Kensington, London W8 5SR
 Tel: 0207 872 2000
 Fax: 0207 937 7100
www.millenniumhotels.com

Attire: Smart casual

Travel & Accommodation

Delegates are responsible for booking and arranging their own transport and accommodation. **Rooms are available at discounted rate of £120 (including breakfast) for single room £130 for double room. Please quote Everest Events when making a booking. Bookings must be made before 23 May 2010 to receive this rate. Reservations tel number 0207 7872 2000**

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