

The Insider's Guide to Private and Corporate Aircraft

09:00 – 09:30: Registration & Tea/Coffee

09:30 – 09:40: Welcome remarks

Aoife O'Sullivan, Partner, The Air Law Firm LLP

09:40 – 10:00: The value of Business Aviation to business and the economy

Aoife O'Sullivan, Chair, British Business and General Aviation Association

10:00 – 10:40: Where to start: Choosing the right aircraft

Moderator: Aoife O'Sullivan, Partner, The Air Law Firm LLP

Trevor Lambarth, Vice President Sales Europe, Guardian Jet

Trevor Esling, Reg. Senior Vice President, International Sales, Europe, Middle East, Africa & ISC, Gulfstream Aerospace Limited

Gilles Gautier, Vice President Sales, Civil Aircraft, Dassault Aviation

Tom Perry, Vice President, Sales Europe, Textron Aviation

- Selecting the right aircraft for your needs
- New versus pre-owned
- Hiring a good broker

10:40 – 11:20: Analysing and documenting the acquisition process

Moderator: Diego Garrigues, Partner, The Air Law Firm LLP

Richard Wittels, Business Development Manager, Aircraft Management, TAG Aviation (UK) Ltd

Nic Arnold, Director, International Private Clients and Head of Luxury Asset Advisory, PWC LLP

- Tax considerations: ownership and operating structure
- Private, business and commercial use – what is the difference and why does it matter?
- Who needs to be involved? Hiring the right team
- Controlling time and costs
- Project managing the acquisition process including registration, tax, insurance, operation and delivery

11:20 – 12:00: Buying versus selling: Key documentation and terms

David Chamberlain, Senior Associate, The Air Law Firm LLP

Maureen Gautier, Associate, The Air Law Firm LLP

- What is the process?
- What are the risks and where does the liability lie?
- Key issues – escrow/ deposit / PPI / programs etc
- Analysis of key documents from the Buyer and Seller perspectives

12:00 – 12:20: Registration/Operation/Management issues

Graham Williamson, Chief Executive Officer & Founder, SONAS Aviation Limited

- Choice of registry
- Understanding the operator's role
- Getting the most out of the operator
- How do operators add value?

12:20 – 14:00: Buffet lunch



The Air Law Firm

14:00 – 14:40: Interiors/design changes and interior completions

Moderator: David Chamberlain, Senior Associate, The Air Law Firm LLP
Jim Dixon, Director, Winch Design Limited

- How to add a personal touch to an aircraft and whether it is wise
- Key milestones and managing expectations
- Complex completion processes, timing and impact on entry into service
- What happens to the warranties during the completion?
- Liability and risk, including tax exposure
- Issues to look out for

14:40 – 15:20: Bizjet finance

Moderator: Aoife O'Sullivan, Partner, The Air Law Firm LLP
Ian Halliday, Banking Division, Aviation Sales Director, Close Brothers Aviation and Marine
Simon Davies, VP Sales, UK, Middle-East and India, Global Jet Capital
Johan Blitz, Managing Director Head Corporate Aircraft Finance, UBS AG

- Overview of the different finance structures
- What security do financiers typically require?
- Alternative sources of finance

15:20 – 16:00: Risk and liability

Aoife O'Sullivan, Partner, The Air Law Firm LLP
Christelle Labeyrie, Business Development Director, Aélia Assurances

- Risk and liability: How is it managed and who is responsible?
- What is grey charter?
- Insurance coverage and denial
- How much insurance should I buy?
- Civil and criminal liability

16:00 – 16:40: Changes to the Ownership/Operating/Financing structure

Moderator: Aoife O'Sullivan, Partner, The Air Law Firm LLP
Graham Williamson, Chief Executive Officer & Founder, SONAS Aviation Limited
Trevor Lambarth, Vice President Sales Europe, Guardian Jet

- Refinancing
- Changes of operator / registration
- Defaults under the financing

16:40 – 16:50: Concluding remarks

17:00 – 18:00: Networking refreshments at the Royal Aeronautical Society followed by cocktails