EVENT GUIDE

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Welcome

Dear Colleague,

On behalf of Aviation Week Network, I’m pleased to welcome you to Engine Leasing, Trading & Finance 2021. While we had hoped to be welcoming everybody to London in person this year, we stand by our commitment to deliver a forum for the engine leasing community to meet at this crucial time and are pleased to welcome you to this virtual conference.

The challenges facing the engine leasing market are substantial, ranging from uncertainty surrounding passenger return to an unpredictable landscape for engine shop visits, with far reaching impacts on issues including fleet strategies, asset pricing and engine teardowns.

Over the next two days, we will discuss these key themes, as well as hear how operator and OEM tactics have evolved during the crisis. In addition, we come together to take stock and reflect on how the industry can find new opportunities to both accelerate the push towards more sustainable operating models and incorporate new, innovative technologies into existing processes, to drive future efficiencies.

We encourage all conference attendees to fully utilise our virtual event platform, to participate in polls, ask questions to our speakers and network with new connections, friends and peers. We also encourage you to share your virtual event experience using the event hashtag (#ELTF) across social media platforms.

We would like to take this opportunity to thank all our event sponsors and showcase exhibitors for their continued support, Engine Lease Finance, CFM International, Shannon Engine Support and Dedienne Aerospace. Your backing helps drive this event and deliver this standout conference In a challenging time for the aviation industry. We would also like to thank all our event speakers for their ongoing dedication to providing thought leadership to the industry.

Thank you for joining us at this virtual conference, we’re glad to have you with us.

Tom Broughton
Conference Producer, Aviation Week Network

Engine Lease Finance (ELFC) is the world’s leading independent spare engine financing and leasing company, specialising in the provision of flexible short, medium and long-term spare engine support packages for the airline industry.

We offer

- Shop Visit Avoidance Strategies
- Short Term Leasing
- AOG Spares
Agenda

Monday, 17 May 2021

5pm – 6pm Pre-event Networking Session
Happy Hour! Use this dedicated networking time to connect with friends and peers before the event. Through the Brella virtual event platform, you will be able to join a roundtable where you can share a drink and take the opportunity to participate in our pre-event quiz, with a prize up for grabs!

Day One | Tuesday, 18 May 2021

9:50am Opening Remarks
Hannah Bonnett, Events Content Director, Aviation Week Network

10:00am Keynote Presentation
Tom Barrett, CEO, Engine Lease Finance

11:00am Aero-Engine Market Analysis
- Engine fleet overview and market trends
- Forecast of engine teardowns and shop visits
- Critical analysis on changed industry dynamics and retirements scenarios post-pandemic

Yann Cambier, Director - Aviation and Transportation, ICF

10:50am USM Panel Discussion
Moderator: Graeme Crickett, Chief Technical Officer, SMBC Aero Engine Lease
Makoto Saito, VP, Head Engine Transactions, GA Telesis
Eddo Weijer, EVP, Head Engine Transactions, GA Telesis
Marc Iarchy, Partner, Stephenson

11:00am Panel Discussion: Managing Engine Shop Visits
With a need to control costs, managing operator shop visits could be a mechanism to reduce the financial strain of costly overhauls for operators. What new approaches are lessors and airlines taking to managing shop visits, and what does this mean for engine shops in terms of providing alternative repair strategies such as onsite engine repair? Could new innovative measures be here to stay?

Moderator: Graeme Crickett, Chief Technical Officer, SMBC Aero Engine Lease
Ian Nicholson, VP, Powerplant Services, Carlyle Aviation Partners
Justin Phelan, VP, Marketing, Lease Finance
Allan Rennie, Technical Director, KV Aviation
Tony Spaulding, EVP, Operations, Sales and Marketing, Magellan Aviation Group

11:40am Roundtable Session following on from ‘Managing Engine Shop Visits’ Panel Discussion

12:00pm Networking & Refreshment Break
Wellbeing activities: desk stretching & hydration target setting. Use this time to take a break from your screen and reflect on the sessions so far. Make sure to return with a full glass or bottle of water, ready for the next group of discussions. This is also a great time to set up 1 to 1 meetings to connect with attendees and speakers.

12:30pm Leasing Panel: State of the Market
Commentary on how the pandemic has affected lessors’ approach to fleet management and strategies. How has their position changed now that more aircrafts are flying again? Have we seen a change in lease contracts lengths? How are lessors supporting their customers to future-proof their businesses? What terms are lessors looking to include in contracts for the future of leasing? What ideas for cooperation between airlines, MROs and lessors are being executed? How are the lessors co-ordinating and understanding customer needs in a much more challenging marketplace?

Moderator: Richard Sharman, Partner, Bird & Bird
Patrick Biebel, Managing Director, MTU Maintenance Lease Services
Tadhg Dillon, EVP and Head of New Business, Engine Lease Finance
Denise Mangan-Fahy, EVP Portfolio Planning and Operations, GECAE Engine Leasing

1:00pm Roundtable Session following on from ‘Leasing Panel: State of the Market’

1:20pm Lunch Break
Sponsored by Engine Lease Finance

Attendees will receive a lunch voucher, courtesy of Engine Lease Finance, for an online food delivery platform. This voucher will be sent out to attendees on Monday 17 May and must be redeemed by Sunday 23 May. If you do not receive your voucher invitation email, please contact events@aviationweek.co.uk.

2:40pm Balancing the Cost Across the Value Chain
The pandemic has seen huge financial losses across the engine industry. With no clear end in sight to the crisis, how can the losses of the pandemic be spread across the value chain? With serious reductions in liquidity, what strategic financial planning could help lesson economic pressures, as well as reduce losses seen across areas such as workforce and product offerings?

Moderator: David Stewart, Partner, Oliver Wyman
Marc Larchy, Partner, World Star Aviation
Eddo Weijer, VP, Head Engine Transactions, GA Telesis
Makoto Saito, VP Credit, SMBC Aero Engine Lease

3:10pm Roundtable Session following on from ‘Balancing the Cost Across the Value Chain’ Panel Discussion

3:30pm Panel Discussion: The OEM View
Hear from our industry leading OEM panel about how their strategies have evolved in the last few months, and how they differentiate their strategies from lessors. Could now be the perfect time to restructure? How are they approaching key areas like EIS issues, and how does new product unreliability affect maintenance costs? Are OEMs prioritising R&D in new technologies, and how do they expect this to impact their product offerings and engine maintenance costs for new technology engines over the next few years?

Moderator: Giles Thomas, Managing Director, Charlotte Parker Associates
Romain Chambard, VP, Marketing, Rolls Royce
Gijs Goien, Director, Aftermarket Marketing, Pratt & Whitney
Brian Ovington, Marketing Director, GE Aviation

3:50pm Roundtable Session following on from ‘The OEM View’ Panel Discussion

4:10pm Panel Discussion: USM
In previous years, USM was a hot commodity that was often difficult to come by. Since the crisis, we are seeing large amounts of early retirements of parked engines, but that may not lead to a natural increase in the parts market due to the costly nature of part-outs. Panelists discuss what we can expect to see in the parts market over the next few years. Which models could we see a surge in parts on the market for? And what pricing strategies are brokers prioritising? In the next few years, as capital increases for operators, will we see more engines parted out? And how will running green-time engines affect the market?

Moderator: Phil Seymour, President and Head of Advisory, ISATI Certified Senior Appraiser, Fellow, IBA Group
Christophe Giraud, Sales Director, AAR
Alexey Ivanov, Sales Director Russia and CIS, Magnetic MRO
Ian Taylor, VP - Repair Sales, MB Aerospace
David Rushe, Chief Technical Officer, Kayan

4:40pm Roundtable Session following on from USM Panel Discussion

Day Two | Wednesday, 19 May 2021

9:50am Opening Remarks
Tom Broughton, Conference Producer, Aviation Week Network

10:00am Sustainability of the Industry
How is the accelerated green push on commercial aviation affecting stakeholders and what are the potential technological solutions? Join this topical discussion and engage with your peers on this critical topic and understand how we can actively contribute to the sustainability of aviation. This session will be structured as a 20-minute presentation, followed by Q&A time.

Caroline Day, VP Marketing, Rolls Royce
10:30am Restoring Investor Confidence
We saw huge losses in the market throughout 2020, with intermittent increases based on a potential increase in passenger flying opportunities. How are we able to maintain confidence for current and future investors as we have moved away from previous financial returns? How has this affected the investor market and liquidity?

Moderator: James Collins, Partner, Stephenson Harwood LLP
Philip Bolt, Director, Bolt Advisory
Markus Niedermeier, Managing Director, LIH Aviation
David Hygate, Independent Consultant
Simon Finn, Director, Aviation, EMEA, MUFG

11:30am USM Panel Discussion
Moderator: Graeme Crickett, Chief Technical Officer, SMBC Aero Engine Lease

11:00am Roundtable Session following on from ‘Restoring Investor Confidence’ Panel Discussion

11:20am Networking & Refreshment Break
Take a break! Use this time to get outside and take in some fresh air. Why not have a listen to our Aviation Week Check 6 Podcast? This is also a great time to set up 1 to 1 meetings to connect with attendees and speakers.

11:40am Roundtable Session following on from ‘Managing Engine Shop Visits’ Panel Discussion

Please note: All session times in the agenda are listed in BST
11:50am  **Panel Discussion: Airlines’ perspective**
How are airlines approaching their management of green-time engines and early retirements of fleets? Are there new approaches being made to flying at a reduced rate as passenger numbers remain lower than 2019 levels? Hear direct from the international operators.
**Moderator:** James Pozzi, European MRO Editor, Aviation Week Network
**Dave Davis**, President and CEO, Sun Country Airlines
**Sergii Grytsenko**, Fleet Contracts Director, Ukraine International Airlines
**Hawkins Musili**, Head of Engineering Services, Kenya Airways

12:20pm  **Roundtable Session following on from Airline Case Study discussion**

12:40pm  **Panel Discussion: Enabling Technologies**
Take an in-depth look at what up and coming technology is currently being developed. With the aim of increased efficiency and making significant long-term cost savings, what technologies can help eliminate the ‘Induction Bottleneck’ in MRO shops and to what expected timeline? What are the updates as we move from paper to digital records, and how has this been adopted?
**Moderator:** Jonas Murby, Principal, AeroDynamic Advisory
**Jason Cordoba**, CEO, CordobaQ
**Remko Bruinsma**, Head of Technical Asset Management, MTU Maintenance Lease Services
**Bart Vredenbregt**, CEO & Co-Founder, Air Innovations B.V.

1:10pm  **Roundtable Session following on from ‘Enabling Technologies’ Panel Discussion**

1:30pm  **Closing Remarks**
**Tom Broughton**, Conference Producer, Aviation Week Network

1:40pm  **Event Close**

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**SES Fly Certain**

We’re the people to keep you flying.
Shannon Engine Support has the world’s largest leasing portfolio of CFM56 and LEAP engines strategically located across the globe. Short or long-term leases, our tailored solutions are created by people with unrivalled knowledge and expertise, who understand your business and the strength of partnership. In challenging times, that’s good to know.

**Julie Dickerson**  Chief Executive Officer

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**Speakers**

**Tom Barrett**  CEO, Engine Lease Finance
**Patrick Biebel**  Managing Director, MTU Maintenance Lease
**Phillip Bolt**  Director, Bolt Advisory Ltd.
**Remko Bruinsma**  Head of Technical Asset Management, MTU Maintenance Lease Services
**Yann Cambier**  Director – Aviation & Transportation, ICF

**Romain Chambard**  VP Marketing, Rolls-Royce
**James Collins**  Partner, Stephenson Harwood LLP
**Jason Cordoba**  CEO, CordobaQ
**Graeme Crickett**  Chief Technical Officer, SMBC Aero Engine Lease
**Dave Davis**  President and CFO, Sun Country Airlines

**Caroline Day**  VP Marketing, Rolls Royce
**Tadhg Dillon**  SVP and Head of Sales & Marketing, Shannon Engine Support
**Gijs Gielen**  Director, Aftermarket Marketing, Pratt & Whitney
**Christophe Giraud**  Senior Commercial Director, AAR

**Sergii Grytsenko**  Fleet Contracts Director, Ukraine International Airlines
**David Hygate**  Independent Consultant
**Simon Finn**  Director, Aviation, EMEA, MUFG
**Gijs Gielen**  Director, Aftermarket Marketing, Pratt & Whitney
**Christophe Giraud**  Senior Commercial Director, AAR

**Julian Jordan**  EVP and Head of New Business, Engine Lease Finance
Join us in-person or virtually!

AeroEngines AMERICAS

JUNE 30 - JULY 1, 2021
Fairmont Dallas, TX, USA

MEETING INNOVATION EXPECTATIONS OF THE RECOVERING ENGINES MARKET

Industry Leading Speakers include:

Denise Mangan-Fahy
SVP, Portfolio Planning & Rental Operations, GECAS Engine Leasing

Jonas Murby
Principal, AeroDynamic Advisory

Hawkins Musili
Head of Engineering Services, Kenya Airways

Ian Nicholson
VP Powerplant Services, Carlyle Aviation Partners

Markus Niedermeier
Managing Director, LHI Group

Brian Ovington
Director of Marketing, Engine Services GE Aviation

Justin Phelan
VP Marketing, Engine Lease Finance

Allan Rennie
Technical Director, KV Aviation

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Chief Technical Officer, Kyan

Makoto Saito
VP Credit, SMBC Aero Engine Lease

Phil Seymour
President and Head of Advisory, ISTAT Certified Senior Appraiser, Fellow, IBA Group

Richard Sharman
Partner, Bird & Bird

Anthony Spaulding
EVP, Magellan Aviation Group

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Partner, Oliver Wyman

Ian Taylor
Vice President - Repair Sales, MB Aerospace

Giles Thomas
Managing Director, Charlotte Parker Associates

Bart Vredeburgt
CEO & Co-Founder, Air Innovations B.V.

Eddo Weijer
VP, Head Engine Transactions, GA Telesis

Sherry Chaput
Owner and CEO, Avion Trace Group, LLC

Chris Luke
SVP of Leasing, TrueAero

Ken Newton
Aircraft Lease Management Director, Alaska Airlines

Dr Vivek Saxena
Managing Director, Advisory Aerospace OSC

Sebastian Torhorst
Head of Sales Engine Service – Americas, Lufthansa Technik AG

Chris van den Hooven
SVP, Americas, Cathay Pacific Airways

Caroline Vandendriëck
SVP Business Development, SR Technics

Kevin VanDenBerg
SVP, Asset Management, Aero Capital Solutions

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AVIATION WEEK NETWORK

AviationWeek.com
Engine Lease Finance

Engine Lease Finance (ELF) is the world’s largest independent spare engine financing and leasing company, specialising in the provision of flexible, short to long-term spare engine support packages for the airline industry.

Headquartered in Shannon, Ireland, ELF is owned by Mitsubishi UFJ Lease & Finance (MUL) based in Tokyo.

The ownership structure provides ELF with the underlying financing strength and stability required to satisfy the long-term financing needs of airlines and to meet the commercial challenges presented by today’s rapidly changing world markets. ELF provides extensive funding at favourable rates, therefore ensuring low cost flexible financing for the airline. This strength is most recently demonstrated by the addition of more than one hundred and thirty engines from sale and leaseback and portfolio purchases worth more than $1.3 billion since the beginning of 2011.

ELF was founded in 1989 by its current CEO, Jon Sharp, with the purpose of satisfying the industry’s demand for a quality, truly independent, engine leasing company providing operating leases for modern aircraft engines to airlines world-wide. After twenty-seven successive years of profits and portfolio growth the company now owns and/or manages approximately 300 engines worth around $2.5bn. The current customer base includes more than 80 airlines and MRO organizations worldwide. ELF has served over 140 customers since its inception.

Our portfolio of spare engines consists of types from the following OEM’s: CFM, IAE, GE Aviation, Pratt & Whitney and Rolls-Royce, enabling us to support our customers’ Regional, Narrow-Body & Wide Body aircraft fleets, including E190, A320CEO, B737NG, A320NEO, B737MAX, A330, A340, B767, B777, and B747.

ELF offers a comprehensive range of individually tailored financing and leasing-based products and services including:

- Spare Engine Purchase & Lease Back
- Medium & Long Term Operating Leases
- Short Term Engine SV Cover
- AOG Spare Engine Support
- Engine Acquisitions & Dispositions
- Engine & Portfolio Management Services

In addition to its Shannon headquarters, ELF has Sales & Marketing representatives based in Singapore, London, Dublin, Boston and Oklahoma.

Engine Lease Finance

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CFM International

CFM: The Power of Flight

CFM International (CFM), a 50/50 joint company between GE and Safran Aircraft Engines, is the world's leading supplier of commercial transport aircraft engines and the best example of a successful international joint venture.

Since the first engine was delivered in 1982, CFM has received orders for more than 48,650 CFM56 and LEAP engines from 600+ operators worldwide, of which more than 38,000 engines have been delivered.

Today, CFM produces the advanced LEAP engine family to power the Airbus A320neo, the Boeing 737 MAX, and the COMAC C919.

The agreement that established CFM calls for the two parent companies to share everything equally, from design and development to production and support. Final engine assembly is performed both at GE facilities in Lafayette, Indiana, and Durham, North Carolina in the U.S., and at Safran facilities in Villaroche, France.

The CFM Services organization, which was launched in 2008, focuses on providing world-class aftermarket products and programs, working with customers to meet their unique, evolving needs from entry-into-service to mid-life through maturity and retirement.

For the future, GE and Safran Aircraft Engines are funding extensive research and development programs for future single-aisle engines within the CFM joint venture. The companies fully support the CORSIA initiative for carbon neutral growth, as well as the broader objective to reduce net CO2 emissions by 50 percent by 2050 relative to 2005 levels, and are actively pursuing advanced technologies that will help achieve these goals.

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Quality, Reliability, On Time, On Budget Every Time.

Euram Air Leases Ireland Limited is the global leader in Commercial aircraft engine disassembly, along with providing our strategic customers with continuity of supply for Used Serviceable Material from our purpose built 42,500 Sq Ft temperature and humidity controlled headquarters in Ireland.

Quality, Reliability, On Time, On Budget Every Time.

- Revolutionary IT Platform to manage Engine teardown efficiency.
- An Industry recognised supply of quality Used Serviceable Material from our extensive stock of CFM56 and V2500 engine and rotables inventory.
- Independent Supply chain solutions provider.
- Consignment, Materials and piece part Repair Management.
- End Use, Customs Warehouse & AEO authorised.

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Shannon Engine Support

We’re the people to keep you flying.

Headquartered in Shannon Co. Clare, Shannon Engine Support is the world’s largest lessor of CFM56 and LEAP engines, with the largest portfolio strategically located worldwide.

With over 30 years’ experience and a wealth of technical expertise we offer airlines assurance that we can help them find the right solution to suit their requirements.

We work very closely with all our partners to create bespoke engine leasing solutions to meet unique and ever-changing requirements.

SES can also offer our customers guaranteed engine availability within 24 hours, wherever they are. It’s a level of reliability and service that’s made SES an industry leader for over 30 years.

Aviation Week

Aviation Week Network provides business-critical information, predictive intelligence and connections with opportunities and people. We deliver award-winning journalism, deep data and analytics, world-class conferences and events, and content-driven marketing services. Our unmatched capabilities deliver 360° solutions to help you make informed decisions to succeed.

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Dedienne Aerospace

Dedienne Aerospace is an international company specializing in aerospace tooling for civil and defense markets. Dedienne Aerospace has strong partnerships with prestigious OEMs throughout the world and is proud to support Boeing, CFM, Collins Aerospace, General Electric, Pratt & Whitney and Rolls-Royce as an official licensee. For more than 50 years, our products have demonstrated our expertise, quality of service and technique, all at the cutting edge of industrial performance, in order to provide maximum satisfaction to our customers. DEDIENNE AEROSPACE operates on every continent and ensuring proximity and a high-quality after-sales service in locations such as Miami, Cincinnati, Querétaro, Dubai, Singapore, Zhuhai, Derby, Doha, Toulouse and elsewhere.

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Official Publication

Inside MRO

The Aviation Week Network publishes a portfolio of leading publications for professionals in the commercial aviation MRO industry, foremost among them Inside MRO magazine – the premier monthly for the MRO community published as part of Aviation Week Space & Technology.

Presenting complex information in a highly readable format, Inside MRO covers a broad range of subjects in every issue, examining the latest trends and technologies in the commercial aircraft MRO sector. The magazine also contains the latest MRO news, contracts, regulatory updates and expert opinion from leading industry figures. A truly international publication, Inside MRO is distributed among key decision-makers worldwide, with a circulation in excess of 34,000 across the USA, Europe and the rest of the world.

Subscribe to Inside MRO

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THE PREMIER EVENT EXCLUSIVELY DEDICATED TO THE TRENDS AND/issues related to the region's ENGINE MRO COMMUNITY

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Discover more www.aeroengineconference.com

AVIATION WEEK NETWORK

Upcoming MRO Events
We look forward to seeing you at an upcoming MRO/Engine Event!
Learn more at events.aviationweek.com

MRO Middle East
June 15-16, 2021
Dubai, UAE

MRO Asia-Pacific
September 21-23, 2021
Singapore

Aero-Engines Asia-Pacific
Co-located with MRO Asia-Pacific
September 22-23, 2021
Singapore

Aero-Engines Americas
June 30-July 1, 2021
Dallas, TX

Aero-Engines Europe
September 15-16, 2021
Stavanger, Norway

Aero-Engines Americas
January 27-28, 2022
Miami, Florida

MRO Latin America
January 2022

Engine Leasing, Trading & Finance
June 7-8, 2022
London, UK

MRO Australasia
May 2022

Keeping you safe onsite
Read more at: www.aeroengineconference.com/en/Venue/keeping-you-safe
VIRTUAL EVENT PLATFORM

Engine Leasing, Trading & Finance Virtual is using Brella as the host platform, bringing the power of matched networking to the virtual event experience. Here is how to access and make the most of Brella before and during Engine Leasing, Trading & Finance Virtual:

EASY TO JOIN
- Register for the event
- Join the event on the Brella platform as per the email instructions
- Access the platform via the Google Chrome browser on a desktop for optimum functionality

BUILD YOUR PROFILE AND START NETWORKING
- Create a Brella account or log in to an existing account from a previous event
- Build your profile and interests and let the matchmaking algorithm recommend attendees to connect with
- Connect and arrange video meetings with speakers and fellow attendees
- Start connecting with friends and peers before the event during the Pre-event Networking Session, taking place 5pm - 6pm on Monday 17 May.

LIVE STREAMED CONTENT
- Click the Schedule tab to view the agenda and any content you may have missed
- Click the Stream tab to view the live streamed conference content
- Pose your questions to the speakers and take part in the polls
- Join the roundtables for further discussion with speakers and fellow attendees

VISIT THE VIRTUAL BOOTHS
- Browse the booths of the sponsors and showcase exhibitors
- Arrange meetings with booth representatives to discuss their offerings further

If you have any queries or need support during the event please email events@aviationweek.co.uk or contact the team via the chat function at our ‘Engine Leasing, Trading & Finance Virtual Team’ booth.