Aircraft Finance, Leasing, and Lifecycle Management Training Course



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Sharm El-Sheikh

4100 € (Per Person)

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Course Introduction / Overview:

This comprehensive course provides an in-depth exploration of the intricate world of aviation finance, aircraft leasing, and total asset lifecycle management. In an industry characterized by high-value, long-life assets, understanding the financial mechanisms that underpin fleet acquisition and management is paramount. This program is designed to demystify complex financing structures, from traditional debt and equity to sophisticated asset-backed securitizations and Export Credit Agency (ECA) support. We will delve into the critical aspects of aircraft leasing, analyzing operating leases, finance leases, and sale-and-leaseback transactions. Drawing upon principles discussed by experts like Triant G. Flouris in works concerning aviation management, the course emphasizes a holistic view of the aircraft as an asset. Participants will navigate the entire lifecycle, from manufacturing and delivery to in-service management, maintenance reserves, redelivery conditions, and end-of-life solutions such as part-out and teardown. BIG BEN Training Center has structured this curriculum to equip professionals with the practical knowledge and strategic foresight needed to optimize aircraft portfolios, mitigate risks, and capitalize on opportunities in the dynamic global aviation market.

Target Audience / This training course is suitable for:

- Finance Managers and Analysts in the aviation sector.
- Aviation Legal Counsel and Contract Managers.
- Airline Fleet Planners and Procurement Specialists.
- Aircraft Leasing and Sales Executives.
- Asset Managers and Technical Records Specialists.
- Investment Bankers and Private Equity Analysts focused on aviation.
- Insurance and Risk Management Professionals.
- Engineers and Maintenance Planners involved in asset management.
- Government and Civil Aviation Authority Officials.

Target Sectors and Industries:

- Commercial Airlines.
- Aircraft Leasing Companies.
- Aviation Finance and Banking Institutions.
- Aircraft and Engine Manufacturers (OEMs).
- Maintenance, Repair, and Overhaul (MRO) Organizations.
- Aviation Consulting and Advisory Firms.
- Private Equity and Investment Funds.
- Insurance Companies specializing in aviation.
- Governmental bodies and regulatory agencies.

Target Organizations Departments:

- Finance and Treasury Departments.
- Legal and Contracts Departments.
- Fleet Planning and Strategy Departments.
- Procurement and Supply Chain Departments.
- Technical Services and Engineering Departments.
- Asset Management Departments.
- Sales and Marketing Teams (for lessors and OEMs).
- Risk Management and Compliance Departments.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze and compare various aircraft financing structures and leasing models.
- Evaluate the creditworthiness of airlines and assess transaction risks.
- Master the key components of an aircraft lease agreement and negotiation tactics.
- Conduct aircraft valuations using standard industry methodologies.
- Manage aircraft maintenance reserves and technical records effectively.
- Navigate the complexities of aircraft delivery and redelivery processes.
- Develop strategies for end-of-life aircraft assets, including part-out and conversion.
- Understand the impact of the Cape Town Convention on asset repossession.
- Assess the financial implications of fleet planning and renewal decisions.
- Identify emerging trends, including sustainable aviation finance and digitalization.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. We move beyond traditional lectures by integrating a dynamic blend of teaching techniques. The course is built around real-world case studies of major aircraft financing deals, leasing negotiations, and asset management challenges. Participants will engage in group workshops and collaborative exercises to analyze transactions, structure financing solutions, and debate end-of-life strategies. Interactive sessions, including Q&A panels and expert-led discussions, encourage the sharing of experiences and perspectives. Role-playing scenarios, such as lease negotiation and redelivery disputes, provide a safe environment to practice critical skills. Continuous feedback is a cornerstone of our approach, with instructors providing personalized guidance throughout the program. This immersive learning environment ensures a deep and lasting understanding of aviation finance and asset management principles, empowering participants with both the knowledge and the confidence to excel.

Course Agenda (Course Units):

Unit One: Foundations of Aviation Finance and the Leasing Market

- Introduction to the global aviation industry and its economic drivers.
- Key players in aviation finance: airlines, lessors, banks, and manufacturers.
- Fundamentals of corporate finance applied to aviation.
- Operating leases versus finance leases and their accounting implications.
- The structure and business models of major aircraft leasing companies.
- Understanding airline credit analysis and risk assessment.
- The role of capital markets and investment funds in aircraft financing.

Unit Two: Structuring and Executing Aircraft Finance Transactions

- Traditional aircraft financing: secured debt and equity instruments.
- Export Credit Agency (ECA) supported financing.
- Enhanced Equipment Trust Certificates (EETCs) and asset-backed securitization (ABS).
- Sale and leaseback transactions as a fleet management tool.
- Key legal frameworks: The Cape Town Convention and its protocols.
- Negotiating and documenting loan agreements and security packages.
- Tax and insurance considerations in cross-border aircraft transactions.

Unit Three: Aircraft Valuation and Asset Management

- Core principles and methodologies of aircraft valuation.
- Understanding aircraft maintenance status and its impact on value.
- The role of maintenance reserves (MRs) and their management.
- Effective management of aircraft technical records for asset value preservation.
- Portfolio management strategies for lessors and investors.
- Analyzing aircraft residual value risk and depreciation curves.
- Introduction to engine leasing and finance as a specialized field.

Unit Four: Managing the Aircraft Lease Lifecycle

- The pre-delivery process: specification, financing, and acceptance.
- Key clauses and negotiation points in an aircraft lease agreement.
- In-lease management: monitoring, inspections, and compliance.
- The aircraft redelivery process: conditions, disputes, and cost management.
- Managing aircraft transitions between different lessees.
- Technical aspects of redelivery: records review, physical inspection, and return conditions.
- Legal strategies for managing defaults and aircraft repossession.

Unit Five: End-of-Life Solutions and Future Industry Trends

- Strategies for aging aircraft: lease extension, sale, or retirement.
- The aircraft part-out and teardown market.
- Understanding the Used Serviceable Material (USM) ecosystem.
- Passenger-to-freighter (P2F) conversion as a lifecycle solution.
- The rise of sustainable aviation finance and ESG criteria.
- Impact of digitalization and predictive analytics on asset management.
- Future outlook for the aviation finance and leasing landscape.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

As environmental, social, and governance (ESG) criteria become increasingly influential in investment decisions, how might sustainable financing models reshape the traditional risk-return profile of aircraft assets and alter the competitive landscape for lessors and airlines?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a holistic, 360-degree perspective on the aircraft as a financial asset, seamlessly integrating the distinct yet interconnected disciplines of finance, leasing, and lifecycle management. While many programs focus on a single area, our curriculum is uniquely designed to bridge the gap between financial structuring and technical asset reality. Participants will not only learn how to structure a multi-billion-dollar EETC but also understand how the management of maintenance reserves and technical records directly impacts the asset's residual value and the success of that structure. The course emphasizes practical application through complex, real-world case studies that mirror the challenges professionals face today, moving beyond theoretical knowledge to cultivate strategic decision-making skills. We explore the entire asset journey, from the negotiation of financing at the pre-delivery stage to the complex financial and operational decisions required at the end of an aircraft's life, such as freighter conversion or part-out. This comprehensive lifecycle approach provides a rare and powerful strategic viewpoint, equipping participants with a versatile and robust skill set to navigate and lead in the high-stakes world of aviation asset management.