



SHANNON INTERNATIONAL LEASING CONFERENCE

Conference Agenda SILC 2017

Friday, 10th November

University of Limerick – ANALOG DEVICES/BERNAL BUILDING

08.30 Buses from COMPLIMENTARY CASTLETROY HOTEL PARKING to Analog Devices/Bernal Building in UL

08.45 COFFEE and REGISTRATION

09.15 Opening Address:

The Importance of Shannon in Irish Aviation Strategy - Minister Pat Breen

09:30 Welcome address:

University of Limerick President - Dr. Des Fitzgerald

09:40 Introduction to SILC 2017:

Shannon Group Chairman – Rose Hynes

10:00 1st Panel Discussion:

Doing business in the Mid-West of Ireland

The panel will discuss the commercial imperatives driving the aviation sector in Ireland and the unique benefits that the Mid West and Shannon Airport is delivering.

The Mid West offers a wealth of compelling advantages which is why multinational companies employ over 14,000 staff in the region. Commercial rents and domestic house prices are approximately half those of Dublin, there are daily flight frequencies to both the USA and the UK while the third level institutions are expanding their scope and international visibility, increasing the available talent pool. Businesses are growing, creating new jobs and new opportunities.

Moderator: Matt Cooper Matt Cooper is an Irish journalist, author, television presenter and radio presenter of The Last Word on Today FM.

Jim Murphy – Chief Commercial Officer, Nordic Aviation Capital

Julie Dickerson - Managing Director Shannon Engine Support

Ray O Driscoll Managing Director of Shannon Commercial Properties

Niall O Callaghan Managing Director of Shannon Heritage

Gerry Reynolds – Managing Director at Takumi Precision

10.45 Coffee

11:15 2nd Panel Discussion

Consolidation/Mergers within aviation leasing

With more than \$140bn of aircraft assets managed from Ireland, the country continues to develop its position as the global hub for aircraft finance and leasing. Almost all of the world's leading lessors have established strong operational bases here. How will the recent phase of M&A activity within the business impact the Irish aviation scene? Is there more consolidation to come? How is the emergence of Chinese Leasing Companies driving down deals? How can Ireland's place on the Leasing landscape remain secure?

This will be a lively topic for the mid-morning panel discussion.

Moderator: Matt Cooper

Julian Rouchy Kelly - Chief Operating Officer at Accipiter Holdings DAC

Karl Griffin – Chief Operating Officer at DAE

John McMahon – Aviation Leasing & Finance Advisor / Non-Executive Director / Lecturer

12:00 LUNCH

13.00 Presentation: Digitalization Project Manager Irish Aviation Authority.

Digitalization project in the IAA – An Introduction

The Irish Aviation Authority is implementing a new platform enabling aircraft owners, operators, and their agents to interact with the Authority's airworthiness and other departments. Previously paper forms for tasks such as aircraft registration will now be replaced by an on-line system that is smarter and more efficient. The new system will significantly speed up procedures, increase transparency; reduce errors and resultant delays. The IAA will present the status on the project and there will be time for a Q & A session.

13.15 3rd Panel Discussion

Digitalization in aircraft transitions

The digitalisation of aircraft maintenance data promises much and airlines, owners and MRO's have been investing heavily in such systems in recent years. But will digital documentation and authorised digital signatures really create an error free hand back process or will there always be a place for detailed review by technical personnel? Where can digitalization really add value in the lease hand back process and what does it demand of all parties?

Moderator: Matt Cooper

Brendan McConnellogue – Maintenance & Technical Director at EasyJet
Niall Connors IAA – Assistant Director, Safety Regulation Division
Declan Cotter – Head of Technical at BBAM

14.00 Presentation: University of Limerick Research Presentation

Aerospace and Aviation Education and Research at UL
Professor Michael McCarthy, School of Engineering, UL

14.30 4th Panel Discussion

Shannon as a location for leased aircraft

With its experience, location and capabilities, Shannon would seem to be an ideal location for the performance of technical services on leased aircraft. What needs to be done to stimulate more business and really transform Shannon into a leasing hub? How can the Lessors, their Shannon suppliers, the airport and the regional institutions work together to enhance and promote the location?

Moderator: Matt Cooper

Sean Flannery – General Manager at GECAS
John Drysdale – Business Development Officer Shannon Group
Eoghan O Driscoll – CTO DAE

15.30 Day Conference Close

Evening Conference – buses from UL back across to CASTLETROY HOTEL

17.00 - 18.30 Drinks reception in Castletroy Hotel

18.30 - 20.00 Dinner

20.00 - 22.00 Guest Speaker: Commander Chris Hadfield