

Aviation finance and leasing school

October 2025



Introduction

It has been a tumultuous few years for the aviation industry. Following the pandemic and the ongoing war in Ukraine, the industry is now having to address the imposition of tariffs, increasing environmental concerns and critical disruptions to supply chains. This school will look at the current state of the aviation finance and leasing market in the context of this backdrop.

The course, led by aviation finance and leasing expert Kenneth Gray, with input from leading practitioners within Norton Rose Fulbright's aviation group and other guest speakers, will address amongst other things:

- How the aircraft finance and leasing market has changed and will change around the world
- Purchase contracts
- Sources of liquidity and credit support now and in the future
- Sanctions
- Efficient structures for financing and leasing aircraft
- Security and the Cape Town Convention
- Maintenance

The school will run over three days, featuring presentations with Q&As, workshops, fireside chats with guest speakers and case studies, as well as recorded webinars. Attendees will be expected to participate and engage in discussion, both with each other and presenters.

Registrants who are unable to get on the October school will have the opportunity to register for future schools, and we will be in touch with further dates in due course.

Course objectives

We will provide attendees with a comprehensive understanding of the current state of the aircraft finance and leasing market

Date and time

Monday, October 13 –
Wednesday, October 15, 2025

09:30 – 17:30 daily

Access

Norton Rose Fulbright LLP
3 More London Riverside
London
SE1 2AQ
United Kingdom

Cost

Full price: **£2,715**

Early bird*: **£2,000**

*Register before Friday,
September 12, 2025
to save over 25%

Agenda

Day	Topic	Guest presenters	Fireside chat
Monday	Introduction	Operating leases, an airline's perspective	Operating leases, a lessor's perspective
	The aircraft finance and leasing market	Will Alete Partner, London	Alyssa Vazquez Partner and Head of Aviation Finance, New York
	Sources of liquidity and credit support	Trading aircraft	Looking to the future
	The regulatory framework for registering aircraft under the Chicago Convention	Alex Blaney Partner, London	Duncan Batchelor Partner and Global Head of Aviation, London
Tuesday	Taking Security	Tax leases and the JOLCO	Environmental, social and corporate governance
	The Cape Town Convention	Akihiko Takamatsu Partner, Tokyo	Emma Giddings Partner, London
		The technical provisions of a lease - lessor and lessee perspective	Lessons learned - an airline's perspective on the past 5 years
		Denis Brailsford Head of Asset Management, IBA	Richard Green Partner, London
		Impact of Sanctions	The aims, history and future of the Cape Town Convention
		David Harris Partner, London	Jeffrey Wool Secretary General, Aviation Working Group
	Securitisation structures		
	Patrick Dolan Partner, New York		
	Fiona Henderson Partner, New York		
	Drinks reception and dinner		

Day	Topic	Guest presenters	Fireside chats
Wednesday	Financing operating lessors and warehouse facilities Events of Default	Repossessing aircraft: the practicalities Patrick Farrell Partner, London	Purchase Agreements Dan Cowdy Partner, London
		Charlotte Winter Partner, London	The role of commercial banks in the market George Paterson Partner, Global Head of Banking and Finance and Head of Paris
		Export Credits; AFIC, Balthazar and other credit support structures Sebastien Allain Partner, Paris	
		Restructuring distressed airlines Matthew Thorn Partner, London	
		David Rosenzweig Partner, New York	
		Return conditions - Lessor and lessee perspectives Annabelle Wheeler Partner, London	
		Zayba Drabu Partner, London	

Course instructor



Kenneth Gray
Consultant
Norton Rose Fulbright

Kenneth Gray worked with our banking and finance department for almost 40 years, advising on banking and security law in London and Paris. He joined us in 1986, founded our Paris office in 1990, became a Partner in 1993 and worked as a consultant to the firm from 2008 until his retirement in 2024. He is leading this school on behalf of Norton Rose Fulbright.

During his career, Kenneth focused primarily on aircraft and other asset finance. The practice is recognised as a market leader in this field by the principal market directories and Kenneth was a key part of the team.

For 20 years, Kenneth has been running highly regarded courses on aviation finance and leasing, attended by the world's leading manufacturers, airlines, financial institutions and leasing companies. Kenneth is a member of the executive committee of the Legal Advisory Panel to the Aviation Working Group and the chair of its UK National Contact Group. Kenneth has an MA from Cambridge University and has qualified as a solicitor in England and Wales and as an avocat at the Paris bar

“

Kenneth has a brilliant way of explaining complex legal points in a non-legal way so they are easy to understand and then includes real life examples which I found really helped cement my understanding.”

Contracts Manager, Rolls-Royce & Partners Finance Limited

“

The course with Kenneth was very well organised and well presented. It was good to attend all the various sessions to have a better understanding of the aircraft finance world. I very much enjoyed the course and found it very helpful for my day to day work!”

Senior Legal Advisor, easyJet

How to register

To register your interest, please contact aviation.school@nortonrosefulbright.com

Course benefits

- A holistic course covering all angles of aircraft finance and leasing from acknowledged industry leaders.
- Global perspectives – London, Paris, New York, Tokyo as well as eminent guest speakers.
- Practitioners in finance (including capital markets), leasing, dispute resolution, insolvency and restructuring.
- Covering the law, technical requirements and sources of finance.
- Live Q&A with the market’s leading legal experts.
- Led by Kenneth, who has a long and well-known history of delivering training in person and virtually around the world.
- Real networking opportunities.
- This course is a learning and development event which may be counted towards continuing competence for England & Wales qualified solicitors.

Who should attend?

Anyone involved in the negotiation and documentation of aircraft finance and leasing transactions, whether on the legal, financial or technical side, at airlines, manufacturers, leasing companies and other interested financial institutions.

More information

For further information, including about the availability of professional accreditation in other jurisdictions, or to enquire about in-house training opportunities, please contact aviation.school@nortonrosefulbright.com

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