

# Managing Aircraft Lease Agreements and Maintenance Reserves - 3 Days

## Introduction

During the transfer of an aircraft due to the sale or end of the lease, the lease return conditions suddenly become very important and we pay attention (maybe for the first time!) and whilst our wish "of course" is to return the aircraft as it is, this is usually not possible for a myriad of reasons.

Obviously, the primary concern of the lessee is to minimize any unnecessary expenditure, whereas the lessor is of course focused on positioning the aircraft in the best way possible to provide the maximum appeal to the next customer means to receive the aircraft in a new condition.

This course is designed to help you understand the fundamentals of both aircraft finance and legal elements to support your understanding of Aircraft Lease Agreements and Maintenance Reserves fundamentals to help you navigate through the complexity of this subject. To make the best organizational decision you should understand your options and how to benefit from the various leasing and financing schemes available for the acquisition of aircraft.

## Who is the course for?

The course is suitable for professionals looking to enhance their knowledge and skills related to aircraft leasing and maintenance reserves, and to improve their ability to effectively manage these critical aspects of aviation operations.

## What is the Benefit of this Training – What will I learn?

This course will provide aviation professionals with the knowledge and skills needed to effectively manage aircraft leasing agreements and maintenance reserves, ultimately leading to improved financial management, compliance, risk management, and career advancement opportunities.

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<b>Date</b>	On Demand
<b>Category</b>	Personal Development
<b>Venue</b>	On Demand
<b>Level</b>	Basic
<b>Price</b>	On Demand

## Detailed Content / Topics - The following Subjects will be addressed

- General Introduction to EASA regulatory environment
- Managing Continuing Airworthiness
- Pre-Lease Considerations
- Lease types and Options Full Wet, ACMI, Dry, Damp
- Lease Terms & Costs Fixed, Variable, Direct, Maintenance & Invariable
- The Role of Maintenance in Managing Asset Value
- Monthly Cash Flow Forecasting
- Technical and Financial Asset Management Considerations
- Aircraft Financing and Leasing - Return on Investment
- Asset Management and Residual Valuation
- Maintenance Reserve (MR) Introduction and Overview
- Maintenance Reserve Effective Management and Analysis
- Challenges to effective MR management driven by contractual obligations
- Managing Engines and Life Limited Parts (LLP)
- Aircraft Delivery and Re-delivery Key Event Milestones and Timeline

## Learning Objectives

Appreciate the roles and objectives of airlines, lessors, banks, and insurers in aircraft financing.

Understand the role of leasing and financial markets in aircraft financing transactions.

Understand the structure and format of Aircraft Leases.

How to optimize the management of Maintenance Reserves.

## Target Groups

Airline professionals who are focused in the following business areas finance, fleet planning or aircraft remarketing, Professionals, Managers, and key staff from financial institutions with specific involvement in aircraft financing and Fleet acquisition technical persons with involvement in lease agreements and managing maintenance reserves.

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## Pre-requisites

General Awareness of the structure and functionality of the EASA Process is an advantage.

## What do People Say about Sofema Aviation Services Training?

*"I found satisfying answers to all my questions."*  
*"The instructor demonstrated very deep knowledge of the subject."*  
*"The length of the course fit my needs and expectations."*  
*"The content was really effective, I gained a lot of new knowledge."*  
*"The practical examples were perfectly delivered."*

## Duration

3 days – Start at 09.00 and finish at 17.00, with appropriate refreshment breaks.  
To register for this training, please email [team@sassofia.com](mailto:team@sassofia.com) or Call +359 28210806

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