



**You, aviation
& Ince,
in any case**

In this fast-paced world you are seeking a pro-active business services partner that moves your company forward, someone who understands your challenges and the importance of commitment. Meet Ince, your trusted partner, in any case.

From our offices in Europe, the Middle East and Asia, our dedicated team of legal and business services professionals can guide you in developing and delivering on your roadmap for sustainable success and provide you with advice that will not only safeguard your business interests but ensure you reap commercial rewards.

Providing you with strategic guidance and well considered advice, we are renowned for the depth and breadth of our legal services and our understanding of the industries in which you operate. We recognise your needs and offer business focussed legal services, together with advice that makes commercial sense.

One firm, in any case

With about 150 years of experience, we have cultivated a seamless 'one-firm' approach that is tailored to your personal needs and pairs you with the best legal and strategic business professionals in your field; whenever, wherever, and in any case.

Support, every step of the way

By leveraging our sector expertise, legal skills and market experience, you can feel safe in the knowledge that we will both handle complex legal issues on your behalf while providing you with expert strategic advice when the need arises.





Our reputation for advising clients is built on our in-depth understanding of the aviation industry, knowledge of aviation technology, the current commercial issues and our first hand experience.

We have a deep understanding of the aviation industry, the way it does business and the way it operates, gained over 40 years working with aviation clients, including significant in-house experience. We advise on the full range of legal and business issues affecting the industry and count among our clients some of the world's leading airlines and other air carriers, insurers, airports, manufacturers, maintenance providers, lessors, financiers, travel organisations and service providers.

Our understanding of the industry, including the commercial and technical aspects, ensures that you receive expert, tailored, practical and cost-effective solutions.

“A solid, cohesive firm which provides high-quality service one would expect for a large London firm, while still maintaining strong relations with its smaller clients.”

— **Chambers & Partners UK**

Dispute resolution (insured and uninsured)

Our specialist aviation dispute resolution team resolves claims as quickly and cost-efficiently as possible with a view to protecting commercial relationships, reputation, time and money. Good risk management advice forms an integral part of our service but when disputes arise we can handle any forum or resolution process.

We provide expert strategic advice on all kinds of disputes, from aircraft, property damage, to lease return issues, delayed aircraft delivery, complex technical, and products claims, major losses, corporate manslaughter and liability claims for passengers, baggage and cargo. We also advise on cross-border enforcement, and have good aircraft repossession expertise (both repossessing and defending). All Ince offices have dispute resolution specialists that can help you whenever, wherever.

Members of our team have also been responsible for the day-to-day handling of some of the most high profile and complex major aviation losses, advising insurers and insured airlines, manufacturers, lessors and MROs on passenger, crew, product and third party claims including for: *Air Asia, Flight 8501* (2014); *Triple S Aviation, McKinnon G-21G* (2011); *Pamir Airways, Flight 112* (2010); *Air India Express, Flight 812* (2010); *Sudan Airways, Flight 109* (2008); *Tarom, Flight 3107* (2007); *ADC Airlines, Flight 53* (2006); *Turkish Airlines, Flight 634* (2003); *Bristow Helicopters, Sikorsky S-76A* (2002); *Air France, Flight 4590, France, (2000) (Concorde)*; and *Egyptair, Flight 990* (1999).

Regulatory and commercial

Our lawyers advise on international and national air transport and air travel regulation, including regulation of the industry under EU law. Our advice to industry clients on commercial legal issues always takes account of the regulatory context.

We advise on air service agreements, air transport licensing, air passenger rights regulations, aircraft registration, the regulation of airport slots, ground handling, package travel, tour operators, travel agents, and emissions trading.

We cover all contractual arrangements arising in the aviation industry including conditions of carriage, loyalty programmes, wet leasing and charters, distribution, airport services, airline alliances and code sharing, joint ventures, start-ups and mergers and acquisitions. Our lawyers have significant experience over many years of advising on the start-up of new airlines, in Europe, the USA, the Middle East, Africa and Asia plus new hubs for existing airlines.

We deal with government officials and regulators including the UK Civil Aviation Authority (the UK CAA), and the European Commission.

EU Law

Our EU and UK Aviation Competition team has extensive experience of advising airlines and airports on EU law. They have been involved in leading EU and UK competition cases in the aviation sector such as the EU Air Cargo cartel proceedings (2007-2010), an EU national competition authority investigation into code share agreements, and the recent UK High Court and Court of Appeal litigation regarding follow-on claims for damages against cartels in the aviation sector. Our EU Law team has particular experience of advising non-EU parties on bilateral trade agreements with non-EU states. They have advised on activating EU rights under EU trade treaties with Moldova, Georgia and Korea.

Regulation (EC) 261/2004

Regulation (EC) 261/2004 remains a significant concern to airlines as the number of claims per delayed or cancelled flight soars. The cost of 261 claims therefore is becoming increasingly expensive with some airlines having to reserve in the millions of pounds. We have helped airlines resolve in excess of 8,000 claims since 2014 and our team is one of the most experienced in the UK. As the effect of this Regulation continues to take hold we are working even more closely with airlines and their in-house teams to look for solutions – from both a legal and operational perspective – to assist them to minimise the cost and disruption to their business. We represent European, Middle Eastern and Asian international airlines in respect of this Regulation.



Aircraft acquisition, financing and leasing

We have experience of the acquisition of all types of new aircraft, spare engines and buyer-furnished equipment from the leading manufacturers and lessors, acting for both lessors and lessees. We also have experience in the acquisition and sale of second hand aircraft, engines and other equipment as well as a significant business aviation practice, experienced in corporate jet acquisition, finance and management.

Our aviation finance team has acted primarily for airlines but we also work for a variety of lessors, banks and other market participants on a broad range of banking and finance work and have experience of refinancing's, redeliveries, sales and innovations.

“Excellent team ... thoroughly trusted by clients, particularly the insurers ... responsive and tailored service”

— Legal 500 UK

Business jets

Our established business jets and VLJ practice advises a range of clients from airlines and operators to high net worth individuals.

Our practice combines the expertise of our contentious and non-contentious lawyers and our clients benefit from our integrated service ranging from general aviation claims and insurance/liability matters through to sale, purchase, finance and leasing of airplanes and general corporate advice. Our advice to clients includes financing and registration, acquisition and structured financing and operation and management arrangements.

Travel

Our Travel team has experience of acting for a range of providers in the travel industry including airlines, travel agencies, tour operators on a broad range of industry matters. In addition, owing to our extensive industry network we have in-depth relationships with a number of industry suppliers providing tax, TOMs, ATOL bonding, recruitment and corporate advisory and re-financing services.

Members of our team have worked in-house at travel organisations and therefore have valuable insights into the challenges and opportunities presented in the sector. We have ABTA Travel Industry Partner status and are also members of a number of other industry bodies, including BAR UK and Airlines UK.

Additional services

We also offer a range of services to aviation clients in the context of their general business operations.

Data Protection & Cyber Security (including GDPR Compliance)

We have a team of GDPR and cyber security experts who assist clients to ensure they are compliant with the GDPR and related obligations and are prepared for a potential cyber-attack/hack.

Sanctions

Our Sanctions team advises on all aspects of UN, EU and UK international financial and trade sanctions, including those affecting Russia, Iran, Syria, Ukraine, Libya, Ivory Coast, Serbia, Sudan, Myanmar and other countries. We can help you to identify and manage your exposure to sanctions risks and to develop your due diligence and compliance procedures.

Corporate & Commercial

Our expert teams provide the full range of corporate and commercial legal advice ranging from corporate governance to drafting a wide variety of commercial contracts, establishing joint ventures and subsidiaries to handling a merger or acquisition.

Commercial Property

Our Commercial Property team advises many clients in the transport sector, including advising on acquiring office space, hangars, warehousing and logistics facilities and airport terminal facilities.

Employment

Our Employment team provides clear and straightforward advice to clients on a wide-range of employment issues including legislative requirements, employment contract preparation, employer policies and procedures, restrictive covenants, redundancies and dismissals, settlement agreements, and unfair dismissal (including discrimination) claims.

Intellectual Property

We can advise on the global registration, protection and enforcement of trademarks and other intellectual property rights.

Tax

We can advise on the most efficient operating model to deal with transfer pricing, direct and indirect tax to effectively manage the tax cost of the trade. This includes UK Corporation Tax, Value Added Tax (VAT) and Advanced Passenger Duty (APD), double tax treaty claims and planning advice and compliance.

Immigration

We have a specialised immigration practice that can assist clients with obtaining licences from the UK Home Office, allowing it to sponsor named individuals who typically will occupy a fairly senior position within the existing overseas business. We can also advise on the compliance related tests that need to be addressed before a licence can be issued.

“The team understands its business very well. The lawyers are responsive and perform in a timely manner. I only have good things to say about the group.”

— **Chambers & Partners UK**

Emergency response

Our Aviation specialists are ready to travel whenever, wherever, whatever your crisis. As your trusted partner, we will get control of your situation quickly and firmly. There are many aspects to our emergency response service. We deal with the full range of incidents (whether insured or uninsured) from major accident/incidents, explosions, terrorist incidents, fire, weather damage and loss of life and personal injury. We can support you with practical and legal advice to help you with political risk, including issues such as social media, war, expropriation, international sanctions and loss of currency value.

We have a dedicated hotline available 24 hours a day, seven days a week. You can feel safe in the knowledge that our expert team is available to provide immediate legal and practical advice whenever,

**Our 24hr Emergency Response Hotline is:
+44 20 7283 6999.**



“The team is praised for its expertise in complex insurance claims in numerous jurisdictions and in negotiating aviation commercial transactions.”

– **Chambers & Partners UK**

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24 Hour International Emergency Response Tel: + 44 (0)20 7283 6999

LEGAL ADVICE TO BUSINESSES GLOBALLY FOR ABOUT 150 YEARS.

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