



# SCHOOL OF MANAGEMENT

## A SHORT TERM COURSE ON AIRCRAFT LEASING AND FINANCING

**August 4<sup>th</sup> -8<sup>th</sup> , 2025**

Gain in-depth knowledge of aircraft leasing and financing through expert-led sessions by Dr. Sunder Raghavan and Shri Sandeep Bahl

**ENROLL**

### WHY CHOOSE THIS COURSE?

- ✓ Understand global aviation finance markets
- ✓ Evaluate strategic lease vs. buy decisions
- ✓ Explore legal & regulatory frameworks
- ✓ Analyze risk management & insurance in aviation

Patron:

Prof.Bhrigu Nath Singh,Vice Chancellor

Coordinator: Mr.Ajaya Kumar Pathak

Co Coordinator: Mr.Venkat Reddy M

### CONTACT US:



7905523615, 9236092687



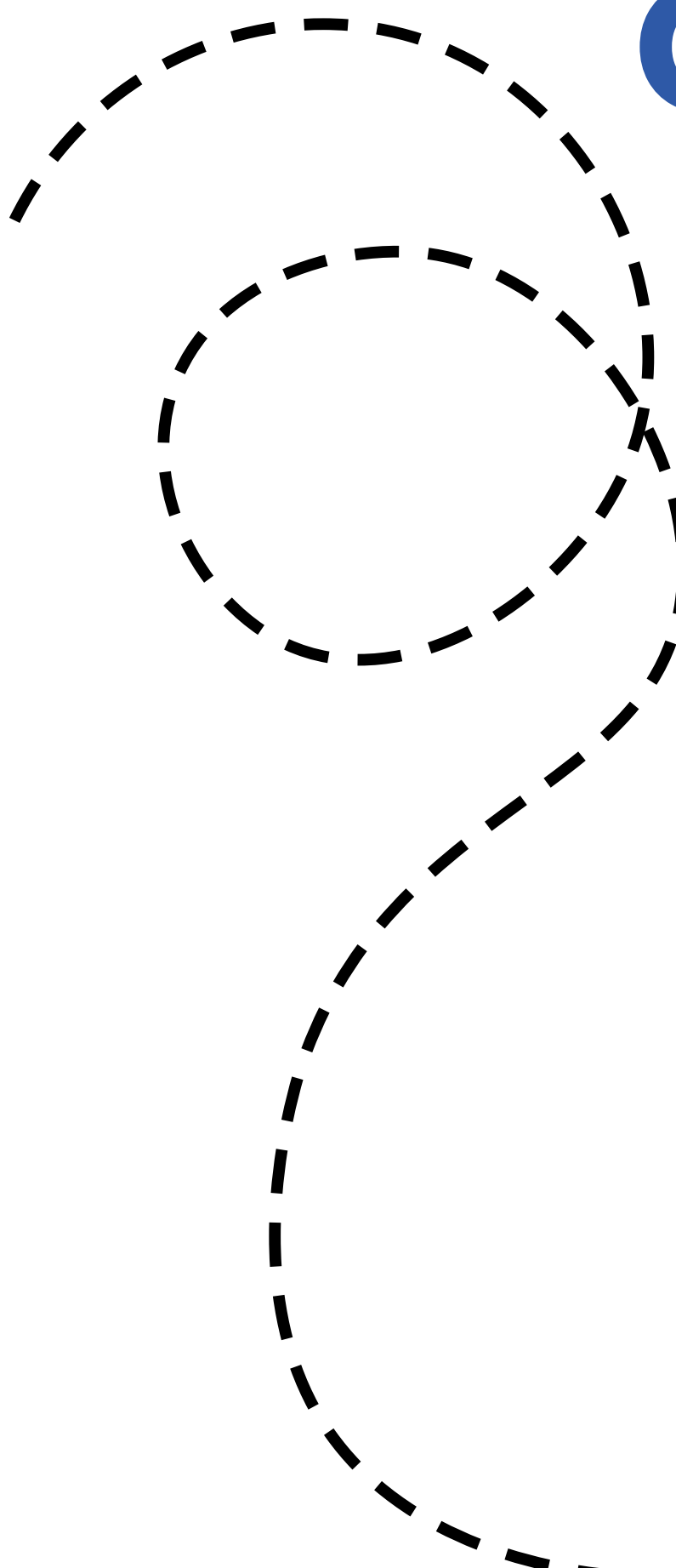
akpathak@rgnau.ac.in, jf.academics@rgnau.ac.in



# COURSE DETAILS

- Dates: August 4<sup>th</sup> -8<sup>th</sup>, 2025
- Venue: Indian Aviation Academy, New Delhi
- Instructor(s): Dr. Sundar Raghavan and Shri Sandeep Bahl
- Email: ragha8d6@erau.edu, sandeep@bahl.pro

## COURSE STRUCTURE

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- Overview of Aircraft Leasing (8 hours)
  - Aircraft Selection Strategies (8 hours)
  - Principles of Leasing vs. Ownership (8 hours)
  - Aviation Legal & Regulatory Framework (8 hours)
  - Aircraft Funding & Credit Markets (8 hours)
  - Case Studies & Global Perspectives (8 hours)



**\*For Working Professionals & Scholars**



# MEET THE INSTRUCTORS

## DR. SUNDER RAGHAVAN

- Professor of Finance, Embry-Riddle Aeronautical University
- Fulbright Scholar & ISTAT U Program Coordinator
- Expert in Aviation Finance, Aircraft Leasing & Sustainable Aviation
- Consultant for Reserve Bank of India.



## SHRI SANDEEP BAHL

- Senior Aviation Advisor & Global Business Leader
- Executive Program Director – US-India Aviation Cooperation Program
- Former Leader at Air New Zealand, Delta Airlines & Red Ridge Global
- Expert in Aviation Strategy, Airline Alliances & Market Expansion



# OBJECTIVE

- Identify key aircraft selection factors for lessors, lessees, and manufacturers.
- Classify selection factors: technology, demand vs. supply, seat configuration, lifecycle stage, MTOW vs. range, technical, operational, and economic aspects.
- Describe key laws and regulations governing aircraft financing.
- Explain major conventions and treaties in aircraft and airline financing.
- Outline different lease types and their advantages.
- Evaluate lease vs. buy decisions using quantitative (NAL) and qualitative analysis.
- Justify the importance of risk management, including insurance markets and jurisdictional considerations.

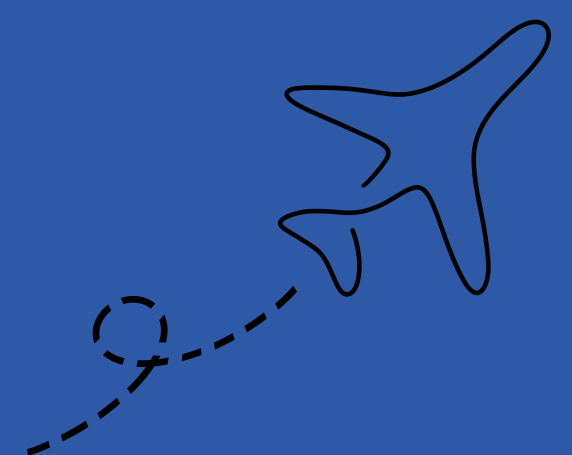


## BOOKS AND STUDY MATERIALS

- **Aircraft Leasing and Financing:**

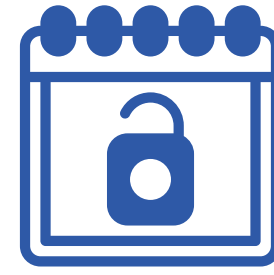
Tools for Success in International Aircraft Acquisition and Management. 2nd Edition, Elsevier Publications, 2024

- Other materials: Articles and other case studies provided during the course





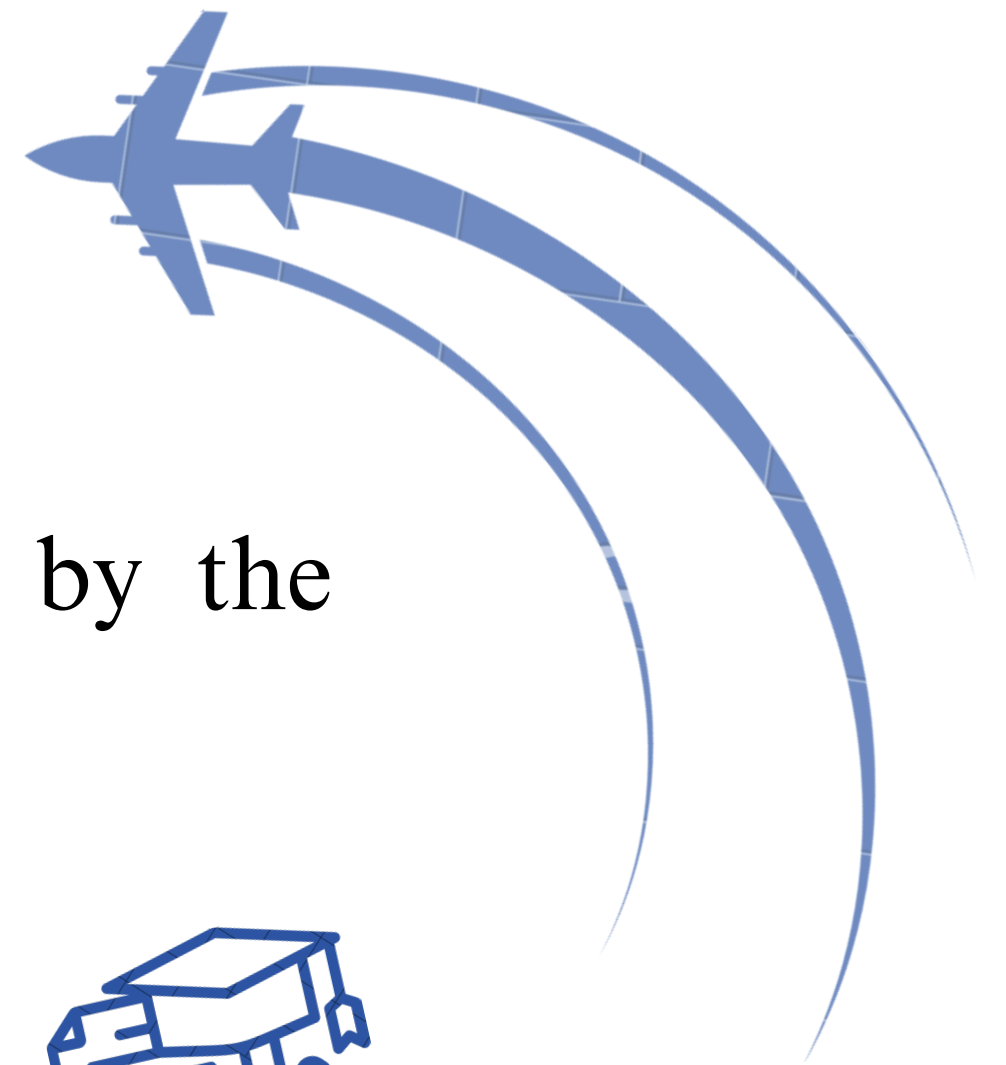
# REGISTRATION



Registration fee of the course for each participant is Rs.50,000/-

- It includes Training & Food (working lunch & snacks).
- The accomodation will be provided only for outside of the Delhi participants on payment basis.

# TRAVEL EXPENSES



All Travel expenses will have to be borne by the participants.

# STUDY MATERIALS



The lectures notes for all session will be supplied to the participants in the form of a book. From our previous experience, this kind of books found to be useful to the industry people for this course.



# HOW TO APPLY?



1. Visit the official University of RGNAU:- [www.rgnau.ac.in](http://www.rgnau.ac.in)
2. Fill out the application form
3. Attach all required documents
4. Scan the completed application form
5. Attach transaction details/demand draft

Submit your application via one of the following options:

◆ Option 1: Send the hard copy by post to the University address:-

Coordinator: STC- 'Aircraft Leasing and Financing'

Rajiv Gandhi National Aviation University, Fursatganj, Amethi, Uttar Pradesh - 229302

◆ Option 2: Email the scanned application form and Online Transaction detail to the official University

Email ID.:-[akpathak@rgnau.ac.in](mailto:akpathak@rgnau.ac.in), [jf.academics@rgnau.ac.in](mailto:jf.academics@rgnau.ac.in)

## HOW TO PAY?



 Payment Details:

**Beneficiary Name:**

Rajiv Gandhi National Aviation University

**Bank Name:**

Punjab National Bank (PNB)

**Account Number:**

A/c No. 6917000100090236

**IFSC Code:**

PUNB0691700