

JAFFA & CO

Aviation Lawyers





EXPERT LEGAL ADVICE | RESPECTED GLOBALLY | AWARD-WINNING

Jaffa & Co is an award-winning law firm with a truly global client base. Specialising in aviation law, we have advised on leasing, acquisition, financing, management, and dispute resolution for aircraft and other assets with an aggregate value of several billion USD.

We value every one of our client relationships, and we genuinely pride ourselves on providing a bespoke, personal service of the very highest quality. Building enduring client relationships, which are founded on trust, exceptional response times, and concise legal advice, is at the heart of our business.

Our aviation team has extensive experience advising the most discerning clients from all corners of the globe, working closely with an international network of trusted professionals in every major aviation jurisdiction.





AIRCRAFT LEASING

Aircraft leasing is at the heart of our commercial aviation practice, with experience acting for both lessors and airlines.

We place aircraft in jurisdictions all over the world, ranging from the largest wide-bodies to regional aircraft. The team is familiar with the drafting nuances required for different jurisdictions, aircraft types and, with extensive in-house experience, understands keenly the questions that need to be asked and addressed upfront, in order to ensure tight deadlines can be met.

Naturally, the COVID-19 pandemic provided ample opportunity to negotiate and document lease extensions and amendments, early returns, and restructurings, and we are careful to ensure that the learnings from such matters are tracked through into new transactions.

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SALE & PURCHASE

We support our clients in all aspects of drafting, negotiating, and completing the sale and purchase of aircraft, including related lease novations for both individual aircraft sales and portfolio transactions.

We recognise the importance of such a substantial transaction and will work closely with you to provide a tailored service which meets your business's individual needs. To ensure the process is as enjoyable and as straightforward as possible, we typically break our advice down into the following stages:

1. Advising on, and negotiating the contract

We will ensure the Aircraft Purchase Agreement is tailored to reflect your specific requirements, ensuring the delivery and technical documents are sufficient to protect your investment.

2. Advising on an appropriate ownership and registration structure

The structure must reflect the specific circumstances - including whether the aircraft is on-lease or AOG at the time of closing - and we then project manage all formalities related to ownership and registration of the aircraft.

3. Reviewing the aircraft's historic title documentation

A crucial element of the transaction is the review of the historic ownership of the aircraft. We will undertake a review of the International Register and any other relevant (national) registries for the aircraft and its engines, as well as ensuring the aircraft will be delivered with the correct documentation for its onward registration.

4. Advising on, and assisting with, the legal and physical delivery of the aircraft

If needed, we are always pleased to attend the handover of an aircraft to ensure the completion process runs smoothly, whether you are buying or selling.



ASSET FINANCE

Our commercial aviation clients almost always prefer to finance their acquisitions, and the Jaffa & Co team has experience across a multitude of structures: from ‘vanilla’ loan-plus-mortgage arrangements for single aircraft, to warehouse facilities, export credit financings and Sharia-compliant structures.

We understand the financiers’ focus on protecting the assets providing security for the debt, and we work closely with clients and local counsel to ensure that the security package on each deal provides appropriate protections for both owners and financiers, while limiting any disturbance to an airline’s operations.





RECENT COMMERCIAL TRANSACTIONS

Acting for a Korean lessor on a sale and lease-back of two B787-10s, and one A350-900 aircraft with an Asian flag carrier (an Airline Economics Deal of the Year 2022).

Acting for a start-up German carrier in connection with the leasing and delivery of their first aircraft: an A320-200.

Advising on the refinancing of two regional aircraft and acquisition financing of a third regional aircraft for a commercial lessor.

Placement of two A320-200 aircraft on operating leases with an Asian flag carrier.

Operating lease of one B737-800 aircraft for an LCC in Asia.

CLIENT TESTIMONIALS

“

Jaffa & Co are rigorously professional, extremely knowledgeable and easily approachable. Their counsel has been invaluable to us. Jaffa & Co's contribution and value to us doesn't stop at legal matters. They also assist us with excellent general advice based on deep industry experience... and they have a wealth of contacts to call upon when needs arise. We truly appreciate having Jaffa & Co on our side and acting as our representative for such a special and substantial project.

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“

You have all delivered a formidable performance in converting this quagmire into a solved matter.

There was a clear change in pace and progress once Jaffa & Co was instructed.

”

“

I included you in a group email a moment ago, but I very much want to send a separate and special “thank you” to you for all you have done to bring this together. I am truly delighted. Simply this could not have come together without your guidance and advice.

It was a complicated transaction and while I am no stranger to elaborate transactions with multiple players, this one was way out of my area of expertise. Your introductions to others who provided other essential skills were so appreciated.

”

“

Without doubt, one of the finest specialists in the industry and a pleasure to deal with.

”

OUR PEOPLE

Jonathan Russell

Partner



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Jonathan is a transactional lawyer based in Mayfair, London. Jonathan has significant experience acting for commercial aircraft lessors and has advised on a multitude of international aircraft sales and purchases, financing, and leasing transactions. He has also advised on the re-financing of a third-party regional aircraft for a commercial lessor.

Jonathan is proud to have advised some of the best-known financiers in the aviation sector, in addition to individuals and large corporations. He maintains an extensive, global network of contacts within the aviation community and is known by his clients to give pragmatic and commercially minded advice.

Ranked by Chambers Guide, he is also featured in the Spear's 500 directory, considered the essential guide to the top private advisers for high-net-worth individuals. The guide, dubbed the "Forbes of Europe", describes him as: "*client-focused... good-humoured and personable.*"

A recent client commented as follows: "*Having gone through the process of buying aircraft and yachts for UHNWs with the help of other London firms, I can only confirm that Jonathan came across as the most knowledgeable and responsive; he has the ability to deal with difficult situations, staying calm, listening first and pursuing afterwards; his legal advice backed up with a strategic view and knowing very well when it is time to play his cards.*"

James Jaffa

Managing Partner



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James founded the firm and is recognised internationally for his knowledge and expertise. He has been shortlisted for the 'Citywealth Lawyer of the Year' award and is recognised as a leading advisor within the London market for the ultra-high-net-worth sector.

He has also been ranked in Chambers Guide and the Legal 500, both of which recognise the UK's leading legal advisors. Clients praise James' fast response times and ability to simplify complex matters. One leading international brokerage firm describes James as: "*without doubt, one of the finest specialists in the industry and a pleasure to deal with.*"

Sarah Fairweather

Legal Director



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Sarah is a highly experienced aviation and widely respected finance and transactional lawyer. Sarah advises clients in the Aviation and Marine sectors on aircraft leasing, aviation finance, marine finance, sale and purchase transactions, chartering, as well as aviation and marine commercial contracts, and ownership and registration structuring. Her loyal client base includes asset finance lenders, investors and financial institutions, as well as owners, operators, and a prestigious international flag carrier.

Recent examples of Sarah's expertise include:

- Advising an international flag carrier on the novation of an aircraft lease of an A320 aircraft from Wells Fargo Bank to DVB Bank, including assignments of airframe warranties from Airbus and engine warranties from CFM International.
- Advising a borrower aviation business on the purchase of a new Pilatus PC12, financed by a well known Marine and Aviation asset finance lender.
- Advising an owner on the acquisition of a Challenger 850.
- Advising a well-known marine finance lender on numerous financings, re-financings and re-flagging of yachts, superyachts and commercial workboats and crew transfer vessels.
- Advising an owner on the acquisition of a fleet of work vessels.

Sarah has been recognized as a Next Generation Partner for Aviation, South East by Legal 500 (2020, 2021 and 2022) and is a Spears Top Recommended Aviation & Yacht Lawyer.

Katie Bancroft

Senior Associate



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Katie is a key point of contact for Jaffa & Co's business aviation matters. She handles all aspects of the multi-jurisdictional sales, purchases, finance, new-builds, and registrations of business aviation assets. She also assists clients in implementing ownership structures and dealing with VAT issues arising in respect of these assets, alongside our preferred tax partners.

Katie's clients value her practical and commercial approach to deals. They particularly note Katie's 'down-to-earth' approach, her adaptability, and her skill at guiding clients through transactions, whether they are industry experts or first-time buyers.

Katie's enthusiasm for the business aviation industry is undeniable and infectious. She is a regular speaker at aviation conferences and contributes articles to industry publications. She also has a growing online presence and is a keen champion of women in the industry.

Lauren McNab

Solicitor



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Lauren read law at the University of Bournemouth, graduating with a first-class honours in Law in 2021. During her studies, Lauren received several awards, including a Law Award for her aptitude and dedication to the subject.

Whilst Lauren was undertaking her undergraduate degree, and prior to her joining Jaffa & Co, she undertook a placement year within the marine team of a highly regarded law firm, which facilitated her passion for dispute resolution within the superyacht / shipping sphere. Following her graduation, she went on to passing the Solicitor Qualifying Exams whilst simultaneously undertaking her training contract with Jaffa & Co within the following 24 months.

As a trainee solicitor, Lauren gained experiences across all Jaffa & Co's core superyacht and aviation practice areas, including litigation and arbitration, sale and purchases, construction and refits, and asset finance.

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