



Business Aviation in South Eastern Europe

15th November 2018

Bucharest, Romania

Platinum Sponsor



Silbver Sponsor

BOMBARDIER



AGENDA

9.00 Registration

9.30 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.40 OPENING ADDRESS

Adrian Ionascu, Director Third Party Contracts, Blue Air

10.00 WELCOME ADDRESS

Capt. Sakeer C. Sheik, Managing Director, Titan Aviation Group

10.20 PANEL DISCUSSION

Anatomy of a private jet deal

Adrian Iordache, Managing Partner, Iordache Partners

Doru Matei, CEO, Aviation Consult Jetexpert & Partner for Commercial and Business Aviation, Aircraft Finance Germany

11.00 Networking Coffee Break

11.30 Topic to be confirmed

Jay Faria, President and Commercial Director, Airtrade Aviation

12.00 Topic to be confirmed

George - Gabriel Liteanu, Sales Director, Gulfstream Aerospace Corporation

12.30 Aviation carbon emissions – ETS & CORSIA

Armando Cairoli, ETS Support Facility, Eurocontrol

13.00 Networking Lunch Break

Sponsored by



14.10 From engine management to engine expertise

Gjorgji Acevski, Engines Fleet Manager - Lead Powerplant Engineer, Acting on behalf of Magnetic MRO

14.40 The benefits of being on a JSSI Engine, airframe and APU program

Jan Hascher, Director, Business Development, Central- Eastern Europe & Russia, JSSI

15.10 Networking Coffee Break

15.30 MRO IT software: Adding value to your business

Nick Godwin, Managing Director, Commsoft

16.00 Tax planning, VAT, substance and ownership structures

Mark Byrne, Director, Martyn Fiddler Aviation

16.30 Blockchain and the impact on aircraft management and operations

Henrik Nielsen, Founder & Managing Director, Airlog Monitor

17.00 Concluding Remarks

SPEAKERS

Mark Byrne, Director, Martyn Fiddler Aviation

Mark Byrne is a director and shareholder of Martyn Fiddler Aviation. Mark studied law at the University of Westminster and received his MBA from Manchester Business School. Mark worked internationally before moving back to the Isle of Man in 1987 and joining the ICM Group.

Mark's lifelong interest in aviation led him to initiate the acquisition of Martyn Fiddler Associates in 2005 and to inspire the ICM Group to provide structuring solutions for business aircraft. Continuing from this success Mark worked with Isle of Man customs and international advisors to establish VAT efficient structuring solutions which would comply with domestic and international regulations.

Having already built a substantial reputation within the aviation industry, Mark conceived the Isle of Man Aviation Conference in 2010 with the inaugural conference being held in 2011. This is now established on the business aviation annual conference circuit with delegates travelling from around the world to attend.

Mark continues to spearhead new business concepts and strategies while ensuring Martyn Fiddler Aviation stays true to its roots and values. Relationships have always been the key to the success of the Martyn Fiddler Aviation team and Mark makes sure the team continue to stay connected to this philosophy.

Armando Cairoli, ETS Support Facility, Eurocontrol

Armando Cairoli worked in the travel industry for a major Italian Travel Agency Group in Brussels until 1997.

Between 1998 and 2000 Armando obtained his Private Pilot Licence in Belgium and Commercial Pilot Licence in Canada. He then returned to the travel industry in Luxembourg and Brussels as area manager and consultant until 2004 when he started working at the European Commission.

Armando joined EUROCONTROL in 2007. Since 2011, Armando has been working as an EU ETS Analyst in the Environment Unit at EUROCONTROL, managing the EU ETS Contract Office for Aircraft Operators and presenting the Support Facility to the aviation industry.

Within the Environment Unit at EUROCONTROL, the ETS Support Facility provides ETS relevant information and data to Aircraft Operators covered by the EU ETS and other concerned parties.

Jay Faria, President and Commercial Director, Airtrade Aviation

Juarez (Jay) Faria holds a Bachelor's Degree in Aeronautical Engineering and has completed several courses in aviation management and business administration. A short career as a college professor also led him to become a contributor writer for articles published by major aviation magazines.

He started his career at Embraer and later became the General Manager for Líder Aviação in Brazil, one of the largest air-charter companies in the world.

In 1991 he created Airtrade Aviation Corp, a Delaware-based company. Jay wears many hats at Airtrade from negotiator to inspector to strategist to chief-mechanic as a practitioner of the craft of aircraft acquisitions. In this endeavour, he has travelled to more than 50 countries in search of higher-value aircraft purchases on behalf of his world-wide clients. Jay has successfully completed the purchase and sale of over 200 hundred aircraft.

He is married to Andrea Faria, and they have a daughter and a son, Taciana and Arthur. Jay is an avid reader and an aircraft and helicopter pilot.



Nick Godwin, Managing Director, Commsoft

Nick Godwin graduated from Southampton University with a degree in Mechanical Engineering. His career started in 1980 with British Aerospace, where he worked for 23 years. During these years, Nick was heavily involved in leading the worldwide marketing of BAE Systems Regional Aircraft products and services, including the Jetstream and ATP families of turboprop aircraft and the Avro RJ/BAe146 jet airliners.

Nick was part of the team that helped create Aero International Regional (AI(R)), a Joint Venture with the Franco-Italian turboprop airliner manufacturer, ATR based in Toulouse. Nick also served for 9 years as an elected Board Member of the European Regions Airline Association. In 2004 Nick became Marketing Director at Civil Aviation for Data Systems and Solutions (“DS&S”), a subsidiary of Rolls Royce.

Nick joined Commsoft as Business Development Director in May 2008 and was responsible for winning new customer business, growing the existing customer base and securing relationships.

In November 2011, Nick was appointed Managing Director of Commsoft.

Jan Hascher, Director, Business Development, Central- Eastern Europe & Russia, JSSI

Prior to Jan’s role at JSSI, he worked as a sales manager for Diamond Aircraft Industries GmbH, Shandong Bin Ao Aircraft Industries Co. Ltd (temporary employment in China), Global Relations Consulting GbmH and Avcon Jet AG. Jan has a Master’s Degree (International Business Mgmt) from Vienna University and is fluent in English and German.

His current responsibility is to manage all sales and marketing related aspects in Central and Eastern Europe. His home base is Vienna, Austria. He has international working experience in Europe and Asia Pacific and in his spare time he likes to snowboard, MTB and golf.

Henrik Nielsen, Founder & Managing Director, Airlog Monitor

Henrik Nielsen is a passionate entrepreneur having an impressive business acumen for the blockchain applications in banking & financial paradigms. Being the Founder and Managing Director of Airlog Monitor, a digital management platform for managing and investing in aircrafts, Henrik has been promoting the integration of the latest technology of Blockchain, Smart Contracts and Artificial Intelligence in aviation for the benefit of aircraft owners. He is also CEO ITTM Holdings A/S, and contributed to Dansk Merchant Capital as its Senior Advisory Council Member. Being a seasoned and market-recognized Finance Professional, he has also been associated with Maersk, Arla Foods, and GN Nettest as Division CFO. Moreover, he holds a rich hands-on experience in banking sector, and has previously served Danske Bank as Vice President Investment banking.