

Cyprus Aviation Symposium

At the Crossroads of Europe, Asia and Africa

Thursday 17th May 2018

Larnaca Municipal Art Gallery, Larnaca, Cyprus

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Conference Moderator:

Christos Rafael, CEO, C A Aviation Management Services, C A Crew Academy

8.30 Registration

9.00 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 **OPENING ADDRESS**

Antonis Theodorides, CEO, Q4 Aviation Solutions

9.30 **KEYNOTE ADDRESS**

Mrs. Vassiliki Anastassiadou, Minister of Transport, Communications and Works, Republic of Cyprus

9.50 **WELCOME ADDRESS**

Stavros Stavrou, Chairman, Larnaca Chamber of Commerce and Industry

10.00 **PANEL DISCUSSION**

Cyprus at the crossroads of Europe, Asia and Africa: A new aviation hub?

- Current standards and regulations
- Air taxis in Cyprus
- The VIP market
- New players in commercial aviation
- The strategic location of Cyprus in the Mediterranean
- Brexit and opportunities for Cyprus
- Aviation as tourism development tool for island nations
- Aviation safety regulatory framework and certification process
- A vision for the future

Chris Christodoulou, Managing Director, Christodoulou & Mavrikis

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

Jordan Karatzas, Executive Vice President, InterVISTAS Consulting

Joanna Kolatsis, Head of Aviation and Travel, Hill Dickinson

Marios Panteli, Airworthiness Inspector, Cyprus Department of Civil Aviation

11.00 **PANEL DISCUSSION**

The operators' panel

- Strategies and future challenges for Cyprus Airways and the strategic location of Cyprus

Vladislav Filev, Shareholder, Cyprus Airways

Other Speakers to be confirmed

11.30 Networking Coffee Break

12.00 **PANEL DISCUSSION**

Financing and leasing aircraft: What operators need to know

- Technical pitfalls for leased aircraft
- Financing and leasing aircraft
- Financial interactions on aircraft transactions

- Regional airline fleet planning and regional aircraft leasing
- VAT regulations in Cyprus

Anna Anatolitou, Partner, Ince & Co

Charis Charalambous, VAT Partner, KPMG Cyprus

Anthony Frances, Senior Counsel, Gateleys

James O'Shea, CEO, Seefin Aviation

Antonis N. Simigdalas, Chairman, Elix Aviation Capital

12.30 Networking Lunch Break

13.50 PANEL DISCUSSION

Aircraft purchase and sale

- Practical aspects of buying and selling aircraft
- Legal and ownership matters
- How to complete an aircraft transaction successfully
- Aircraft registration
- Aircraft valuation
- Aircraft appraisal vs. electronic aircraft documentation
- Image is everything

Mark Byrne, Director, Martyn Fiddler Aviation

Matthew Delamere, Managing Director, Eyelevel

Jay Faria, President and Commercial Director, Airtrade Aviation

Roland McKay, Aircraft Expert Witness, kayway.aero

Rob Watts, CEO & VP Financial Solutions, Aerotask

15.00 Networking Coffee Break

15.30 PANEL DISCUSSION

Aircraft management, maintenance and operations

- Selecting an aircraft management company
- How to achieve efficiency, profitability and safety
- Maintenance support
- Costs of aircraft management and operation
- Infrastructure for ground handling
- The future of FBOs
- Airport infrastructure
- Insurance
- Taxation
- Aviation security

Nick Godwin, Managing Director, Commsoft

Gregory Olympios, Director of Business Development, JSSI

Vincent Picard, Director APAC & MENA, Business Development Director, LegendAire

Aris Promos, Director, Amani Aviation

16.30 PANEL DISCUSSION

Pilots training and shortage

- High demand for qualified pilots
- Training facilities in Cyprus
- How can the shortage of pilots be resolved?

Capt. Tilmann Gabriel, Program Director of the Air Transport Master Programs, City University London

17.30 Concluding Remarks

17.40 Networking Drinks Reception

SPEAKERS

Vassiliki Anastassiadou, Minister of Transport, Communications and Works

Mrs. Vassiliki Anastassiadou was born in Nicosia. She studied Law at the National and Kapodistrian University of Athens and holds a post graduate studies Degree in European Law (LLM in European Union Law) from the University of Leicester.

During her student years, she was an amateur singer, performing artistic songs and songs with a patriotic theme, particularly after the Turkish invasion in Cyprus. In 1977 she represented Cyprus in a Song Festival, in Edmonton, Canada, during the Commonwealth Games.

She worked as a trainee advocate and successfully acquired the License of a Registered Practising Advocate. In 1983, she was appointed as Secretary, Parliamentary Committees, in the Parliamentary Committees Service of the House of Representatives, gradually rising through all the ranks of the Service to become its First Secretary. In 1999, in addition to her duties as First Secretary, she was assigned to coordinate the provisional Department of the House commissioned to harmonise Cyprus legislation with the *acquis communautaire*. In 2002, she was appointed as Director of the newly established European Affairs Service of the House, continuing to work for the successful completion of the harmonisation process of Cyprus' legislation to the *acquis communautaire* until Cyprus' accession to the European Union. In 2007, she was appointed as Director, of the Parliamentary Committees Service and in July 2013 Secretary General of the House of Representatives.

She is married to Mr. Stelios Anastasiades and she has a daughter and a son.

Mrs Anastassiadou, appointed by the President of the Republic of Cyprus, Mr. Nicos Anastasiades, assumed office as Minister of Transport, Communications and Works on the 1st of March 2018.

Anna Anatolitou, Partner - Aviation, Ince & Co

Anna is a dual-qualified English solicitor and New York attorney and also has a good understanding of a broad range of UAE laws, having spent 6 years in the UAE, where she headed the Middle East Aviation practice of another firm.

Her experience ranges from aviation liability and commercial litigation to regulatory, commercial and transactional matters. She advises a variety of airlines, insurers, manufacturers, airports, MROs, ground agents, lessors and financiers

Anna was previously Group General Counsel of the Air Arabia Group, which includes the Middle East's first and largest low cost carrier, where she was responsible for both the Legal and Insurance claims functions of the Group (15+ companies). She also spent time in-house with the Emirates Group.

Anna has handled a number of aviation liability accounts for London underwriters and has had day to day responsibility for many high profile and complex aviation major losses, including the passenger, crew and third party claims arising from: Air France Concorde; Egyptair flight 990; Tarom Airlines flight 371, Tarom Airlines Flight 3107; Sudan Airways flight 109; Turkish Airlines flight 634; and Pamir Airways flight 112.

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.

Chris Christodoulou, Managing Director, Christodoulou & Mavrikis

Chris is the Managing Partner of Christodoulou & Mavrikis Incorporated. He is an admitted South African attorney and a Solicitor in England & Wales and practices in the fields of aviation and commercial law.

He advises local and international clients in matters pertaining to the sale and acquisition, financing, leasing and management of aircraft.

Chris has served as a non-executive Director of a State owned commercial airline and currently serves as a Member of the South African Civil Aviation Appeal Committee. He is the contributor of numerous aviation law guides and publications and has consistently been named in the Who's Who Legal as a highly regarded individual in the field of aviation law in the finance and regulatory sectors. He holds BA and LLB degrees as well as a Masters in Law degree from the University of London in aviation law, and has completed numerous business and management school courses.

Matthew Delamere, Managing Director, Eyelevel

Matthew Delamere is the CEO of Eyelevel Jet Interiors that was founded 10 years ago.

Eyelevel Jet Interiors specialise in supplying private jets and luxury VIP airlines with beautiful products that enhance the passenger experience.

All areas of the cabin are catered for including dinner services, fine crystal glasses, silver tableware, cashmere blankets, bedding, table linen, exclusive bathroom amenities and luxury wash bags.

Products are sourced from leading brands such as Christofle, Baccarat, Hermes, Bvlgari, L'Occitane, Jo Malone, , Waterford.

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.

Capt. Tilmann Gabriel, CEO, tiansalo consultants and Program Director of the Air Transport Master Programs, City University London

A former senior aviation executive with over 35 years of demonstrated results in the aviation industry, a Lufthansa Executive and Training Captain for 20 years with 12,500 hours, Tilmann Gabriel has managed sustained growth for leading airlines, as well as start-ups, Airports, MRO, business jet, helicopter operations, aircraft manufacturers and large training operations. He has created dramatic results for clients such as Lufthansa, Deutsche British Airways, Flexjet, Royal Jet, CHC, Safi Airways

and Qatar Airways, and was most recently appointed Assistant Professor and Director of the renowned Master Programmes for Aviation Management of CITY, University of London.

A global executive with leadership experience in European, American, Middle Eastern, and African markets, Gabriel remains a key innovator in airlines and aviation companies and reinforces a safety culture environment while cultivating leadership, integrity and individual responsibility. Next to the research with his many students from all around the industry, Gabriel is consulting and coaching specific aviation projects, supports investors with tenders and purchasing decisions.

An avid speaker at international aviation, training and safety conferences, and columnist for several magazines, Gabriel is considered a thought leader in his field and is writing and researching about the future opportunities in air transport and support systems, future pilot recruitment, training and workplace cockpit, as well as a new gamified education concept in aviation. As Fellow Member of the Royal Aeronautical Society, Gabriel has recently been appointed Executive Chairman/President of IPTA, the International Pilot Training Association of ICAO, IATA, OEMs, ATOs and Airlines.

Nick Godwin, Managing Director, Commssoft

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 Commssoft 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 Commssoft.

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.

Roland McKay, Aircraft Expert Witness, kayway.aero

Roland McKay graduated from the Commercial College and then went on to study at the Lufthansa Technical School and is since 1975 a licensed aircraft maintenance engineer. He worked in Airline Line and Base Maintenance. After his service in the Naval Aviation he studied Business Economics. Mr. McKay holds a valid EASA & FAA pilot license and is certified in diverse Aeronautical Technologies. He joined Airbus Industrie ensuring worldwide, on-time availability of Spare Parts and Ground Support Equipment (GSE). In 1985 Mr. McKay took the position of Finance Controller at Airbus supporting the fulfilment of Airbus spare part sales contracts in Africa, Middle East and the Far East. Leaving the aviation industry Mr. McKay took responsibility as a Managing Partner of a management consulting firm looking after the group’s subsidiaries. Afterwards he returned to the Aviation field and was the Accountable Manager for a Continuing Airworthiness Management Organization, respectively is Managing Director of an Aviation Technical Consulting Services based in Switzerland. Furthermore, Mr. McKay is a member of a German Air force and the Swiss Air Flying Club, the EBAA and the Aircraft Appraiser Association.

Marios Panteli, Airworthiness Inspector, Cyprus Department of Civil Aviation



Aviation professional with 25+ years of experience in the field of airworthiness, including more than 14 years in the Airworthiness Section of the Cyprus National Aviation Authority.

He is the holder of professional and academic qualifications in aircraft maintenance, aircraft engineering, air transport management and business administration / public sector management. Throughout his career he has obtained a wide range of experience in airlines, aircraft maintenance (line and base) and as an Airworthiness Inspector for the local authority.

His current duties include the certification of aircraft, initial approvals / oversight of aircraft maintenance and continuing airworthiness management organisations, Safety Assessment of Foreign Aircraft and the aviation occurrence reporting system. He is focused on improving aviation safety through the application of European and National regulations.

He has contributed to the smooth transition from National to European aviation safety standards after the accession of Cyprus to the European Union. Currently he is facilitating the rapid expansion of the Cyprus aviation industry following the collapse of the state-owned airline, including the certification of three start-up airlines in the last two years.

He values integrity, professionalism, hard work and continuous improvement.

He enjoys reading books and riding his motorbike.

Rob Watts, CEO & VP Financial Solutions, Aerotask

Rob leads the financial solutions team at Aerotask, a global aviation consultancy offering asset management and financial solutions to airlines, lessors, financial institutions, and aviation investors.

From his involvement in valuing and modelling multimillion dollar aircraft leasing structures to appraising active and repossessed aircraft assets, Rob has proven experience in aircraft appraisals and lease stream valuation.

Prior to co-founding Aerotask, Rob worked for Airbus consultancy tasc aviation, and also holds a Finance degree from the University of Wollongong, where he was awarded top graduate.