



CCAS

Canadian Corporate Aviation Summit

Thursday 14th January 2021

Virtual Conference

9.00 PST (Vancouver) / 12.00 EST (Montreal) / 17.00 GMT (London)

Hosted & Sponsored by



Associate Sponsor





AGENDA

12.00 EST Opening Remarks

Panagiotis Panagopoulos

Zafran Hilur, CEO, OCG Aviation

12.10 EST **Cirium 2020 Business Aviation Market Review**

Daniel Hall, Senior Valuations Analyst, ISTAT Appraiser, ASA Senior Appraiser, Ascend by Cirium

12.40 EST **The Used Aircraft Market: Reviewing 2020 & Planning for 2021**

Anthony Kioussis, President & CEO, Asset Insight

13.10 EST **Purchasing and Financing Business Aircraft in Canada**

Jason MacIntyre, Partner, Blake, Cassels & Graydon

Auriol Marasco, Lawyer - Aviation and Aerospace Group, Blake, Cassels & Graydon

13.40 EST **European Issues for Canadian Corporate Aviation**

Mark Byrne, Director, Martyn Fiddler Aviation

Heather Gordon, Legal Director, Martyn Fiddler Aviation

Martin Kennaugh, Director, Martyn Fiddler Aviation

14.10 EST **Engaging the Next Generation of Aviation Professionals - An International Initiative towards a Sustainable Future for the Air Transport Sector**

Suzanne Kearns, Aviation Professor, University of Waterloo

14.40 EST **The Value of Refurbishing and Updating your Aircraft - Critical Steps to Achieve an Amazing Result**

Tom Chatfield, CEO, Camber Aviation Management

15.10 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.

Tom Chatfield, CEO, Camber Aviation Management

Thomas Chatfield is the CEO of Camber Aviation Management, a team of experts that guide and manage the complex process of transforming an airliner into a corporate jet - from selecting the right aircraft to cabin design, engineering, fabrication and certification through to the delivery of the finished corporate jet to the client.

Tom is a leader in aircraft completions and refurbishment management, and corporate jet visionary with 35 years of experience in the aviation industry. He founded Camber Aviation in 2014, reflecting his business philosophy in four pillars of company values – knowledge, experience, innovation and trust.

Tom surrounds himself with the best professionals and people in the industry. Camber Aviation's team collectively has more than 135 years of aviation experience, with each member having been involved with corporate aircraft for a minimum of 15 years. Each team member is either a licenced Aircraft Maintenance Engineer or holds an advanced aviation degree. Together, they've successfully managed corporate aircraft completion projects ranging from Bombardier and Dassault business jets to Airbus and Boeing narrow-and widebody aircraft.

He has held Part 145 and CAMO Postholder positions: managed operations, maintenance and engineering departments; performed aircraft acceptances and lease returns; and recovered aircraft from challenging situations. Tom's passion is to innovate and push the barriers of what is possible in a large cabin completion, delivering the best corporate jet possible, individually tailored to the requirements of Camber's ultra-high net worth individuals, corporate and heads of state clientele.

Tom is a trained avionics technician holding Transport Canada and EASA Aircraft Maintenance Engineer licences, with an MSc in Airline Transport Management from Cranfield University.

Heather Gordon, Legal Director, Martyn Fiddler Aviation

Heather Gordon is Legal Director at Martyn Fiddler Aviation. Heather joined the team in 2013 having previously practiced within a leading Isle of Man law firm's aviation practice since 2007. Heather holds graduate and post graduate degrees in law and studied internationally for her MBA.

Coming from an aviation family, Heather is devoted to the industry and has on occasion been described as a 'spotter'. Her enthusiasm is translated into her work and as a result she is often asked to speak at conferences and seminars internationally on Isle of Man corporate and aviation matters.

Daniel Hall, Senior Valuations Analyst, ISTAT Appraiser, ASA Senior Appraiser, Ascend by Cirium

Daniel is certified as both an Accredited Senior Appraiser (ASA) with the American Society of Appraisers and an Accredited Appraiser with the International Society for Transport Aircraft Trading (ISTAT). Based in Ascend by Cirium's New York office, he has a comprehensive knowledge of the Commercial and Business Aviation sectors. His involvements include analysis of values, market insight & commentary, business development, and consultancy advisory. Daniel frequently works on Commercial & Business Aircraft Market Values and Appraisals, to both an ISTAT and ASA-compliant standard. Daniel specialises in the Business Aviation sector actively tracking Market Values and financing for over 50 Business Jet type



families / 100 variants. His client interaction ranges with those representing banks, financiers, investors, airlines, lessors, and includes industry conference speaking.

Martin Kennaugh, Director, Martyn Fiddler Aviation

Martin Kennaugh is head of aviation at Martyn Fiddler Aviation and is based in the Isle of Man. Martin joined the ICM Group in 2007 and quickly developed and grew a specialist aviation administration team. Martin studied economics at Canterbury University and is an associate of the Institute of Chartered Secretaries and Administrators.

The passion and motivation Martin brings to his team and their work is reflected in the relationships he has developed throughout the industry and the united approach he takes with clients. Martin's easy-going nature often means he is the first port of call for VAT structuring questions from operators and manufacturers.

Anthony Kioussis, President & CEO, Asset Insight

Mr. Anthony ("Tony") Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics, and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in a uniform methodology for evaluating and grading an aircraft's maintenance condition.

Prior to Asset Insight, he served as VP, Strategic Marketing with GE Capital's Corporate Aircraft Finance group, joining GE after serving as VP – Aircraft Sales for Jet Aviation Business Jets, Inc.

Following a ten-year tenure with British Aerospace, Inc., where he became VP – Sales, for JSX Capital, the company's aircraft remarketing subsidiary, Tony founded The K Group, Ltd., providing Marketing, Sales, and Financial Services consulting to companies headquartered in the Americas and Europe.

He later joined Jet Support Services, Inc., as Sales Director – Airframe Programs, and developed "Tip-to-Tail," JSSI's Airframe Hourly Cost Maintenance Program.

Tony is a published author and active industry association member, serving as the current Board Secretary for the National Aircraft Finance Association (NAFA), past Chairman of the Products and Services Member Council for the National Aircraft Resale Association (NARA), and as a current Member of the Transportation Research Board's (TRB) Business Aviation Subcommittee.

He holds a Bachelor of Science Degree from Florida Institute of Technology's College of Aeronautics, has completed graduate studies at New York's Pace University toward a MBA in Finance, and is a licensed pilot.

Jason MacIntyre, Partner, Blake, Cassels & Graydon

Jason is a partner in the Toronto office of Blake, Cassels & Graydon LLP, where his practice focuses primarily on secured lending and structured finance transactions, with a particular emphasis on aviation, project finance, infrastructure and defence.

Jason has represented various aircraft lessors, manufacturers and financiers on aircraft finance and commercial aviation matters. He has also represented both lenders and borrowers in domestic and international transactions, which have included asset-based lending, project finance, public-private partnerships and both public and private debt and capital markets offerings. Jason routinely advises clients on complex aviation regulatory matters, including foreign investment in Canadian airlines, Transport Canada audits and airport privatization matters. He launched and co-leads Blakes' drones group and routinely advises the firm's key corporate clients on the use of drone technology in their commercial operations.

Jason has been recognized as a leading lawyer in aviation law including, most recently, in the following publications The Best Lawyers in Canada - 2021 (Aviation Law), Chambers Canada:



Canada's Leading Lawyers for Business 2021 (Transportation: Aviation: Finance - Nationwide - Canada), The Legal 500 Canada 2021 (Next Generation Partner – Transport Aviation), The Canadian Legal Lexpert Directory 2020 (Asset Equipment Finance/Leasing and Aviation (Regulation & Liability)), Expert Guide Top Aviation Practitioners in Canada 2020 and Who's Who Legal: Canada 2020 (Recommended Transport - Aviation).

Auriol Marasco, Lawyer - Aviation and Aerospace Group, Blake, Cassels & Graydon

Auriol Marasco is a partner in the Aviation & Aerospace legal group at Blake, Cassels & Graydon LLP. Her practice focuses principally on aviation commercial and regulatory matters. She has advised clients on matters relating to aircraft finance, aviation M&A, the operation and certification of remotely piloted aircraft systems (drones), airline restructuring and insolvency, aircraft repossession, airline and pilot licensing and conflict of laws issues. Auriol gained industry experience while working for a Canadian airline in the operations, contracts, marketing and maintenance departments.

Auriol is the secretary of the Aviation Working Group – Canada Contact Group, an executive member of the Canadian Bar Association Air and Space Law Section, as well as a member of Women in Aviation and Women in Aerospace. She is also a commercial multi-IFR (instrument flight rules) pilot and has guest lectured for the Commercial Aviation Management program at Western University in London, Ontario. Auriol is also on the Board of Directors for Hope Air, a not-for-profit organization that provides air transportation for Canadians requiring access to medical resources.

She has been recognized as a leading lawyer in aviation law, including in The Legal 500 Canada 2021 (Next Generation Partner – Transport: Aviation), Chambers Canada 2021 (Up and Coming – Transportation: Aviation: Finance), Who's Who Legal: Canada 2020 (Transport Aviation), Chambers Canada: Canada's Leading Lawyers for Business 2020 (Transportation: Aviation; Finance), The Best Lawyers in Canada 2020-2021 (Aviation Law), Expert Guide Top Aviation Practitioners in Canada 2020, The Canadian Legal Lexpert Directory 2020 (Aviation (Regulation & Liability)), Who's Who Legal (Transport - Aviation Finance) and Wings magazine "Top 20 Under 40" in the aviation industry.