



CIS Business Aviation Symposium

Monday, 10th September 2018

Hilton Baku

Baku, Azerbaijan

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ARCOSJET

Business Aircraft Sales & Acquisitions

Conference Moderator: To be confirmed

8.30 Registration & Networking Coffee

9.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 KEYNOTE ADDRESS

Speaker to be confirmed

9.30 PANEL DISCUSSION

An overview of business aviation in the CIS

- Industry standards and regulations
- Air taxi operations
- The operator's perspective
- The manufacturer's perspective
- The strategic location of the CIS
- Infrastructure development

Eric Jullien, Deputy Vice-President, Commercial, Airbus Corporate Jets

Other Speakers to be confirmed

11.00 Networking Coffee Break

11.30 PANEL DISCUSSION

Financing and leasing business jets in the CIS

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

Jay Faria, President and Commercial Director, Airtrade Aviation

Irakli Litanishvili, Founder & CEO, Emperor Aviation

13.00 Networking Lunch Break

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14.20 PANEL DISCUSSION

Purchase and sale of business jets in the CIS

- Practical aspects of buying and selling business aircraft
- Legal matters for aircraft owners
- How to complete an aircraft transaction successfully
- Aircraft registration: Recognition of ICAO standards and oversight

Richard A. Asper, J.D., Chairman, Aviation Professionals Group

Capt. Len Cormier, Safety Oversight Advisor, Bermuda Civil Aviation Authority (BCAA)

Ivan Veretennikov, Aircraft Sales, ArcosJet

15.20 Networking Coffee Break

15.50 PANEL DISCUSSION

Aircraft management, maintenance and operation: Achieving efficiency, safety and security

- Selecting an aircraft management company
- Maintenance support
- The benefit of maintenance programs for business aircraft engines and airframes
- The hidden costs of aircraft management and operation
- FBO facilities
- MRO IT technology
- How to achieve cost efficiency and profitability
- Innovative solutions in MRO business as a cherry on the cake
- Safety and security

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

Henrik Nielsen, Founder & Managing Director, Airlog Monitor

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

Kaspars Podins, Operations Manager, Magnetic MRO

17.00 Pilots training and shortage

- The future high demand for qualified pilots
- Training facilities
- How can the shortage of pilots be resolved?

Tatiana Chernyavskaya, Regional Sales Manager – CIS and Ireland, FlightSafety International

17.30 Concluding Remarks

SPEAKERS

Richard A. Asper, J.D., Chairman, Aviation Professionals Group

Since Rick Asper graduated from law school with a juris doctor degree in 1976 his professional experience has been exclusively related to aviation, with an emphasis in aviation regulatory expertise. He has travelled to over fifty countries during the last thirty years, representing airlines, government civil aviation bodies, airports, aircraft lenders and lessors, and private aviation interests worldwide. One of Rick's primary areas of expertise is in the field of aviation regulatory affairs and aircraft security matters, both in the USA and abroad. He has represented several governments as their designated representative to the International Civil Aviation Organization (ICAO), particularly in the field of compliance with ICAO annex requirements and treaty implications, and with the USA's Code of Federal Regulations. One of Rick's sub-specialties is aircraft repossession, particularly in "challenging" jurisdictions. At latest count Rick has successfully orchestrated aircraft and aviation asset retrievals in 33 countries.

Rick serves on several international regulatory boards and committees, and is a frequent speaker at aviation conventions and functions worldwide. He has been the chairman of the Bahamas Aviation Council, a parastatal organization of government and private aviation interests within the Commonwealth of the Bahamas, for the last ten years.

Rick is the chairman of the Aviation Professionals Group (APG) in Fort Lauderdale, Florida, USA. The APG is made up of aviation professionals in the fields of aviation law, regulatory affairs, aviation accounting and tax support, and aviation technical experts. The APG was formed in 1996, and he has served as its chairman for the last 15 years.

Rick lives in Fort Lauderdale with his wife Carol. He is a licensed private pilot with nearly 5000 hours of flying during the last 35 years. He is the vice chairman of HOMES, a Florida charity that provides low cost housing for the poor in Fort Lauderdale.

Tatiana Chernyavskaya, Regional Sales Manager - CIS and Ireland, FlightSafety International

Tatiana is the Regional Sales Manager of FlightSafety International for CIS countries and Ireland based in UK. She is a Volgograd State University graduate and has a Master's and Scientific degree in Intercultural Communication with overall 10 years' experience in educational sector with 14 publications in international journals. From 2003 to 2009 Tatiana was a lecturer at Volgograd Pedagogical University and a Head of Linguistic Center at Volgograd Academy of Public Administration before moving to UK.

From 2010 to current time being based in UK Tatiana has occupied several managerial positions in international companies in aviation industry developing businesses in 39 countries in EMEA region. She is a senior sales specialist who has developed extensive professional contacts all over EMEA countries. Tatiana participated in several aviation related conventions, seminars and forums as an exhibitor and a speaker.

FlightSafety International provides highest quality of safety-focused training for aviation professionals, including pilots of fixed and rotary-wing aircraft, maintenance technicians, flight attendants and dispatchers. We put aviation safety at the center of everything we do having FlightSafety company name as our mission and helping aviation professionals operate their aircraft to the highest level of safety. With the development of aviation and having mostly automated technologies in present airplanes it is even more important for pilots to practice their skills on our full flight simulators to react to situations in the best way and prevent possible mistakes to happen in real time flying. For over 65 years, we have continually invested in advanced technology of flight simulators, visual systems and displays, courseware, personnel and an expanding worldwide network of Learning Centers.

Capt. Len Cormier, Safety Oversight Advisor, Bermuda Civil Aviation Authority (BCAA)

Captain Len Cormier is the Safety Oversight Advisor for the Bermuda Civil Aviation Authority (BCAA). He is responsible for advising the Director General Civil Aviation on all aspects of the BCAA safety oversight programme, including the implementation of SMS by service providers.

Prior to working in Bermuda, Len was engaged by the International Civil Aviation Organisation (ICAO) for 14 years as a Chief Technical Advisor in the Asia Pacific region. Over this period, he was responsible for assisting states in strengthening their safety oversight programmes.

He was previously engaged by Transport Canada for 20 years as an inspector and manager in the area of personnel licensing, aerodromes and flight standards. For most of that period, he was responsible for the development of air operator regulations and standards, as well as oversight of air operators.

Len began his aviation career as a pilot for various air operators in Canada. He holds a Canadian Airline Transport Pilots License and is type qualified on the DC-3, C550, CL601, B737, B757, B767 airplanes and on the Bell 206 helicopter.

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.

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 GmbH 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.

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

Vincent has been involved in the aviation industry since the late 90' when he started as a commercial pilot in Canada where he's originally from. His love for new challenges led him to continue with studies in avionics engineering in Montreal, mechanical engineering in New York and later on with certificates in business management and finance in Europe. A mix of these trades led to a successful career path across America's, Europe, Middle East and Asia Pacific where he's worked various position from flight engineer through post holder and have occupied different executive managing positions over the last few years. He's currently sitting on the executive board of LegendAire as the CFO and he is the director of APAC/MENA and business development for the same company. When he's off the phone or laptop and not boarding a plane traveling to another meeting, you will find Vincent either sailing, hiking a mountain, or simply catching up with a friend in a café somewhere around the globe!

Kaspars Podins, Operations Manager, Magnetic MRO

Kaspars started his professional career in the aviation industry in 2011 as an Aircraft Painter, working for Eirtech Aviation at Dublin Airport. Shortly after he moved to the company's Czech Republic facility to support painting activities there, and he laid the foundations of a new and purpose-built paint hangar. In 2012, he became an Aircraft Paintshop Supervisor and led a team of 30+ people for more than 3 years. After gaining a significant experience in aircraft exterior and interior works as a team leader and proving himself as an industry professional, he sought for new challenges to outgrow himself. In 2015, he joined Magnetic MRO as an Aircraft Paintshop Production Manager and carried the company's painting activities to the next level during the 2-year period he was working in that position. He led a project to open the first purpose-built paint hangar in Baltic States, which resulted in Magnetic MRO having a one-of-a-kind paint hangar in Tallinn Airport. Kaspars has also been involved in many innovative project developments in Magnetic MRO which brought along major internal developments over the years. He initiated an R&D project to launch an in-house capability for aircraft livery visualization through Augmented Reality solutions, which turned out to be a very successful tool for both Painting and Sales teams.

In September 2017, Kaspars was promoted to Operations Manager position, as a result of his ability to see the bigger picture and dedication to achieve great milestones. Today, Kaspars is in charge of smooth internal and external operations by running many departments, including Painting, Logistics, Workshop as well as Tooling & Facilities.

Ivan Veretennikov, Aircraft Sales, ArcosJet

Though formally educated in linguistics and foreign affairs, Ivan became a passionate aviator immediately after joining the Russian media powerhouse Legend Media in 2007 and was since then involved in all major business aviation media projects in Russia as Senior Editor, Editor-in-Chief, and

Advisor, as well as earned worldwide recognition as an industry journalist. His next project was JetBook, the hi-tech application that eventually became the backbone of innovation and futuristic sales and business development methods at ArcosJet.

Since then Ivan has become a successful aircraft broker in his own right. He is an avid helicopter enthusiast and flies the Robinson R44 and R66 under his Russian PPL.

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Business Aircraft Sales & Acquisitions

With experience in aircraft sales and acquisitions, fleet management, FBO and heliport construction, interior design, and helicopter operations, the ArcosJet team brings confidence, know-how, innovation, and efficiency to business aviation.

We established the company in 2014, having previously succeeded in various projects and sharing between us many decades of industry experience and passion for aviation. With headquarters in Dubai and having offices in Moscow, Vienna and London, we have a truly global outreach – much like the winged machines that we buy, sell, operate, and fly.



Bermuda is a United Kingdom Overseas Territory and whilst it is regulated by the UK Department for Transport, the safety oversight system is separate from that of the UK and is fully compliant with ICAO. The Bermuda Civil Aviation Authority (BCAA) is responsible safety oversight of all aircraft on the Bermuda Aircraft Registry. Bermuda's Aircraft Registry is extensive and ranks 10th in size when compared to the 191 signatory States to the Convention on International Civil Aviation. The current Registry includes 135 private aircraft and 620 commercial aircraft operated under Article 83 bis Agreements. Bermuda established its first Article 83 bis Agreement in 1998 and approximately 80% of all aircraft which are operated under Article 83 bis Agreements are registered in Bermuda. BCAA has Airworthiness Inspectors based in offices in Bermuda and the United Kingdom. This team is complemented by 20 Designated Airworthiness Inspectors who are strategically located throughout the world. In addition, BCAA has engaged Bureau Veritas (BV) for many years to conduct inspections and oversight on its behalf, from offices based in Moscow and Toulouse.

Note: Bermuda is currently transitioning from the Department of Civil Aviation of the Bermuda Government to the Bermuda Civil Aviation Authority. Until the transition is completed, and all documentation amended you may note reference made to both the Bermuda Department of Civil Aviation (BDCA) and/or the Bermuda Civil Aviation Authority (BCAA).