



**ICAS**

# Indian Corporate Aviation Summit

*New Opportunities and Challenges in the Horizon*

Friday 9th November 2018 - New Delhi, India

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## ICAS Agenda

### Conference Moderator: To be confirmed

8.30 Registration & Networking Coffee

9.00 Opening Remarks

### 9.10 KEYNOTE ADDRESS

*Speaker to be confirmed*

### 9.30 PANEL DISCUSSION

#### **India's advantages as a business aviation hub**

- Industry standards and regulations
- The future of air taxis in India
- The VIP market in India
- The strategic location of India

*Bhupesh Joshi, Co-Chairman, Civil Aviation Committee, PHD Chamber of Commerce & Industry*

*Rohit Kapur, President, Business Aircraft Operators Association (BAOA)*

*Mark Martin, Founder & CEO, Martin Consulting*

*Rajeev Wadhwa, Chairman and CEO, Baron Luxury and Lifestyles*

10.30 Networking Coffee Break

### 11.00 PANEL DISCUSSION

#### **The operators' panel**

- Operating environment, regulatory matters, business outlook
- Investment opportunities in India
- The advantages of small airfields
- Meeting the demands of customers
- FBO infrastructure development
- Doing business in India

*Paras Dhamecha, Managing Director, Empire Aviation Group*

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

*Other Speakers to be confirmed*

### 11.30 PANEL DISCUSSION

#### **The manufacturers' panel**

- New opportunities in India and a vision for the future
- Meeting the demands of operators
- Regulatory matters

*Claudio Camelier, Vice-President Sales, Middle East and Asia-Pacific, Embraer Executive Jets*

*Other Speakers to be confirmed*

## 12.00 PANEL DISCUSSION

### **Financing and leasing business jets in India**

- Operators and financed aircraft
- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Financial interactions on aircraft transactions
- Is there a market? How difficult it is?

*Ihab Arja, Senior Lawyer/Aviation Expert, Al Jallaf Advocates & Legal Consultants*

*Simon Davies, VP Sales, UK, Middle-East and India, Global Jet Capital*

*Other Speakers to be confirmed*

## 13.00 Networking Lunch Break

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## 14.20 PANEL DISCUSSION

### **Purchase and sale of business jets in India**

- Practical aspects of buying and selling business aircraft
- Legal and ownership matters for Indian aircraft owners and operators
- Understanding the right value, outlook of sales market
- How to complete an aircraft transaction successfully
- Aircraft registration

*Robert Ricketts, Partner, Holland & Knight*

*Other Speakers to be confirmed*

## 15.20 Networking Coffee Break

## 15.50 PANEL DISCUSSION

### **Aircraft management, maintenance and operations**

- Selling charter through web-based platforms. Is there a market for app-based charter sales or does the traditional broker remain in demand? What are the disruptions in the market?
- Selecting an aircraft management company
- Maintenance support
- The benefit of maintenance programs for business aircraft engines and airframes
- Engine and airframe programs
- The hidden costs of aircraft management and operation
- Satellite communication technology
- Aircraft connectivity - How important is it to stay connected on board a private jet?
- How to achieve cost efficiency and profitability
- Security clearance for foreign registered aircraft
- Safety and security
- Aviation insurance
- New opportunities in business aviation
- Emergency management for corporate aviation

*Shivaji Ranjan Ghosh, Vice President, South Asian Region, GoCrisis*

*Gregory Olympios, Director of Business Development, Middle East, India, Turkey & Greece, JSSI*

*Claire Sandbrook, CEO, Shergroup*

*Mandeep Sandhu, CEO, NEXUS Flight Operations Services*

*Pulak Sen, Founder Secretary General, MRO Association of India*

*Raghd Talih, Director - Business & General Aviation, Middle East, India, Turkey & Africa, Honeywell Aerospace*

*Senior Representative of UAS*

### **17.30 PANEL DISCUSSION**

#### **Pilots training and shortage**

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

*Ashwani Acharya, Business Head, CAE Simulation Training*

*Fabio Sciacca, Director of Sales EMEA and India, FlightSafety International*

### **18.00 Concluding Remarks**

## **SPEAKERS**

### **Gregory Olympios, Director of Business Development, Middle East, India, Turkey & Greece, JSSI**

Gregory Olympios is the Regional Director of Business Development of Jet Support Services Inc., the world's only independent provider of Hourly Cost Maintenance Support Programs for private and corporate aviation. With JSSI since 2013 and based in Dubai, he is responsible for carrying out JSSI's expansion strategy in the Middle East, India and Turkey. Prior to joining JSSI, Gregory for 14 years held a number of management positions in Production Planning, Customer Support and Regional Sales within the Jet Aviation group, based in Switzerland and the Middle East. His previous experience includes setting up the maintenance organization of a start-up airline in Europe and holding Engineering Management positions within a major European VIP aircraft operator.

He holds a BSc in Aeronautical Engineering from Kingston and an MSc in Air Transport Engineering from Cranfield.

### **Robert Ricketts, Partner, Holland & Knight**

Robert joined Norton Rose in 1985 and qualified as a solicitor in 1987. He joined the aviation group of Frere Cholmeley Bischoff in 1989, where he practised until April 1995. Since qualifying, his principal area of practice has been in aviation law, covering a broad range of legal and commercial aspects.

He has advised banks, leasing companies, and airlines on the various issues arising from the sale and purchase, leasing, financing, maintenance and mortgaging of aircraft, including the relevant registration procedures, and has advised airlines, both established and those starting-up, on the applicable international law and regulatory issues. He has acted for a wide range of airlines throughout Europe and elsewhere in the world.

Recent transactions have included the leasing of Boeing, Airbus, Embraer and Bombardier aircraft by a variety of lessors, often involving complex documentation, and the sale of a very diverse range of aircraft. He has also acted for airlines on the aviation aspects of take-overs, mergers and acquisitions.

Robert is a member of the Royal Aeronautical Society and holds a Post Graduate Certificate of Air and Space Law awarded by the University of London. In addition, he is the author of the aircraft finance section of the Butterworths Encyclopaedia of Forms and Precedents and has written a number of articles on aviation related subjects. He has also been a regular contributor of articles to African



Airlines magazine and Aircraft Leasing magazine and has spoken on a number of occasions at international conferences on aviation issues.

The predominant aspect of his work is the financing and leasing of aircraft.

His major clients include SpiceJet, Air Arabia, Close Brothers Limited, AerCap Leasing company and NAC Leasing company.

#### **Claire Sandbrook, CEO, Shergroup**

Claire Sandbrook is a practising UK attorney of 26 years. She has been involved with the enforcement of court judgments all her working life which extends to 35 years in and around enforcement professionals.

She began work for Burchell & Ruston (the 6th oldest recorded law firm in London) in 1980 and progressed to partner by 1989 having completed her professional training with the support of her mentor, Alastair Black, CBE, DL who was the Under Sheriff of London.

Under his wing, she learnt the strategies and procedures which have made her corporate group one of the leading enforcement teams in the UK.

On Alastair's desk was a model aircraft which he had seized in 1977 and which had belonged to East African Airways. He was the first person in the UK to seize a commercial aircraft to compel payment of an order of the High Court in London.

Building on all this experience, and turning the law firm into a corporate brand, Shergroup, Claire has built up a formidable reputation as an authorised High Court Enforcement Officer, who will impound and then leverage payment from a variety of assets

She has written two volumes of Halsbury's Laws of England along with six other leading texts on the subject of enforcement and debt recovery and lectures and speaks about her experiences to instil confidence in people using the UK courts to enforce their judgments.

She is now building the Shergroup brand in the US and further afield in its related security division.

#### **Fabio Sciacca, Director of Sales EMEA and India, FlightSafety International**

Fabio Sciacca is the Regional Director of Sales for FlightSafety International, the world's premier professional aviation training company and supplier of flight simulators, visual systems and displays to commercial, government and military organizations.

He joined FlightSafety in 2012 and based in Italy he's responsible for Corporate Aircraft training marketing and sales in the Region.

Prior to joining FlightSafety, Fabio held a number of positions with increasing responsibility in the aviation industry at Piaggio Aerospace since 2000 and in the energy industry before.

His skills include project and proposal management, marketing and sales, leadership of a sales organization.

Fabio holds a Master's Degree in Mechanical Engineering from the University of Genova, Italy, and holds FAA and EASA private pilot licenses with instrument rating.



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