



ICAS

Indian Corporate Aviation Summit

New Opportunities and Challenges in the Horizon

Friday 9th November 2018

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ICAS Agenda

Conference Moderator: Robert Ricketts, Partner, Holland & Knight

8.30 Registration & Networking Coffee

9.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 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

Syed Tamjeed Ahmad, Associate, Sarin & Co.

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

Rohit Kapur, Managing Director, Arrow Aircraft Sales and Charters and 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

New opportunities in India and a vision for the future

- Operating environment, regulatory matters, business outlook
- Investment opportunities in India
- Doing business in India: The operator's and manufacturer's perspective

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

Jean-Noel Robert, Head of Business Development, Airbus Corporate Jets

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

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?

Moderator: Dhruv Paul, Senior Associate, Watson Farley & Williams

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

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

Vihang Virkar, Partner, PDS Legal

13.00 Networking Lunch Break

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14.20 Understanding aviation insurance

- Understanding the limits of insurance coverage
- Reading the fine print of aviation insurance
- Common restrictions for Business aircraft operators - Prohibited countries

Nitin Marathe, Vice President - Aviation Practice, Marsh India Insurance

14.40 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

Tobias Laps, Vice President Sales, Comlux

Atiesh Mishra, Aircraft Sales, Boutsen Aviation

Robert Ricketts, Partner, Holland & Knight

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

Matthew Delamere, Managing Director, Eyelevel

Vinay Garg, Regional Director, United Aviation Services (U.A.S.)

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

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

Pulak Sen, Founder Secretary General, MRO Association of India

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

Syed Tamjeed Ahmad, Associate, Sarin & Co.

Syed Tamjeed Ahmad is an Indian qualified Lawyer presently working as an associate with Sarin & Co. He graduated this year from the International Institute of Air and Space Law, Leiden University, with an LL.M in Air and Space Law. Prior to Joining Sarin & Co., he was working as an Erasmus Trainee with the Government & EU Affairs department of Boeing International Corporation at Brussels, Belgium.

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

Ihab is an Italian attorney-at-law and expert in the aviation sector. He has been engaged in commercial and regulatory law practice for many years, with a focus on aviation.

He has an extensive experience in high-profile litigation, aircraft financing and leasing, aviation regulation, aircraft accident investigations and policy & business aviation issues.

During his career, he has been actively involved in a full range of legal matters arising in the aviation industry, including drafting aviation legislations, delivering regulatory consultations & proceedings, handling general aviation and commercial issues including sale, purchase and lease of aircraft transactions, aircraft & air navigation services' insurance and reinsurance, and other environment, security & safety issues.

Ihab has addressed numerous conferences on aviation law and aircraft financing & leasing in the Middle East, Europe and Canada, and published on a variety of issues, including commercial aviation developments, environmental regulation impacting the aviation sector and the Cape Town Convention and its Aircraft Protocol.

He is a member of ICAO's Commission of Experts of the Supervisory Authority of the International Registry (CESAIR) for the purposes of the Cape Town Convention (CTC) and the Aircraft Protocol."

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

Claudio Camelier is the Vice-President of Sales for Embraer Executive Jets in Asia-Pacific and the Middle East. His team is responsible for promoting and selling the Phenom, Legacy and Lineage product lines in the region.

With the Company since 1998, Mr. Camelier previously held positions in Embraer's Product Strategy, Market Intelligence and Customer Support organizations.

Prior to joining Embraer, Mr. Camelier dedicated eight years to the aviation industry in Brazil, in the fields of flight operations and performance engineering, airport and navigation fees and aviation fuel management.

Mr. Camelier received his Aeronautical Engineering degree from the Instituto Tecnológico de Aeronautica (ITA - Brazilian Air Force Institute of Technology) and holds a MBA in Business Management from the Fundação Getúlio Vargas university in São Paulo, Brazil.

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

Simon Davies is the VP Sales, UK, Middle-East and India, for Global Jet Capital. He has been with Global Jet Capital since its launch in 2014 and brings with him a vast international experience in

financing corporate aircraft. He has been part of the team that has grown Global Jet Capital to become one of the world's largest corporate aircraft financiers with over US\$2 Billion of financing, and over 300 aircraft, on its books. Prior to joining Global Jet Capital, he was a vital team member involved in the launch of Guggenheim Aero Finance Company and was instrumental in the development of the underwriting guidelines. Prior to Guggenheim, starting in 1997, he was Senior Director, Sales Finance, at Bombardier for corporate and commercial aircraft and led his team of finance specialists for the global sales finance support. Before Bombardier, Simon started his aviation career in 1989 at CAE, Inc., the world's largest civil aviation simulator manufacturer, and managed their structured finance group. Simon is fluent in English and French and holds a B.A., Economics, University of Western Ontario.

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.

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

Colonel (retired) Shivaji Ranjan Ghosh served in the Indian Army from Dec 1974 to Sep 2005 as a Commissioned Officer. He commanded an Infantry Battalion in operations and served with the National Security Guard, India's elite counter-terrorist force. He worked as Emergency Response Planning Officer and Senior Officer Safety Standards in Oman Air and as Emergency Planning Manager in RAK Airways and in Jet Airways. He is also the owner and director of Emergency Planning Enterprises (EmPlanE), providing consultancy services to airlines and airports in the field of emergency response and crisis management.

Col Ghosh has been an approved instructor from IATA and is currently empaneled as a trainer for the Arab Air Carriers Organisation (AACO). He is also associated as Vice President South Asian Region with GoCrisis, a disaster management company operating out of Australia. He has represented the South Asian region in the Steering Committee of the IATA Emergency Response Planners Task Force.

Col Ghosh has been instrumental in authoring the ERP and SMS manuals in Oman Air, RAK Airways and Jet Airways, and has guided the carriers through several successful IOSA audits. He has conducted a wide range of training courses in SMS and ERP for all levels of staff in all these airlines. In addition, he has conducted many courses for different airlines, business aviation companies and airports in several countries, both on behalf of IATA/GoCrisis as well as an independent consultant.

Rohit Kapur, Managing Director, Arrow Aircraft Sales and Charters

Rohit Kapur serves as Managing Director of Arrow Aircraft and has over 20 years of experience in the aviation industry spanning across various segments, be it in aircraft sales, operations, MRO, or setting up turnkey aviation projects, all in leadership roles. Before starting his career in the general aviation industry, Rohit was a helicopter pilot in the Indian Army and has more than 3,000 hours of flying experience.

Previously Rohit was Chief Executive Officer at Indocopters where he was responsible for managing the sales, maintenance and product support for Eurocopters (now Airbus Helicopters) in India. In two years, Rohit and his team made Eurocopter a leader in the Indian helicopter market. Prior to Indocopters he was Chief Executive Officer at Punj Lloyd Aviation and Chief Operating Officer at Indo Pacific Aviation where he managed sales and operations of MRO services, aircraft management and general aviation services. Rohit is also the Founder and elected President for Business Aircraft Operators Association (BAOA), an industry body for support the growth of General and Business Aviation in India.

Tobias Laps, Vice President Sales, Comlux

After graduating from the University of Stuttgart and the Georgia Institute of Technology both with a Masters Degree in Aerospace Engineering Tobias Laps started his career at Jet Aviation in Basel in aircraft completions in 1999 as an engineer. Spending 5 years at Jet Aviation he was promoted to engineering project coordinator after only 6 months and Sales & Program Manager after 2 and half years selling various completion projects. After that he worked for 4 years at a subsidiary of Saab in Hamburg as a Branch Manager winning customers and growing the business significantly. He then was offered a job at ExecuJet in aircraft sales and later as a General Manager of the Berlin facility. Before joining Comlux, he was recruited as Head of Sales at RUAG in Munich in the area of business aircraft maintenance and refurbishment where he was able to secure large cabin modification and refurbishment projects. Tobias also holds a Private Pilot License since 20 years and is passionate about aviation. In November 2015 he joined Comlux and is the Vice President Sales for Western Europe & India focusing on aircraft transactions & interior completion projects. Since November 2017 he is also responsible for Asia.

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.

Jean-Noel Robert, Head of Business Development, Airbus Corporate Jets

Mid 2006, Jean-Noel joined Airbus team in Dubai as Sales Contract Director, looking after airlines in Middle East.

Mid 2008, he became ACJ North Asia Sales Director. In Sep 2010, he moved to Hong Kong and in June 2015, his regional responsibilities were extended to whole Asia.

Jean-Noel also served as Chairman of the not-for-profit Asian Business Aviation Association (AsBAA) from 2011 to 2013. Under his leadership, AsBAA notably doubled its members, launched the 1st ABACE in Shanghai and created the Hong-Kong, Mainland China and South East Asia chapters.

Mid 2016, Jean-Noel moved to HQs (Toulouse - France) to his current position. His main mission is to develop initiatives supporting commercial activities with clients and industry influencers.

Jean-Noel graduated from Toulouse Business School. He started his carrier with Airbus in 1995 in the Customer Support division. In between his Airbus experiences, Jean-Noel worked for Schneider Electric for 10+ years successively as Financial Controller in Middle East; Country CFO in South Korea; Project Manager at corporate level and West Africa General Manager based in Senegal.

Jean-Noel, 46 yo, is happily married for 19 years and father of 2 children. He has been involved in various sports and more specifically in Rugby.

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.

Vihang Virkar, Partner, PDS Legal

Vihang Virkar is a Partner with PDS Legal. He is based out of Mumbai and qualified as a lawyer with a masters degree in law from the University of Mumbai. Vihang has over 15 years of experience as a lawyer in aviation, asset finance and matters related to corporate commercial laws. Vihang has been handling the full gamut of aviation and related transactions ranging from aircraft sale/purchase, financing and leasing of aircraft, engine procurement, MRO documentation to other commercial contracts. Vihang also acts for clients on aviation related litigious issues such as enforcement actions, deregistration of aircraft and money claims. He regularly advises clients on regulatory matters, transaction structuring, corporate governance and related issues. On recent assignments, Vihang has acted for clients such as GoAir, DVB Bank, BBAM, Bhutan Airlines, Portland Investments, Deutsche Bank, etc.

Several publications, such as Chambers & Partners and Asia Law Profiles, have recognised Vihang as being amongst the leading aviation lawyers in India.



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