

Malta Corporate Aviation Symposium

At the Crossroads of Europe, Africa and the Middle East

Friday 18th October 2019

Malta

Platinum Sponsor



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GANADO
ADVOCATES

Conference Moderator: To be confirmed

8.30 Registration

9.00 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 **KEYNOTE ADDRESS**

9.30 **WELCOME ADDRESS**

9.50 **PANEL DISCUSSION**

Investment opportunities: Malta at the crossroads of Europe, Africa and the Middle East

- Current standards and regulations
- Investing in Malta
- Air taxis in Malta
- The VIP market
- The strategic location of Malta in the Mediterranean
- Brexit and opportunities for Malta
- Aviation safety
- Employment in aviation
- A vision for the future

Speakers to be confirmed

10.50 Networking Coffee Break

11.20 **PANEL DISCUSSION**

The operators' panel

- Strategies and future challenges for aircraft operators in Malta
- The shortage of qualified personnel

Speakers to be confirmed

12.20 **PANEL DISCUSSION**

Financing and leasing aircraft

- Technical pitfalls for leased aircraft
- Financing and leasing aircraft
- Financial interactions on aircraft transactions
- VAT regulations in Malta

Speakers to be confirmed

13.20 Networking Lunch Break

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14.10 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

Senior Representative of Ganado Advocates

Other Speakers to be confirmed

15.20 Networking Coffee Break

15.50 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
- MRO IT
- Airport infrastructure
- Insurance
- Taxation
- Aviation security

Nick Godwin, Managing Director, Commsoft

Other Speakers to be confirmed

16.50 PANEL DISCUSSION

Pilots' training and shortage

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

Speakers to be confirmed

18.00 Concluding Remarks

SPONSORS



Drawing on its extensive experience in both the aviation and IT industries, Communications Software (Airline Systems) Ltd ('Commsoft') supports aircraft maintenance organisations with high quality, affordable MRO IT systems which increase efficiency and reduce costs in many key areas. The company's flagship product is the Open Aviation Strategic Engineering System (OASES). Utilising the latest technologies and an industry-leading database, OASES can be deployed easily and efficiently in any maintenance environment.

Headquartered in Tiptree, Essex, Commsoft has regional offices in Derby and Norwich and another close to Gatwick Airport as well as an office in Australia and support partners in India and Singapore. OASES

OASES is a market-leading product which is used by over 50 airlines and maintenance organisations internationally, supporting over 80 aviation operations. An easy to use, functionally sophisticated system, OASES has been proven worldwide in a variety of live maintenance environments, from large LINUX systems to PC networks, and has formed the basis for maintenance and inventory processes that have received FAA, EASA and other local airworthiness authority approvals.

OASES has been designed in a modular fashion meaning that whilst any module can be used on a standalone basis, they can all talk to each other where necessary and form an integrated solution when used together. This integration means that data is only entered once and is made available to the other modules as necessary throughout the system. Individual modules can be implemented over project timescales, gradually adding functionality from each additional module to the whole project solution. This process gradually leads the client to a fully integrated OASES system and therefore a powerful, value-generating solution.

The flexibility of OASES means that Commsoft can offer excellent support to all organisations large or small, demonstrated by the fact that current customer fleets range from one to over fifty aircraft of all types.

In order to drive the development of the OASES programme, an OASES User Group meeting is held each year at which customer priorities are reviewed and discussed and representatives from our growing international client base are encouraged to offer feedback.

Commsoft services

Implementation: Commsoft believes that the key to any system is a professionally planned implementation that engages all key stakeholders, including local users.

Training: Flexibility is at the heart of Commsoft's training ethos. All organisations have differing needs, so Commsoft works to adapt to the client's particular learning requirements. In addition to formal training, there is an extensive on-line library of help-text available to all users via a single click of the mouse.

Support: Support and maintenance packages can be tailored to individual client requirements including provision of 24/7 assistance. As standard, Commsoft support packages include dedicated Help Desk support, remote analysis and fault finding, and a system modification release service.

GANADO
ADVOCATES

Ganado Advocates enjoys a successful international legal practice, advising on a whole spectrum of corporate and commercial law activities. From its earliest days, the Firm has been one of the protagonists in the local legal practice and has contributed specifically to Malta's internationally recognized reputation as a centre for financial services and maritime law.

Ganado Advocates is also evidently focused on its aviation practice and has advised various aircraft financiers, lessors, owners and operators. The Firm was engaged to develop and draft the Aircraft Registration Act, 2010 and was instrumental in Malta's decision to accede to the Cape Town Convention on International Interests in Mobile Equipment and the Aircraft Protocol thereto (the "Convention"). The new Act regulates the registration of aircraft and aircraft mortgages in Malta and is a key element of the reform which seeks to encourage growth of the aviation business in Malta beyond the traditional aircraft registration incentives.