



6<sup>th</sup> Annual MBA

# Mediterranean Business Aviation

Friday 16th June 2016  
The Palace Hotel, Sliema, Malta

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## MBA Agenda

**Moderator: Dr Jonathan De Giovanni, Partner, WDM International**

9.00 Registration

**9.30 Welcome Remarks**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

**Opening Remarks from the Moderator**

*Dr. Jonathan De Giovanni, Partner, WDM International*

### SESSION I

**9.40 WELCOME ADDRESS**

*Stanley Bugeja, President, MBAA*

**10.10 Business aircraft finance**

*Dr. Steve Decesare, Senior Associate, Camilleri Preziosi*

10.40 Networking Coffee Break

**11.10 Pilots training and shortage: Future challenges for operators in the region**

*Capt. Tilmann Gabriel, CEO, tiansalo consultants and Program Director of the Air Transport Master Programs, City University London*

**11.40 Working with national associations to promote business aviation across Europe**

*Paul Walsh, Senior Manager, Member Services, European Business Aviation Association (EBAA)*

**12.10 MRO IT systems**

*Nick Godwin, Managing Director, Commsoft*

12.40 Q&A Session

12.50 Networking Lunch Break

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### SESSION II

**14.10 How to complete a successful aircraft transaction**

*Allister Crossley, Senior Manager – Aviation, Döhle Corporate and Trust Services*

**14.40 Who benefits from the Cape Town Convention?**

*Dr. George Bugeja, who is an Associate at GANADO Advocates*

### 15.10 Is Malta a better home for business aviation?

*Clive Aquilina Spagnol, Aviation B Level Executive*

### 15.40 Q&A Session

### 16.00 Concluding Remarks from the Moderator

*Dr. Jonathan De Giovanni, Partner, WDM International*

### 16.10 Networking Coffee Break

## SPEAKERS

### **Stanley Bugeja, President, MBAA**

Stanley Bugeja has occupied various positions in the Maltese and European aviation industry since 1990. He left Mediterranean Aviation Co. Ltd in 2002 as Assistant Operations Manager. That same year he setup Sierra Aviation Co. Ltd. Of which he was the owner and CEO. It was the first dedicated business aviation aircraft handling company and was rather successful in building an aircraft charter brokerage base out of Malta. Between 2007 and 2008 Mr. Bugeja occupied the position of Managing Director for CharterX Wyvern Europe. At the time CharterX was the leading platform for online business jet charter trading worldwide and once it established itself in Europe it was sold to Avinode. He still occupies to date the position of Managing Director with DC Aviation (Malta) Ltd. which is a subsidiary of DC Aviation GmbH (a merger between ex Daimler Chrysler Aviation and Cirrus Aviation). Operating more than 35 business jets from A319 with 48 seats to a Lear 40 with 6 seats, DC Aviation is amongst the leaders in European Business Aviation Operators. DC Aviation offers aircraft handling services in Malta and plan to develop the FBO services further at Malta International Airport. We also offer aircraft registration, management and charter brokerage. Together with Mr. Adrian Spiteri and Dr. Tonio Fenech founded the Malta Business Aviation Association in October 2009. The companies which formed the MBAA were DC Aviation Ltd., FFF Legal and Bizav Services Ltd. Today the MBAA has most business aviation operators present in Malta and numbers just under 40 members. Mr. Bugeja has been on the Board of Governors of the European Business Aviation Association since March 2010 and is currently chairing the committee which will setup the International Standard for Business Aircraft Handling of the EBAA. Stanley Bugeja has occupied various positions in the Maltese and European aviation industry since 1990. He left Mediterranean Aviation Co. Ltd in 2002 as Assistant Operations Manager. That same year he setup Sierra Aviation Co. Ltd. Of which he was the owner and CEO. It was the first dedicated business aviation aircraft handling company and was rather successful in building an aircraft charter brokerage base out of Malta. Between 2007 and 2008 Mr. Bugeja occupied the position of Managing Director for CharterX Wyvern Europe. At the time CharterX was the leading platform for online business jet charter trading worldwide and once it established itself in Europe it was sold to Avinode. He still occupies to date the position of Managing Director with DC Aviation (Malta) Ltd. which is a subsidiary of DC Aviation GmbH (a merger between ex Daimler Chrysler Aviation and Cirrus Aviation). Operating more than 35 business jets from A319 with 48 seats to a Lear 40 with 6 seats, DC Aviation is amongst the leaders in European Business Aviation Operators. DC Aviation offers aircraft handling services in Malta and plan to develop the FBO services further at Malta International Airport. We also offer aircraft registration, management and charter brokerage. Together with Mr. Adrian Spiteri and Dr. Tonio Fenech founded the Malta Business Aviation Association in October 2009. The companies which formed the MBAA were DC Aviation Ltd., FFF Legal and Bizav Services Ltd. Today the MBAA has most business aviation operators present in Malta and numbers just under 40 members. Mr. Bugeja has been on the Board of Governors of the European Business Aviation Association since March 2010 and is currently chairing the committee which will setup the International Standard for Business Aircraft Handling of the EBAA.

**Allister Crossley, Senior Manager – Aviation, Döhle Corporate and Trust Services**

Allister the Senior Manager – Aviation, within Döhle Corporate and Trust Services Limited (DCTS), his primary responsibility is the business development of the group’s aviation portfolio.

The DCTS Aviation Team handles the establishment of VAT efficient aircraft ownership structures utilising the Isle of Man and Malta for importation into the EU. Through our global network, we offer clients the most suitable and efficient structuring solution for their individual needs.

Prior to joining DCTS, he spent a number of years with one of the islands leading corporate service providers focusing on aviation structures across various offshore jurisdictions. He has gained over 18 years’ experience within the corporate service industry on the Isle of Man.

He is a member of the Society of Trust and Estate Practitioners and also holds the ICSA Offshore Certificate.

**Dr Jonathan De Giovanni, Partner, WDM International**

Dr Jonathan De Giovanni is a Partner at WDM International, a multidisciplinary legal, tax and corporate services firm based in Malta. He graduated as Doctor of Laws in 2009 while contemporaneously reading for a Master of Arts in Financial Services at the University of Malta. He successfully completed his master’s degree in 2011, graduating with Merit after submitting a thesis regarding the international taxation of investment funds.

Jonathan has advised numerous ultra/high net worth individuals and their families, providing them with bespoke solutions and pertinent structuring for both their personal and corporate requirements. To this end, he has provided consultancy in terms of obtaining Maltese Citizenship under the Malta Individual Investor Programme to many high net worth families, as well as tax and residence planning. Dr. De Giovanni has been approved as an accredited person by Identity Malta, the Agency responsible for Malta’s Citizenship by Investment Programme (IIP).

In his practice, Jonathan provides direct and international corporate tax advice to a vast array of clients involved in complex cross border operations. In his daily work he is involved in the application and interpretation of double taxation treaties, EU tax law and case law as well as Maltese income tax legislation. Jonathan also provides legal advice to financial services operators, wishing to passport their rights, re-domicile or set up their operations in Malta, particularly focused on retail and professional investor funds and investment services. To this end he assists clients through the entire licensing process and with the drafting of pertinent documentation in relation thereto.

Jonathan is a Council Member of the Malta Institute of Taxation, a Member of the International Fiscal Association (IFA), a Member of the Investment Migration Council (IMC), a Member of the Tax and Unregulated Business Committee of the Institute of Financial Services Practitioners (IFSP), and a member of the Malta Institute of Management. He currently also lectures the Advanced Taxation Module (P6) to students reading for the ACCA qualification and Aviation Finance to law students, at the University of Malta. He has also lectured, Principles of International Taxation to students pursuing the Advanced Diploma in International Taxation (ADIT).

**Steve Decesare, Senior Associate, Camilleri Preziosi**

Steve is a Senior Associate in the EU, Regulatory and Litigation practice group. Steve was recruited by the firm as a Trainee in the latter part of 2007. In 2008 he graduated as Doctor of Laws from the University of Malta. In September 2008 Steve embarked on a LL.M. in Commercial Law at the University of Edinburgh where he studied Banking and Finance, Debt and Insolvency Law, Company Law and EC Competition Law. He submitted his dissertation on the “Application of EC Competition Rules to Public Undertakings”. He became an Associate in 2010.

The transport sector, and in particular the firm’s aviation and shipping practice, are his principle areas of responsibility. Steve is also actively involved in other areas of practice, mainly public procurement, state aid, general corporate law and commercial law. With particular reference to the aviation sector, Steve assists local and international clients, including international financial institutions, aircraft owners and charterers. His experience includes secured lending and syndicated finance, the sale and purchase of aircraft (including private jets), registration of aircraft in Malta and the granting and enforcement of security over aircraft (including registration of international interests with the international registry established in terms of the Cape Town Convention).

**Capt. Tilmann Gabriel, CEO, tiansalo consultants and Program Director of the Air Transport Master Programs, City University London**

A former senior aviation executive with over 35 years of demonstrated results in the aviation industry, a Lufthansa Executive and Training Captain for 20 years with 12,500 hours, Tilmann Gabriel has managed sustained growth for leading airlines, as well as start-ups, Airports, MRO, business jet, helicopter operations, aircraft manufacturers and large training operations. He has created dramatic results for clients such as Lufthansa, Deutsche British Airways, Flexjet, Royal Jet, CHC, Safi Airways and Qatar Airways, and was most recently appointed Assistant Professor and Director of the renowned Master Programmes for Aviation Management of CITY, University of London.

A global executive with leadership experience in European, American, Middle Eastern, and African markets, Gabriel remains a key innovator in airlines and aviation companies and reinforces a safety culture environment while cultivating leadership, integrity and individual responsibility. Next to the research with his many students from all around the industry, Gabriel is consulting and coaching specific aviation projects, supports investors with tenders and purchasing decisions.

An avid speaker at international aviation, training and safety conferences, and columnist for several magazines, Gabriel is considered a thought leader in his field and is writing and researching about the future opportunities in air transport and support systems, future pilot recruitment, training and workplace cockpit, as well as a new gamified education concept in aviation. As Fellow Member of the Royal Aeronautical Society, Gabriel has recently been appointed Executive Chairman/President of IPTA, the International Pilot Training Association of ICAO, IATA, OEMs, ATOs and Airlines.

**Nick Godwin, Managing Director, Commsoft**

Nick Godwin graduated from Southampton University with a degree in Mechanical Engineering. His career started in 1980 with British Aerospace, where he worked for 23 years. During these years, Nick was heavily involved in leading the worldwide marketing of BAE Systems Regional Aircraft products and services, including the Jetstream and ATP families of turboprop aircraft and the Avro RJ/BAe146 jet airliners.

Nick was part of the team that helped create Aero International Regional (AI(R)), a Joint Venture with the Franco-Italian turboprop airliner manufacturer, ATR based in Toulouse. Nick also served for 9 years as an elected Board Member of the European Regions Airline Association. In 2004 Nick became Marketing Director at Civil Aviation for Data Systems and Solutions (“DS&S”), a subsidiary of Rolls Royce.

Nick joined Commsoft as Business Development Director in May 2008 and was responsible for winning new customer business, growing the existing customer base and securing relationships.

In November 2011, Nick was appointed Managing Director of Commsoft.

**Clive Aquilina Spagnol, Aviation B Level Executive**

Clive Aquilina Spagnol has 16 years of experience in financial services and aviation, in which sectors he is also qualified at post graduate level. In 2001 he published one of the very first theses on Aviation Law in Malta. He has worked since then for regulators and regulated entities in Europe, Africa and the Middle East. He also served as the first Head Air Transport Regulation & Legal for the Malta Civil Aviation Directorate.

He is currently based in London where he is working on aviation projects worldwide but with a particular focus on Asia. He also sits on a number of Boards and Committees. Clive is also involved in the academia, pursued flying instruction and is a member of a number of professional associations.

**Paul Walsh, Senior Manager, Member Services, European Business Aviation Association (EBAA)**

Paul Walsh is the Senior Member Services Manager at the EBAA (European Business Aviation Association) where he’s responsible for implementing services to attract members to the association. He’s also the point of contact for national business aviation associations and works to foster collaboration between them and the EBAA.

Prior to joining EBAA, Paul was editor of business aviation publication BART International.



## SPONSORS



Air Malta carries some 2.1 million passengers every year and is the largest airline operating in and out of Malta.

Air Malta operates scheduled services to / from main European points, North Africa and the Eastern Mediterranean.

Air Malta's fleet is now entirely Airbus composed of A320 and A319 aircraft with a capacity bracket of 181 / 168 / 141 in all economy versions.

## CAMILLERI PREZIOSI

ADVOCATES

Camilleri Preziosi is a leading Maltese law firm established in the 1960s having a large international legal practice, advising across all areas of corporate and commercial law. Our firm's approach is to understand clients' key business drivers in order to provide an integrated, solution-driven and business-oriented service. Internationally, Camilleri Preziosi commands an outstanding reputation as a leading corporate law firm, and has regularly been ranked as a top-tier firm in the Chambers Global, Chambers Europe, IFLR1000 and European Legal 500 directories.

The firm is strongly positioned in the transport industry, including in particular aviation and shipping, assisting clients on financing, corporate, regulatory, licensing, tax planning and fiscal matters. With particular reference to the aviation sector (both business and commercial), the firm's clients include major local and international banks and financiers, aircraft owners, aircraft operators, aircraft lessees and lessors, as well as Malta's only airport, the Malta International Airport.



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.



DC Aviation (Malta) Limited was established in 2008 and is a fully owned subsidiary of DC Aviation GmbH. We are the preferred handlers of Europe's leading business jet operators. DC Aviation (Malta) Ltd. is the only dedicated business and general aviation handling company in Malta.

We provide the most discerning traveller with the best service available on the island of Malta. From limousine service waiting on the ramp for passengers and crew, passenger and crew lounges, available 24 hours a day, 365 days a year.

Whether Malta is one's end destination or simply a fuel stop our passion for quality guarantees our customers an expedient transit through customs and immigration and/or fast turnarounds.

Some of our services:

- VIP ramp transport
- Customs and Immigration
- Discounted Aviation Fuel
- Discounted Hotel and Car Hire Rates
- Airport to Hotel Transfers
- Line Maintenance
- Crew and Passenger Lounges
- VIP catering
- Flight Planning
- Met Briefing
- Concierge Services
- Aircraft Charter
- Hangar Facilities
- Online Booking

## 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.



WDM International is a full service firm, offering a multidisciplinary service ranging from tax and legal advice to audit and business advisory.

Through WDM Lex Advisory, the firm’s legal services arm, the firm is at the forefront in offering consultancy in the following lines of expertise:

- International and Maltese tax advice geared towards tax efficient business planning;
- Maltese residence and citizenship planning to private clients, high net worth individuals and family offices;
- Pre and post licensing advice to funds, fund management companies, forex companies, credit and financial institutions licensed by the Malta Financial Services Authority;
- Setting up of iGaming operations licensed by the Malta Gaming Authority;
- Registration of aircraft on the Maltese aircraft registry;
- Registration of yachts and commercial vessels.

The Firm prides itself of a wide client portfolio spread over a broad range of industries, from financial services operators to entrepreneurs and high net worth individuals.

WDM Lex Advisory is an approved company services provider and an accredited person for Malta’s Citizenship by Investment Programme.

Moreover, through WDM Trustees, the firm is also licensed to act as a trustee or co-trustee and as an administrator in the context of private foundations.