



*7<sup>th</sup> Annual MBA*

# **Mediterranean Business Aviation**

Wednesday 19th September 2018  
The Palace Hotel, Sliema, Malta

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## MBA Agenda

8.30 Registration

**9.00 Welcome Remarks**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

**9.10 WELCOME ADDRESS**

*Stanley Bugeja, President, MBAA*

**9.40 PANEL DISCUSSION**

**An overview of business aviation in the Mediterranean**

*Speakers to be confirmed*

10.40 Networking Coffee Break

**11.10 PANEL DISCUSSION**

**The operators' panel**

*Irakli Litanishvili, Founder & CEO, Emperor Aviation*

*Other Speakers to be confirmed*

**11.40 PANEL DISCUSSION**

**Aircraft management, maintenance and operation**

*Armando Cairoli, ETS Support Facility, Eurocontrol*

*James Carroll, Director, Business Development – Western Europe, JSSI*

*Nick Godwin, Managing Director, Commsoft*

*Henrik Nielsen, Founder & Managing Director, Airlog Monitor*

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

**12.40 PANEL DISCUSSION**

**The manufacturers' panel**

*Speakers to be confirmed*

13.10 Networking Lunch Break

**14.30 PANEL DISCUSSION**

**Financing and leasing business jets**

*Speakers to be confirmed*

15.30 Networking Coffee Break

**16.00 PANEL DISCUSSION**

**Purchase and sale of business jets**

*George Mangion, Partner, PKF Malta*

*Senior Representative of GANADO Advocates*

*Other Speakers to be confirmed*

**17.00 PANEL DISCUSSION**

**Pilots training and shortage**

*Speakers to be confirmed*

17.30 End of MBA Conference

## 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.

### **Armando Cairoli, ETS Support Facility, Eurocontrol**

Armando Cairoli worked in the travel industry for a major Italian Travel Agency Group in Brussels until 1997.

Between 1998 and 2000 Armando obtained his Private Pilot Licence in Belgium and Commercial Pilot Licence in Canada. He then returned to the travel industry in Luxembourg and Brussels as area manager and consultant until 2004 when he started working at the European Commission.

Armando joined EUROCONTROL in 2007. Since 2011, Armando has been working as an EU ETS Analyst in the Environment Unit at EUROCONTROL, managing the EU ETS Contract Office for Aircraft Operators and presenting the Support Facility to the aviation industry.

Within the Environment Unit at EUROCONTROL, the ETS Support Facility provides ETS relevant information and data to Aircraft Operators covered by the EU ETS and other concerned parties.

**Nick Godwin, Managing Director, Commssoft**

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 Commssoft 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 Commssoft.

**George Mangion, Partner, PKF Malta**

George Mangion has over twenty five years’ experience in accounting, taxation, financial and consultancy services. His efforts have seen that PKF Malta has been instrumental in establishing many e-Commerce, online betting, gaming companies and aviation companies in Malta and has developed relationships with market leaders in South Africa, Australia, New Zealand, Ireland, USA, Belgium, Italy and Scandinavian countries. George is a regular contributor to local newspapers on business, iGaming, eCommerce and aviation. He is an Accredited Agent and Advisor to the Malta Citizenship by Investment programme. This programme targets High Net Worth Individuals and their families seeking to obtain an EU citizenship by means of investment. He has also lectured and delivered presentations at numerous seminars and conferences worldwide on subjects relating to a wide range of topics including aviation, international tax planning, auditing, Citizenship by Investment, oil and gas, captive insurance namely in Europe, South Africa, North and South America, Australia and the Caribbean.

**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!



## SPONSORS



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.