



7th Annual MBA

Mediterranean Business Aviation

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

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Moderator: *Nick Godwin, Managing Director, Commssoft*

8.30 Registration

9.00 **Welcome Remarks**

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Nick Godwin, Managing Director, Commssoft

9.10 **KEYNOTE ADDRESS**

Dr. Ian Borg, Minister of Transport, Infrastructure and Capital Projects

9.30 **WELCOME ADDRESS**

Stanley Bugeja, President, MBAA

9.50 **PANEL DISCUSSION**

The operators' panel

Robert Risso, Senior Vice President – Safety & Training, Comlux

Razvan Stefan, CEO & Accountable Manager, Emperor Aviation

10.50 Networking Coffee Break Sponsored by

IRIS THAUMAS
THE HUMAN CAPITAL COMPANY

11.20 **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, Commssoft

Henrik Nielsen, Founder & Managing Director, Airlog Monitor

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

13.10 Networking Lunch Break

14.30 **Employment in corporate aviation**

Hermann Reynisson, Director, Iris Thaumass

15.00 **PANEL DISCUSSION**

Pilots training and shortage

Marwan Atalla, Executive Chairman, Airways Aviation Academy

Daniel Planes, Regional Manager, FlightSafety International

15.30 Networking Coffee Break Sponsored by

IRIS THAUMAS
THE HUMAN CAPITAL COMPANY

16.00 **PANEL DISCUSSION**

Financing, leasing, purchase and sale of business jets

Jay Faria, President and Commercial Director, Airtrade Aviation

Adrian Jones, Tax Director, Martyn Fiddler Aviation

Matthew Xerri, Senior Associate, GANADO Advocates

17.00 End of MBA Conference



SPEAKERS

Marwan Atalla, Executive Chairman, Airways Aviation Academy

Marwan M. Atalla was the Founder and the CEO of Ayla Aviation Academy, which has recently merged with Airways Aviation Academy. Marwan took on the role of Executive Chairman of Airways Aviation in December 2017, following the merger.

Airways Aviation Academy is based in Oxford, UK, with Branches in Spain, Australia and Montenegro. Airways has EASA (UK CAA), CASA (Australian), and Montenegrin CAA approvals and offers professional training for aspiring pilots.

Marwan completed his O-Levels and A-Levels at Frensham Heights School in the Surrey, UK, and his Bachelor's Degree at Ashland University in Ohio, USA.

Marwan is also a Director of Near East Group, a family owned real estate company with investments in London, UK; and Houston, Texas, USA.

Marwan holds Private Pilots' License with an Instrument Rating.

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.

Jay Faria, President and Commercial Director, Airtrade Aviation

Juarez (Jay) Faria holds a Bachelor's Degree in Aeronautical Engineering and has completed several courses in aviation management and business administration. A short career as a college professor also led him to become a contributor writer for articles published by major aviation magazines.

He started his career at Embraer and later became the General Manager for Lider Aviação in Brazil, one of the largest air-charter companies in the world.

In 1991 he created Airtrade Aviation Corp, a Delaware-based company. Jay wears many hats at Airtrade from negotiator to inspector to strategist to chief-mechanic as a practitioner of the craft of aircraft acquisitions. In this endeavour, he has travelled to more than 50 countries in search of higher-value aircraft purchases on behalf of his world-wide clients. Jay has successfully completed the purchase and sale of over 200 hundred aircraft.

He is married to Andrea Faria, and they have a daughter and a son, Taciana and Arthur. Jay is an avid reader and an aircraft and helicopter pilot.

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.

Adrian Jones, Tax Director, Martyn Fiddler Aviation

Adrian Jones is a director of Martyn Fiddler Aviation and a Chartered Tax Advisor. Adrian joined the team in 2014 and spearheaded the tax consultancy division of the business. Having worked for over 20 years' in customs, government, leading tax advisory firms and his own business, Adrian has used his combined experience to tailor the services he provides to clients and their aircraft.

Adrian's attention to detail together with his extensive knowledge of VAT rules relating to yachts and aircraft allows him to customise advice to each client's individual circumstances to ensure maximum compliance with all applicable rules. His success has led to Adrian being appointed by his peers as the only non-US member of the NBAA Tax Committee. Similar peer recommendation has led to Adrian holding positions on tax committees in the EU and UK.

Adrian also represents the BBGA at high level policy meetings with the UK's tax authorities and sits on the UK Government's All Party Parliamentary Working Group for Aviation.

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.



LEGENDAIRE

LegendAire is an EASA-145 MRO headquartered in Cyprus since 2015 providing wide range of maintenance services to the business aviation community. We specialize primarily on the Bombardier products line at our main hub in Larnaca International airport and throughout our secondary offices in Middle East and Asia Pacific. Our 24/7 dispatchable MRP engineers team support AOG and remote maintenance across Europe, Middle East, Russia and Northern Africa.

We complement our maintenance services with CAMO Part M airworthiness management, flight engineer services, entry into services and aircraft acquisition support. Our long-term relationship with major OEM and recurrent customers have made us a leading entity in these complimentary fields.

LegendAire's capabilities combined with the stability, safety and amenities of Cyprus give operators in the region the solution they have been waiting for. We have become a reference in this underserved region with a counting and growing portfolio of over 25 customers of both private and commercial operators. We have already secured different agreements with various vendors and OEM giving us leverage and strong competitiveness in the market. Our MRO-145 capability scope already includes 9 different type ratings on which we have completed hundreds of fruitful maintenance events.

Business aviation maintenance sector is currently in transition towards a new era where operators are demanding better maintenance cost control, extreme flexibility and reduced down time with better efficiency. With our dynamic and eager team and without the burden of an excessive overhead found in most of our competitors, LegendAire strives at providing customers with solutions that fit their needs and requirements.

www.legendaire.aero

Proposal or support request: planning@legendaire.aero

AOG request: AOG@legendaire.aero