

AeroPodium



**4<sup>th</sup> MECAS**

**Middle East Corporate Aviation Summit**

Wednesday 13th February 2019

Dubai, UAE

*Platinum Sponsor*



## MECAS Agenda

**MECAS Moderator: Anthony Frances, Senior Counsel, Gateley**

8.30 Registration & Networking Coffee

9.00 Opening Remarks

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

**9.10 PANEL DISCUSSION**

**Corporate aviation in the Middle East and a vision for the future**

- Regulatory matters
- The future of air taxis in the region
- The VIP market and opportunities for growth
- The growth of the helicopter market
- The strategic location of airports in the Middle East

*Leonard Favre, Partner, IBlueHorizon Group*

*Karim Hijazi, Managing Director, Air Synapsis*

*Other Speakers to be confirmed*

10.30 Networking Coffee Break

**11.00 PANEL DISCUSSION**

**An outlook of the regional market**

- Operating environment
- Meeting the demands of business travellers
- Investment opportunities in the Middle East
- The operator's and manufacturer's perspective

*Jean-Michel Champredonde, Vice President Sales, Comlux*

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

*Other Speakers to be confirmed*

**12.00 PANEL DISCUSSION**

**Financing and leasing business jets**

- Operators and financed aircraft
- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Financial interactions on aircraft transactions

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

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

*Anders Nilsson, Managing Partner UAE, Bird & Bird*

*Other Speakers to be confirmed*

13.00 Networking Lunch Break

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## 14.20 PANEL DISCUSSION

### **Purchase and sale of business jets**

- Practical aspects of buying and selling business aircraft
- Legal aspects of aircraft transactions
- Understanding the right value, outlook of sales market
- How to complete an aircraft transaction successfully
- Aircraft registration

*Jay Faria, President and Commercial Director, Airtrade Aviation*

*Atousa Mahmoudpour, Eversheds Sutherland*

*Michael Nelson, Legal Director, Clyde & Co*

*Other Speakers to be confirmed*

## 15.20 Networking Coffee Break

## 15.50 PANEL DISCUSSION

### **Aircraft management, maintenance and operations**

- Selecting an aircraft management company
- Maintenance support
- The benefit of maintenance programs for business aircraft engines and airframes
- The hidden costs of aircraft management and operation
- Aircraft connectivity
- Achieving cost efficiency and profitability
- Safety and security
- Aviation insurance
- FBO infrastructure
- New opportunities in business aviation

*Matthew Delamere, Managing Director, Eyelevel*

*Paras P. Dhamecha, Managing Director, Empire Aviation Group*

*Omar Hosari, Co-Owner/Founder and CEO, UAS*

*Dr. Muhammad Zahid Mahmood, CEO, Freesky*

*Salah Mudara, Vice President Operations - MENA, GoCrisis*

*Ragheed Talih, Director - Middle East, Turkey, India & Africa, Honeywell*

## 17.00 PANEL DISCUSSION

### **Pilots training and shortage**

- The future demand for qualified pilots
- New infrastructure for training facilities
- How can the shortage of pilots be resolved?

*Speakers to be confirmed*

## 18.00 Concluding Remarks



## SPEAKERS

### **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."

### **Jean-Michel Champredonde, Vice President Sales, Comlux**

Jean-Michel spent his entire career in the aviation industry. He spent twenty years at Airbus (Toulouse, France), where he has been mainly working as Sales Director for airliners in the Middle-East area, and then for Airbus Corporate Jet.

Jean-Michel joined Comlux in 2008 as VP Sales and Business Development at the headquarters in Zürich (Switzerland). He has been focusing on developing the Russian market, achieving several aircraft transactions together with attracting some new aircraft in management. In 2017 After spending a couple of years on the Middle-East market he moved to the Charter Sales activity becoming the CEO of OneAbove by Comlux.

Since November 2017, Jean Michel is VP Sales in charge of the Middle East region.

### **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.

### **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 Líder 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.

### **Atousa Mahmoudpour, Eversheds Sutherland**

Atousa is the head of our Iran Desk and is based in the Dubai office. Her practice focuses on corporate and commercial law, compliance, structuring and restructuring, in-bound and out-bound investments, covering the Iranian and the international related laws and regulations. Atousa has extensive experience on sanctions-related compliances, international business development and structuring within the scope of emerging markets in different sectors such as oil and gas, energy, pharmaceuticals, aviation and international trades. She has a great knowledge on the Iranian market and is fluent on Iranian laws and regulations advising clients in both private and public sectors.

Atousa has years of Iranian law experience, part of which she spent in Tehran. She has been advising clients interested in entering Iran's emerging market with international compliance, due diligence, sanctions-related matters, and the Iranian rules and regulations including steps towards demonstrating a presence in Iran, whether physical or contractual, and the necessary protections needed to be established successfully. She has also assisted Iranian entities both in public and private sectors with international legal advice, and negotiations on different transactions.

Atousa is a regular speaker at conferences on Iran related topics and presents to clients on the same. She also actively publishes articles on emerging markets, namely Iran. A list of the most recent conferences she has attended as a speaker or panellist include:

- WACO Conference 2016 on Iran – Dubai, UAE;
- Sea Trade Conference 2016 Panel Discussion on Iranian Petroleum Contract – Dubai, UAE;
- ICIS World Base Oil and Lubricants 2016 conference on Iran – Dubai, UAE;
- Ministry of Energy Conference on Renewables 2016 – Tehran, Iran (Ministry of Energy);
- Gur law Firm Breakfast Seminar on Iran opportunities 2016 – Istanbul, Turkey;
- West of England Seminar on Iran 2016 – Dubai, UAE;
- Offshore Journal Conference on Iran 2016 – Dubai, UAE;
- Aviation Conference 2017 – Tehran, Iran (Imam Khomeini International Airport).

Atousa is a member of the Law Society of British Columbia and the Canadian Bar Association. She is fluent in English, French and Farsi.

A selection of her recent experience includes:

- advising two Turkish solar power companies with respect to corporate structures, company setup, employment issues, investment protection, land acquisition, and taxation in Iran with a view to their entry into the Iranian market following the lifting of sanctions.
- advising a Turkish manufacturing company with respect to corporate structures, relevant Iranian laws and regulation related to factory setup, and general investment protection.
- advising Iranian shipping, and oil and gas entities on international disputes and awards enforcement.
- working closely with European embassies and advising them on local laws and compliance related to the countries' trade sectors.
- Advising an International shipping company with on-going legal advice and due diligence related to Iranian transactions.



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