

# Spanish Aviation Symposium

*At the Crossroads of Europe, South America and Africa*

Friday 4th October 2019

Instituto de la Ingeniería de España  
Madrid, Spain

*Silver Sponsor*



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## **Conference Moderator: To be confirmed**

8.30 Registration

9.00 Welcome Remarks

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

9.10 **State of the Industry : The Spanish Business Aviation**

*Arthur Thomas, Market and Business Intelligence Manager, European Business Aviation Association (EBAA)*

9.30 **PANEL DISCUSSION**

**Spain at the crossroads of Europe, South America and Africa: A new aviation hub?**

- Current standards and regulations
- The VIP sector
- Bizliner versus traditional business jets, why upgrade?
- New players in commercial aviation
- The strategic geographical location of Spain in Europe
- Brexit and opportunities for Spain
- A vision for the future

*Luis Manuel Barrajon Mansilla, Marketing Manager, Airbus Corporate Jets*

*Eduardo Coll Hernández, Managing Partner, Leadin Aviation Consulting*

*Pablo Garcia Alonso, Supervisor & OJT/STD Instructor Apron Management Service/Ramp Control & Subject Matter Expert (SME), SAERCO*

*Meritxell Codina García, Managing Partner, Eurania*

*Eric Jullien, Deputy Vice-President, Commercial, Airbus Corporate Jets*

*José Mariano López Urdiales, CEO & Founder, Zero 2 Infinity*

11.00 Networking Coffee Break

11.30 **PANEL DISCUSSION**

**The operators' panel**

- Strategies and future challenges for operators and the strategic location of Spain
- The shortage of pilots qualified persons that can successfully hold managerial positions
- New horizons: Developing new routes

*Tomas Cano, European Expansion Advisor and President's Advisor, Air Panama*

*Jose Antonio Godoy Peña, President, Grupo Islas Canarias Air*

12.20 **PANEL DISCUSSION**

**Financing and leasing aircraft and engines**

- Technical pitfalls for leased aircraft and engines
- Aircraft registration, title protection and repossession
- Financing and leasing aircraft
- Financial interactions on aircraft transactions
- Regional airline fleet planning and regional aircraft leasing

*Alexandra Asche, Sales Director Europe, Global Jet Capital*

*Inmaculada Martínez Caballero, Partner, Aeroiuris Abogados*

### 13.20 Networking Lunch Break

### 14.30 **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 valuations and appraisals
- Electronic aircraft documentation
- VAT regulations

*Michael Bradshaw, Technical Records Manager, Willis Asset Management*

*Mark Byrne, Director, Martyn Fiddler Aviation*

*Jose Eduardo Costas, Aircraft Sales & Acquisitions - EMEA & Asia, Duncan Aviation*

*Gema Diaz Rafael, Independent Aviation Legal Counsel*

*Diego Garrigues, Partner, The Air Law Firm*

### 15.30 Networking Coffee Break

### 15.50 **PANEL DISCUSSION**

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

- How to achieve efficiency, profitability and safety
- Maintenance support
- New technology and connected aircraft
- MRO IT
- Aircraft management and operations
- Insurance
- Taxation
- Aviation security and safety
- Aircraft repossession

*David Asker, Director of Compliance & Authorised High Court Enforcement Officer, The Sheriffs Office*

*Luis Carlos Domínguez, CEO, Safety 4 Aircraft*

*Vanessa Gonzalez, Connectivity Solutions Account Director EMEA, Collins Aerospace*

*Bart Mak, Principal Consultant, Mak Aircraft Engineering Services*

*Jan Willem Storm van 's Gravesande, Managing Partner, Aviation Independent Consulting*

### 16.50 **PANEL DISCUSSION**

#### **Pilots' training and shortage**

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

*Meritxell Codina García, Managing Partner, Eurania*

*Francisco Olivero, Regional Sales Manager, FlightSafety International*

### 17.30 Concluding Remarks and End of Conference

## SPEAKERS

### **Alexandra Asche, Sales Director Europe, Global Jet Capital**

Alexandra Asche has worked in the shipping and corporate finance industry for +10 years. Being originally from Hamburg, she started to work at Berenberg in 2005 in the International Shipping Team. In 2013 she moved to the Corporate Banking team of Berenberg in London. However, in 2015 Alexandra moved to Frankfurt to focus purely on ship financing for larger corporates at Deka Bank and ING Bank. In 2018, she got the opportunity to join Global Jet Capital as Sales Director for Europe to set up their Swiss representative office. At Global Jet Capital, she is focusing on leasing and financing solutions for business and private jets. She holds an MBA from University of Bedfordshire/UK and a Ship Finance Manager from the Frankfurt School of Finance.

### **David Asker, Director of Compliance & Authorised High Court Enforcement Officer, The Sheriffs Office**

David Asker is responsible for corporate governance and compliance, underpinning The Sheriffs Office's continued commitment to its stakeholders to deliver effective and ethical governance to ensure disclosure and transparency, compliance with best practice and effective monitoring.

David also holds the position of Serjeant-at-Mace for the City of London. He has a wealth of experience in dealing with high profile enforcement operations, including cases covered by the global media, as well as extensive knowledge in managing specialist and high profile writs of execution, such as the seizure of commercial aircraft and the eviction of squatters and protesters from St. Pauls and Parliament Square.

He started his career in High Court enforcement over 30 years ago and was a Sheriffs Officer for the City of London, Greater London and Surrey. He was appointed an Authorised High Court Enforcement Officer by Senior Master Turner in March 2004.

### **Mark Byrne, Director, Martyn Fiddler Aviation**

Mark Byrne is a director and shareholder of Martyn Fiddler Aviation. Mark studied law at the University of Westminster and received his MBA from Manchester Business School. Mark worked internationally before moving back to the Isle of Man in 1987 and joining the ICM Group.

Mark's lifelong interest in aviation led him to initiate the acquisition of Martyn Fiddler Associates in 2005 and to inspire the ICM Group to provide structuring solutions for business aircraft. Continuing from this success Mark worked with Isle of Man customs and international advisors to establish VAT efficient structuring solutions which would comply with domestic and international regulations.

Having already built a substantial reputation within the aviation industry, Mark conceived the Isle of Man Aviation Conference in 2010 with the inaugural conference being held in 2011. This is now established on the business aviation annual conference circuit with delegates travelling from around the world to attend.

Mark continues to spearhead new business concepts and strategies while ensuring Martyn Fiddler Aviation stays true to its roots and values. Relationships have always been the key to the success of the Martyn Fiddler Aviation team and Mark makes sure the team continue to stay connected to this philosophy.

### **Bart Mak, Principal Consultant, Mak Aircraft Engineering Services**

Bart graduated from in 1982 as BSc Aeronautics, during which he was an apprentice helicopter mechanic at Bristow Helicopters in Redhill, UK and line/base maintenance KLM Schiphol. After graduation, joined KLM as a career trainee in positions in planning and engineering. Before he switched companies, he was senior engineer aircraft structures, supporting day to day operations and a double heavy maintenance line B747 as well as conducting engineering activities for KLM's customers. Subsequently he joined Martinair as fleet manager, initially supporting maintenance on the KLM Cityhopper operation which changed substantially during his years. Eventually he managed the B747 fleet which was maintained at KLM.

After a short six months as MD of Qualitair Engineering Holland, he started his own company in 2002. Activities ranged from being contracted by asset management companies for tech repping to complete

lease transition projects, maintenance program bridge projects, contract and proposal reviews, accident repair management and new aircraft deliveries. The last few years, support of the leasing industry has been increasing, in terms of lease transition projects and some mid term inspections and pre purchase inspections. Large projects are done with associate partners or as individual in teams.

In recent years Bart followed Airworthiness courses with UK CAA and has a post graduate certificate in Airworthiness from Cranfield University UK. In his very little spare time he tries to keep up his hobbies of skydiving and aeromodeling.

### **Jan Willem Storm van 's Gravesande, Managing Partner, Aviation Independent Consulting**

Jan Willem Storm van's Gravesande in 2019 has 43 years of experience in the airline industry. He studied Economics as well as Law at Groningen University and specialised in Air Law at Utrecht University in The Netherlands.

After graduations he served as General Secretary to the Board and Supervisory Board of an international Helicopter and Fixed Wing Operator and acted as Legal Counsel of that company.

Jan Willem joined KLM in 1981 and for 32 years occupied a variety of functions in different KLM departments.

His last assignment at KLM was General Legal Counsel at KLM Engineering & Maintenance, mainly specialising in contract negotiations with third party airlines, lessors and various other aircraft operators.

He started after KLM retirement as Managing Partner of Aviation Independent Consulting. AIC advises and supports commercial clients and governments, aircraft leasing companies, aircraft operators, aircraft maintenance providers and aviation authorities.

Between 2014 and 2018 he was Vice Chairman of the Supervisory Board of Bonaire Airport.

Jan Willem lectured at numerous universities all over the world on different air law- and aviation related subjects.

He has published some 75 articles in different magazines on the subject of air law. He was chief editor of the Journaal Luchtrecht ("Journal of Air Law").

### **Arthur Thomas, Market and Business Intelligence Manager, European Business Aviation Association (EBAA)**

Ever since he was young, Arthur Thomas developed and nourished a passion for aviation which to this day provides him with his greatest source of inspiration. After completing his studies in international Law and Air Transport management, Arthur landed in Brussels where he endeavored to develop a comprehensive data strategy for the European Business Aviation Association. Over the years, he has overseen the analysis of many different forms of aviation datapoints, working in partnership with many different internal and external stakeholders. In his role of Market & Business Intelligence Manager, Arthur Thomas is perhaps one of the industries' leading experts on business aviation, it's impact on society and communities. Outside of his work in Business Aviation, Arthur is also official "air and space painter" in the French Air Forces.

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- **Analysis and Forecasting.** Smart operational analytics based on innovative tools to create a solid base for planning.

- **Airport Planning and Design.** Creative, operationally efficient and profitable airport planning solutions.

- **Advisory Services.** From strategic planning, through PPP advisory, feasibility studies, CAPEX/OPEX, SMS, tender processes, up to project management services.

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