

Spanish Aviation Symposium

At the Crossroads of Europe, South America and Africa

Friday 4th October 2019

Instituto de la Ingeniería de España

Madrid, Spain



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DE ESPAÑA

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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

Moderator: Michael Bradshaw, Technical Records Manager, Willis Asset Management

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

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

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

Alexandra Asche, Sales Director Europe, Global Jet Capital

Inmaculada Martínez Caballero, Founding Partner, Aeroiuris Abogados

12.30 Networking Lunch Break

13.50 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

Moderator: Mark Byrne, Director, Martyn Fiddler Aviation
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
Maureen Gautier, Associate, The Air Law Firm

15.30 PANEL DISCUSSION

Aircraft management, maintenance and operations

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

Moderator: Luis Cid-Fuentes, Partner, Leadin Aviation Consulting
Luis Carlos Domínguez, CEO, Safety 4 Aircraft
Jose Antonio Godoy Peña, President, Grupo Islas Canarias Air
Bart Mak, Principal Consultant, Mak Aircraft Engineering Services
Jan Willem Storm van 's Gravesande, Managing Partner, Aviation Independent Consulting

16.30 PANEL DISCUSSION

Pilots' training and shortage

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

Moderator: Luis Carlos Domínguez, CEO, Safety 4 Aircraft
Meritxell Codina García, Managing Partner, Eurania
Francisco Olivero, Regional Sales Manager, FlightSafety International

17.00 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.

Michael Bradshaw, Technical Records Manager, Willis Asset Management

Since completing a BSc in Transport Management in 1999 at Swansea University, Michael has gained over 20-years aviation industry experience working for FLS Aerospace, British Airways, MS4, TUI and now in his current role as Technical Records' Manager at Willis Asset Management (Formerly TES Aviation)

Michael and his team are responsible for management of the day to day operations of the 300 +WLFC portfolio and also support the requirements of the Consultancy and Part 145 engine maintenance services divisions.

Experienced in all aspects of aircraft documentation such as, Life Limited Parts Back to Birth compilation (Engines and Landing Gear), components, mid-lease inspections, aircraft and engine transitions and pre-purchases.

Currently, he is initiating continuous improvement developments in engine-documentation; not just within Willis Asset Management Ltd but also for its major clients and customers.

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.

Eduardo Coll Hernández, Managing Partner, Leadin Aviation Consulting

Eduardo is the co-founder and Managing Director of Leadin Aviation Consulting a highly specialized consulting firm in the field of Airports and Aviation, with headquarters in Madrid, Spain, but with a global range of action.

Eduardo holds a Master's Degree in Aeronautical engineering from Madrid Polytechnical University and post-graduate in International Economic Relations and Aerospace Business Administration.

In his 13+ years of experience in the Aviation and Airports Infrastructure business, Eduardo has participated in a very wide variety of airport projects all around the world. This fact has allowed him to develop a deep understanding of the airport infrastructure lifecycle, from the planning, conceptualization, design, construction, operation, and maintenance of airports, achieving a holistic and strategic view of the business.

He has been part in airport projects from both sides of the business, on the buyer's and the provider's side achieving an exceptional perspective to understand the key challenges of the business and to create efficient and valuable solutions for the organizations.

Eduardo has been leading large teams in major complex airport expansion programs on behalf of Fraport Group in the Latin American market.

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

Over 25 years' experience working and living in Brazil, Asia and Europe, with in depth knowledge of Aviation Industry. Senior management level of different sites and region responsibilities, focusing on marketing, business development, sales, product strategy, supply chain, business planning, large and complex negotiations, project management and structured financing.

Joined Duncan Aviation since March 2019, leading aircraft sales & acquisitions for EMEA and Asia regions.

From 2015 to early 2019 he was leading Sales of Pre Owned Aircraft - Europe, Africa & Middle East - Embraer Executive Jets, based at Embraer in Lisbon, Portugal, being responsible for definition and implementation of strategies for the trading and sales of aircraft, the business development with C-Levels, high net worth individuals, aircraft operators, aircraft maintenance organizations and aviation financing entities.

Jose joined Embraer back in 2000, initially working in Commercial Aviation where he was responsible for Contracts Negotiations and Contracts Management with Airline customers based in Europe, Africa & Middle East. In 2002 he had the opportunity to join the first group of people within the company that started Embraer Executive Jets, where he led the areas of sales support, aircraft configuration, sales proposals, contracts negotiation, contracts management, aircraft financing and aircraft deliveries.

Between 2008 and 2013 he was based in Singapore where he was leading the sales of new aircraft for Asia Pacific region, having achieved 15% market share across the region and 30% in some countries like Indonesia and India.

In late 2013 Jose returned to Brazil, being appointed as the responsible for Embraer Executive Jets Market Intelligence Department which focused on Product Strategy, Market Strategy, CRM and SEO implementation.

During his career at Embraer José spearheaded and developed a team with capability to support marketing, sales and contracts negotiations in excess of USD 6 Billion, representing around 900 aircraft. Having attended executive development programs at IMD – Switzerland, Jose also holds a Master's Degree in Business Administration from Fundação Dom Cabral (INSEAD partner), a Bachelor in Business Administration from Fundação Getulio Vargas, Sao Paulo, Brazil and is also a Naval Engineer graduated at Escola Politecnica da Universidade de Sao Paulo, Brazil.

Luis Carlos Domínguez, CEO, Safety 4 Aircraft

Dr.Eng. Luis Carlos Dominguez is a passionate aviation safety advocate. He is CEO of Safety 4 Aircraft: Agent in Spain for state-of-the-art world leading high-tech companies, such as Martin Baker Aircraft: world leader in the design and manufacture of fighter aircraft and trainers ejection seats; Arianespace: European satellite launcher, or Becton Dickinson: world leader in medical technology, among others. Currently developing business on UAS new markets and operations, especially in controlled aerospace and focusing on airport services. As a result of over 25 years of a very efficient and trustworthy cooperation with Spanish MOD, Luis Carlos was awarded the Cross of Aeronautical Merit Medal from Spanish Minister of Defence, has given guest lectures at several universities in Spain and is currently an advisor to the General President of the Spanish Military Aircraft Accident Technical Investigation Committee. Safety 4 Aircraft is a proud sponsor of the different air shows held in Spain, always trying to support Spanish Air Force display teams.

Contact: luisdominguez@safety4aircraft.com.

Gema Diaz Rafael, Independent Aviation Legal Counsel

Gema Díaz is a Lawyer specialized in Aviation and Space Law and International Commercial Arbitration. She has worked with prestigious law firms as specialist on this matter. Currently she advises international groups and large companies in relation to aircraft finance, aviation regulatory issues and commercial law.

She is author of various monographs in aviation law and numerous articles in specialized journals. She has participated as speaker and lecturer in international conferences, seminars and scientific meeting.

Maureen Gautier, Associate, The Air Law Firm

Maureen qualified as a French Avocat in 2016 and she is also a member of the English bar. She has been a member of The Air Law Firm's commercial team for over three years and her practice is focused on cross border aircraft transactions and finance acting for airlines, lenders, high net worth individuals and operators. As well as being a native French speaker, she is fluent in English and Spanish. She holds Master's Degree in International Business Law from University Paris Nanterre. As part of her legal training, Maureen spent time at Dassault Falcon Jet in New York and in the Latin American Sales Department at Airbus Miami. Maureen also spent some time in several law firms in Paris and at the Courthouse of Toulouse (France).

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

Professional Experience

From 2009, Deputy Vice President Commercial for AIRBUS Corporate Jets.

From 1997 to 2009, Regional Sales Director South East Europe at AIRBUS Commercial Aircraft, In charge of airlines in Greece, Israel, Italy, Lebanon Malta and Poland.

From 1992 to 1997, Business Manager Civil Aviation at OFEMA (Office Français d'Exportation de Matériel Aéronautique) in Paris.

From 1990 to 1992, Assistant Manager at BBL Aviation in Paris, the aircraft finance division of Bank Brussels Lambert.

Military Service

Intelligence Officer (Lieutenant) in the French Air Force from 1989 to 1990.

Education

From 1987 to 1989, MBA in Finance and International Business Strategies from ESSEC (Ecole Supérieure des Sciences Economiques et Commerciales) in Paris.

From 1984 to 1987, Civil Aviation Engineering Degree in Aircraft Design, Manufacturing and Airline Operations from ENAC (Ecole Nationale de l'Aviation Civile in Toulouse).

Hobbies

Travelling, History, Modern Painting & Music, Martial Arts, Motor Biking, Scuba Diving.

Miscellaneous

Married, 1 son, 1 daughter.

Born March 1964 in Strasbourg (France).

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 aeromodelling.

Inmaculada Martínez Caballero, Founding Partner, Aeroiuris Abogados

Inmaculada founded AEROIURIS in April 1997 from her own client base. As that client base and Aeroiuris case profile and diversity have grown, Inmaculada now combines her professional role, directing the Aircraft Contracts and Regulatory Legislation Departments, with the firm's organizational management.

Inmaculada's vocation for commercial, international and civil law was honed by her degree in law (Universidad Autónoma de Madrid) and working at a renowned London notary's office and in a commercial and business law firm in Madrid.

Her experience providing legal services to a number of airlines led her to realise the need for an innovative law firm in Spain dedicated entirely to the aviation industry and inspired her to found AEROIURIS.

AEROIURIS is the first law firm in Spain dedicated exclusively to the aviation sector. From its creation, representing leading aviation companies and promoting the development of the nation's air transport sector, it has substantially modified and strengthened the various fields of the aviation industry in Spain and within the European Community framework.

Francisco Olivero, Regional Sales Manager, FlightSafety International

Francisco Olivero currently serves as Regional Sales Manager for Central Europe at FlightSafety International, leading provider of business aviation training worldwide. During his 21 years at FlightSafety, Mr. Olivero has also held positions as Relationship Manager, Regional Sales Rep. and Instructor in France and United States, respectively. He holds a Bachelor's degree in Professional Aeronautics from Embry Riddle A. U. and completed an Executive MBA at Escuela Europea de Negocios. Mr. Olivero is a current pilot with EASA and FAA commercial and instructor licenses with over 2,000 hours of flying and instructing experience.

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 endeavoured 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, its 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.

SPONSORS

AEROIURIS

Founded in 1997, AEROIURIS is the first law firm in Spain exclusively dedicated to the aviation sector, offering its expertise in all areas of Aviation Law to the most various clients (airlines, executive and private aircraft users, banks and financing institutions, insurance and reinsurance companies, etc.). From its creation, representing leading aviation companies and promoting the development of the nations air transport sector, it has substantially modified and strengthened the various fields of the aviation industry in Spain and within the European Community framework.

Applying its extensive and varied experience in sector-related transactions, AEROIURIS encourages and assists its clients to adapt to constantly evolving international contracting and financing trends and adopt standards of excellence which set them apart from the rest of the industry.



Leadin Aviation is a specialized consulting firm in the field of airports and aviation planning. Its team accounts with a deep background on the sector and an extensive professional career linked to major worldwide leading aviation firms.

Thanks to its experience working both in the infrastructure and the user side, in different corners of the globe, Leadin Aviation has developed a holistic perspective to provide unique solutions to its clients.

Leadin's core services are:

- **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.

Leadin Aviation working philosophy includes the perfect blend of professional excellence and top knowledge with a real proximity and flexibility to respond to its client's needs, wherever required. With a full personal commitment to lead the projects to a complete success.



McLarens Aviation - the world's leading provider of claims, risk and asset management services to the global aviation industry. Quality is at the heart of our offer.

Employing over 200 aircraft engineers, surveyors, technical project managers, technical records specialists and support staff, managing in excess of 4,000 assignments each year, our experienced aviation professionals deliver an unparalleled service – providing seamless, comprehensive and independent solutions designed to help protect the long-term residual value of your aircraft from a network of 33 offices worldwide.

Products & Services

McLarens Aviation service portfolio spans the entire Claims, Risk and Asset Management arena, including:

- Pre-finance / pre-purchase inspections;
- Asset monitoring during loan term;
- End of lease inspections;
- Aircraft search;
- Repossessions and remarketing;
- Risk audits.

Full details of which are available on our website (www.mclarens.com/mclarens-aviation)