

PRESS RELEASE

Email: mail@aeropodium.com

FOR IMMEDIATE RELEASE
September 17, 2012

Mediterranean Business Aviation took off with a successful summit in Malta

London, UK, September 17, 2012: Aeropodium organised the first Mediterranean Business Aviation Summit on September 14, 2012 in Malta with the participation of 120 international delegates and the support of the MBAA.

The Prime Sponsor of this event was Aircraft Corporate Services Malta. The summit was also sponsored by BizAv Services, CSB Group, Fenech & Fenech Advocates, FJV Aviation, Ganado & Associates, Affinity Management Services, Air Support, Maleth-Aero, Hangar 8, Orion Malta, Transport Malta, MicroJetNetwork, Shergroup, and SkyParks Business Centre. Air Malta was the official carrier of the conference.



The MBA Summit was a unique opportunity to debate the future of business aviation, learn about the latest developments in the Mediterranean, explore the regional market, discuss different business models, and network with leading experts.

Panagiotis Panagopoulos, CEO and Founder of Aeropodium commented that "Malta was the ideal venue for the MBA Summit because of its strategic location in the Mediterranean as well as the involvement of Maltese companies in the growth of business aviation in the

region. This event will continue to promote the business aviation industry in the Mediterranean and it will become one of the most important networking summits in the calendar of aviation professionals."

The conference was chaired by Fiona Healy, Legal Counsel, Aircraft Corporate Services Malta. Expert speakers contributed with their knowledge and experience.

Dr. Max Ganado of Ganado & Associates spoke about eligibility of applicants under Maltese aviation laws focusing on who can register an aircraft, what aircraft can be registered, who is eligible for AOCs, and Maltese vs non Maltese aircraft.

Dr. Neville Gatt of PwC analysed Maltese income tax and VAT considerations for aircraft ownership and leasing scenarios.

Peter Gravesen of Air Support presented his thoughts about flight planning and crew briefing, integration, optimisation possibilities, and how to reduce operating costs.

Daniel Hall of Ascend gave a comprehensive analysis of new and used aircraft trends and developments in the Mediterranean business aviation market.

Eric Jullien of Airbus Corporate Jets presented a market overview and the role of Airbus Corporate Jets in the VVIP charter market.

David Louzado of Airclaims spoke about CAMO and support for business aircraft. He gave an overview of legislation and the needs of lessors, regulators, and operators.

Captain James McBride of GainJet Aviation explored corporate jet operations and his company's growth in Greece against a backdrop of economic crises.

Aoife O'Sullivan of Gates and Partners presented in detail the legal aspects of acquisition of a private or corporate aircraft.

Paolo Sommariva of FL3XX analysed the man-machine collaboration and how to do better business-jet business.

Lars A. Chr. Welinder of Mango Aviation Services spoke about new challenges for the regional operators and the future of Light Jets.

The MBA Summit was organised by Aeropodium and it will take place again in 2013.

For all enquiries, please contact mail@aeropodium.com

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