



3rd Annual Aviation Developments in Finance, Leasing and Insurance

Thursday 27th February 2025
London, UK

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AGENDA

Moderator: Anthony Frances, Senior Counsel, Gateley

8.30 Registration & Networking Coffee

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9.00 Opening Remarks

Panagiotis Panagopoulos, CEO, Aeropodium

Anthony Frances, Senior Counsel, Gateley

9.10 **KEYNOTE ADDRESS**

David Edwards, Chief Executive, Royal Aeronautical Society

9.30 **New challenges for regional airlines**

Thanos Pascalis, CEO, Cyprus Airways

10.00 Topic TBC

Sylvain Gloux, Director of Fleet, Loganair

10.30 Networking Coffee Break

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11.00 Topic TBC

Matthew Gee, Chief Operating Officer, Six West

11.30 **Bridging gaps in aircraft deliveries: Continuous expertise for discrete events**

Pablo Diez Romero, Technical Consultant, Learningcraft

12.00 **How future growth opportunities will change the aviation industry**

Tony Davis, Managing Director, Gramercy Associates

12.30 Topic TBC

Ben Jacques, VP Marketing & Acquisitions, Contrail Aviation Support

13.00 Networking Lunch Break

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14.00 The revenue value of reliability: Which major airlines lose the most money when disruption occurs & why?

Oliver Ranson, Partner, Ink Innovation & Airline Economist, Airline Revenue Economics

14.30 Alternative aircraft finance: Capital raise and challenges for investors and operators

Aldo Giovannitti, CEO, AerNovum Aviation Capital

15.00 Bank debt's place in aviation finance

Viktor Berta, Director Structured Lending, Asset Finance, Bayerische Landesbank

15.30 Topic TBC

Coen Capelle, Vice President Research, Global Aviation Finance Division, MUFG Bank

16.00 The cost of environmental compliance for aircraft operators

Mark Latimer, Head of Aviation Services, Vertis Environmental Finance

16.30 Recent developments in aviation insurance for financiers and owners

Andrea Wilson, CEO, Wilson Consulting Group

17.00 Preparing for change: How talent strategy is driving operational reliability and resilience in airlines

Arpad Szakal, Principal Consultant - Civil Aviation & Aerospace, Cormis Partners

17.30 Concluding Remarks and End of Conference

17.40 Networking Coffee

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SPEAKERS

Viktor Berta, Director Structured Lending, Asset Finance, Bayerische Landesbank

Viktor Berta is Director of Structured Lending at BayernLB's Aviation & Space desk in London responsible for the bank's non-recourse finance offering to lessors globally. He started his aviation finance career at DVB Bank's Aviation Investment Management team followed by Erste Bank Aerospace Finance acting as VP Origination and ACC Aviation where he was Head of Aviation Finance Advisory in Dubai. He has over 10 years of aviation asset finance and investments experience, he is a member of the ISTAT Appraiser Program, committee member of the Aviation Club of the UK and a Fellow at the Royal Aeronautical Society. His specialties are loan structuring and asset modelling with a focus on providing tailor-made financing solutions for leased aircraft and engine portfolios.

Coen Capelle, Vice President Research, Global Aviation Finance Division, MUFG Bank

Coen has been a Vice President at MUFG's Aviation Research group since 2019, providing aviation analyses and inputs with respect to financing decisions related to commercial aircraft. Prior to joining MUFG, Coen was a business analyst at DVB Bank and worked as an Advisor and later Program Manager at the Dutch Ministry of Defense. Coen is also news editor for "www.Scramble.nl" - the website of the Dutch Aviation Society and is also a database editor (Airbus and Boeing) for this society. Coen holds a master degree in International Politics from the Rijksuniversiteit Groningen.

Tony Davis, Managing Director, Gramercy Associates

Tony started his aviation career more than 35 years ago with British Airways in the UK and New York. He then held senior roles with Gulf Air in Bahrain and Amsterdam, before returning to the UK with British Midland. He held various roles in marketing, pricing, purchasing and alliances, in addition to being an active representative on a number of IATA committees.

Tony has been involved in the creation and development of several low-cost airlines and start-ups including being the founding managing director of bmibaby, the wholly owned low-cost airline established by British Midland and in 2005 becoming the President and Chief Executive Officer of low cost airline, Tiger Airways in Singapore. Following the successful IPO of Tiger Airways in 2010, Tony joined Irelandia Aviation in 2012.

Irelandia Aviation, is one of the world's leading developers of low-cost airlines and as Chief Operating Officer, Tony had portfolio responsibility for Irelandia's airline activities. This involved overseeing investment decisions as well as the creation and development of several new airlines, including Viva Aerobus in Mexico, Viva Colombia and Viva Peru. This involved closely working with, and mentorship of, the airline executive teams and serving as a board director, including participation in audit and remuneration committees.

In addition to being Managing Director of aviation consultancy firm, Gramercy Associates, Tony also has extensive experience as a non-executive director and chairman, including having served on the boards of Skywest Airlines (Australia), Glasgow Prestwick Airport, Singapore Tourism Board, City of Birmingham Symphony Orchestra and currently serving as chairman of inflight retail specialist, Versilia Solutions. Most recently, Tony is working with Mesa Airlines to create Flite, a new regional airline ACMI operator based in Malta.

Tony is also Fellow of the Royal Aeronautical Society, Fellow of the Institute of Travel and Tourism and a Fellow of the Royal Society of Arts.

Pablo Diez Romero, Technical Consultant, Learningcraft

Pablo Diez Romero is an Aviation Technical Consultant with over five years of expertise in commercial aviation industry. Throughout his career, Pablo has successfully led and

contributed to more than 20 redeliveries, working with prominent leasing companies such as Air Castle, Macquarie, World Star Aviation and Nordic Aviation Capital. His experience includes comprehensive technical records review, physical inspections, and ensuring compliance with regulatory standards. His technical acumen and problem-solving skills have been instrumental in achieving successful outcomes for his clients. He holds a Master's Degree in Aeronautical Engineering from the Technical University of Madrid and has completed a Diploma in Aviation Leasing and Finance from the Law Society of Ireland.

Matthew Gee, Chief Operating Officer, Six West

As Chief Operating Officer and company director at Six West, Matthew is a central member of Six West's leadership team, contributing significantly to the company's strategic and operational development. In addition to this, he oversees the flight operations department.

Matthew joined Six West in 2017 as Director of Operations, bringing growth and success to the flight operations department. His commitment to exceptional client service and his keen eye for detail, ensure that our solutions are consistently delivered to high standards.

With over two decades of industry experience, Matthew has developed his knowledge and skills in increasingly progressive roles. Prior to Six West, Matthew led the flight solutions department of a large technical services operator in Ireland, providing services to lessors and airlines. Before this, he worked in the operations control department of one of Ireland's largest airlines, a regional airline and an aircraft leisure airline.

Matthew's love for aviation inspired him to take to the skies – he is a qualified pilot on a variety of single and multi-engine piston and turbine aircraft.

Mark Latimer, Head of Aviation Services, Vertis Environmental Finance

With over 28 years of regulatory experience with the Environment Agency in the UK, Mark has spent the last 13 years working in aviation. Primarily responsible for monitoring compliance with EU ETS, UK ETS and CORSIA, Mark managed the 2021 UK ETS SAF Pilot Project, enabling aircraft operators to make SAF emissions reduction claims. Mark has represented the UK at ICAO environmental meetings and in European Working Groups. As Head of Sustainable Aviation at Vertis, Mark's role focuses on advising Vertis' aviation clients and other stakeholders on emissions regulatory compliance.

Thanos Pascalis, CEO, Cyprus Airways

Thanos Pascalis studied Aeronautical Engineering in the UK, followed by a Masters in Air Transport Engineering from Cranfield Institute of Technology. He settled in Hatfield, UK, working for British Aerospace Commercial Aircraft within the Airworthiness section. Following that, he held Engineering Manager positions and assisted in the setting up of the first Greek private airlines Southeast European and Apollo Airlines. In 1996 he returned to the UK to join Monarch Aircraft Engineering in Luton as Customer Support Manager, looking after the company's third-party business. Thanos returned to Greece again in 1999 for the startup of Aegean Airlines, taking the position of Technical Director, responsible among other things for the EASA Part 145 and CAMO approval of the company. In early 2009, Thanos was appointed Chief Operating Officer and Accountable Manager of the new private Olympic Air with responsibilities for both technical and flight operations. He also held the position of CEO within the separate Engineering entity owned by MIG. In February 2011 was appointed CEO of Olympic Air.

In 2013 he was a founding member of Elix Aviation Capital in Dublin, a specialized Turboprop Lessor, taking up the position of COO and Board member. In 2018 was appointed CEO of Ellinair a IT specialized carrier based in Thessaloniki.

In 2021 Thanos joined Marathon Airlines as COO and in 2024, he was appointed as the CEO of Cyprus Airways.

Arpad Szakal, Principal Consultant - Civil Aviation & Aerospace, Cormis Partners

Arpad Szakal is a former aviation attorney and leads London based boutique executive search firm Cormis Partners' Aviation & Aerospace practice. Arpad provides top-level executive search and leadership advisory services to a broad range of clients in the aviation, aerospace, and airport sectors. Arpad has a successful track record delivering senior-level searches for clients that include FTSE 100, Fortune 500, and DAX 30 companies, as well as private equity firms and their portfolio companies. He previously worked at Star Alliance in their Strategic Sourcing and Purchasing department, where he supported alliance-wide purchasing initiatives, including seats, in-flight trolleys, amenity kits, and fuel purchasing. This gave him a deep understanding of the alliance model and its operations from the inside.

With four languages at his disposal, Arpad also worked at an energy and oil & gas specialist recruitment boutique and was a core member of the in-house executive search & leadership assessment arm of Laing O'Rourke, Europe's largest privately held engineering firm.

Arpad is an active contributor to the latest thinking on leadership in the aviation arena and regularly serves as a speaker and moderator at industry conferences, addressing global audiences. In addition, he has authored several research papers on leadership and published numerous articles in aviation and aerospace industry trade media.

Arpad is an ICF accredited executive & leadership coach and a qualified solution-focused therapist. He holds a Postgraduate Certificate in Personal & Business Coaching from the University of Chester and is a certified facilitator of the Hogan Leadership Assessment Suite.