



Indonesia Business Aviation

Navigating Future Challenges and Opportunities

Thursday 28th November 2024
Jakarta, Indonesia



Platinum Sponsor



Silver Sponsor



AGENDA

Moderator: To be confirmed

8.30 Registration & Networking Coffee

9.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

SESSION I

Regulatory Insights

9.10 **Opening Address**

Margaretta Rozetta, Directorate General Civil Aviation, Ministry of Transportation, Republic of Indonesia

9.40 **Challenges and Opportunities for Business Aviation in Indonesia**

Ziva N. Arifin, Director, Aviatory Indonesia

10.10 **PANEL DISCUSSION**

Regulatory Insights: How to Prevent Illegal Charter Flights

Moderator: Ziva N. Arifin, Director, Aviatory Indonesia

- *Sunil Chahal, Managing Director, Chahal Aviation*
- *Febe Christie, CEO, Alfa5 Aviation*
- *Raghu Menon, President – Business Development, Titan Aviation*
- *Geoffrey Meyssonier, Managing Director, Susi Air*
- *Saladin Siregar, Key Account Manager Passenger Airchartering - APAC, Chapman Freeborn Airchartering*

10.40 Networking Coffee Break

SESSION II

Aircraft Management, Financing and Leasing

11.10 **How to Achieve Cost-Efficient Aircraft Management, Safety and Profitable Operations**

Tony Hadi, President Director, Premiair Group

11.40 **Aircraft Financing: Recent Updates from the Indonesian Law Perspective**

Anggia Ali Berawi, Co-Managing Partner, Trilexica at Law & Chairwoman, Indonesian Air Law Society

12.10 **Legal Aspects of Selling and Purchasing a Corporate Jet**

Luca Denora, Special Counsel, Withersworldwide

12.40 **How to Complete a Successful Aircraft Transaction and Meet the Operator's Requirements**

Adrien Chazottes, Managing Partner, Jet 8 Aviation

13.10 Networking Lunch Break

14.30 PANEL DISCUSSION

Aircraft Financing and Leasing

- *Adrien Chazottes, Managing Partner, Jet 8 Aviation*
- *Niel Liebenberg, Partner, Bird & Bird*
- *Alexander Tang, Sales Director, Asia Pacific, Australia & New Zealand, Global Jet Capital*

SESSION III

New Challenges and Opportunities in Indonesia

15.00 The Helicopters Market in Indonesia

Rizka Ardilda, Business Development Manager, Hongkong Jet

15.30 How to Select the Best MRO for your Aircraft

William Mermelstein, Chairman, AMS China

16.00 How Connectivity Adds Value to your Aircraft

Tom Phillips, Regional Director - APAC, Satcom Direct

16.30 Sustainable Aviation in Indonesia and the Future of SAF

Arnaud Brolly, Founder & CEO, IMPACT

17.00 Indonesia in the Realm of ASEAN Open Skies: Challenges and Opportunities

Ridha Aditya Nugraha, Head of Air and Space Law Studies, Universitas Prasetya Mulya

17.30 Concluding Remarks

SPEAKERS

Ziva N. Arifin, Director, Aviatory Indonesia

EDUCATION

FAA Commercial Pilot ASMEL/IR, Southwind Aviation Academy , TX, USA,1997

BSc. In ABA w/. Minor in Flight Ops, Embry-Riddle Aeronautical University, FL, USA, 2003

CAREER

Fixed Wing Pilot/Marketing Executive, Airfast Indonesia, 2005 – 2010

Co-Founder/Chairman, Idea Group Indonesia, 2011 – 2014

Founder/Director, Aviatory Indonesia, 2014 – present

Co-Founder/Member of Committee, AOPA-ID, 2016 – 2019

Director of Organizational Development, Ikatan Pilot Indonesia (IPI), 2017 - 2019

Sunil Chahal, Managing Director, Chahal Aviation

Sunil Chahal has been working in the aviation industry for over a decade, but his personal experience with aviation has been lifelong, thanks to his father - and now business partner - Herb Chahal.

After earning a degree in Marketing and Communications at the University of Calgary, Sunil began his career in aviation, working roles in Bombardier, as well as ACASS Canada.

Now the Managing Director of Chahal Aviation, a consulting company he founded with his family, Sunil's expertise ranges from sales, acquisitions, leasing and charters, to aircraft management, issues management and crew support.

Tony Hadi, President Director, Premiair Group

Tony Hadi has been the President Director/CEO of PT Ekspres Transportasi Antarbenua (Premiair Group) since 2008. From 1993 to 2008, he worked for Indonesia Air Transport.

Tony has 45 years of experience in the aviation industry with 22 years specifically in air charter management leadership.

The weight of his experience and knowledge in general aviation has made Premiair the key driver in the industry; one-stop aviation service provider with respected international standard aviation Service Company.

Premiair Group provides the customers with a fully integrated aviation solution, offering the highest quality of safety, service and reliability.

Niel Liebenberg, Partner, Bird & Bird

Niel Liebenberg is a Singapore-based finance partner with Bird & Bird specialising in all aspects of aviation.

With over 25 years of finance experience with a number of top international law firms, as well as senior in-house experience, he covers the full spectrum of aviation matters ranging from leasing and financing, to setting up airlines and MROs, advising on aviation mergers and joint ventures, negotiating OEM contracts and other commercial agreements, negotiating sale and purchases, and restructuring and disputes.

His Admissions:

Solicitor of the Supreme Court of England and Wales (admitted April 2000)

Advocate of the South African High Court (admitted June 1998).

Raghu Menon, President – Business Development, Titan Aviation

With 40 years of experience in aviation, Raghu is a proven strategic and creative leader. As President of Titan Aviation, he drives global expansion and business development in Aircraft Management Services. A second-generation co-founder of Air Works India Engineering Pvt.

Ltd., he played a pivotal role in transforming the company into a professionally managed enterprise, achieving 13X growth and expanding internationally.

Raghu's extensive career also includes serving as a seasoned pilot and Director of Operations, specializing in VVIP charters, aerial photography, airport navigation, and more. His expertise spans diverse aviation fields, underscoring his comprehensive leadership and industry impact.

William Mermelstein, Chairman, AMS China

William has over 45+ years of aviation experience, including Senior Management, Commercial Flight Operations, Maintenance, Flight Test, Design, Development and Manufacturing. His flight training began in 1969 at the young age of just 10 years old and he has over 50 years of flying and nearly 11,000 hours in a wide variety of aircraft.

A certificated Airframe & Powerplant Mechanic with Inspection Authorization in the US as well as the Kingdom of Saudi Arabia. He previously held OEM authorizations of ODAR and DMIR designations. William has over 20 years in manual development for Part 91, 121, 135, 141/142, 145 & 147 operations, including General Operations Manual (GOM), General Maintenance Manual (GMM), Safety Management Systems (SMS), Quality Assurance (QA), Quality Control (QC), Hazardous Materials / Dangerous Goods (DG), and Approved Aircraft Inspection Program (AAIP) and course curriculum development, and has authored over 20 such manual systems.

William has served in senior management positions in Part 91, 121, 135, 141/142 and 145 operations over his career, as well as MRO & FBO and commercial fueling operations. All were direct involvement or management of Operations, Development, Implementation and Oversight. He is a graduate of the FAA Academy in Oklahoma City in Part 145 Certification & Surveillance.

William has significant history with Cessna, Beechcraft and Piper Aircraft, as well as Twin Commander Aircraft, Eclipse Aviation and Adam Aircraft Industries, which he provided for a wide level of experience in Design, Development, Manufacturing and Certification in the primary and advanced materials and processes.

He was extended an invitation from the Federal Aviation Administration as a Designated Maintenance Examiner and served over 15 years as a Designated as an Organizational Designated Airworthiness Representative (ODAR), and a Designated Manufacturing Inspection Representative (DMIR).

He is an accredited Aviation Lead Auditor, IBAC/IS-BAO auditor and IOSA auditor. Mr. Mermelstein holds an associate degree from the Spartan School of Aeronautics in 1981, as well as an extensive list of OEMs, Flight Safety, and the FAA.

William served several years on the Executive Board of the Gulf Flight Safety Council, as served two terms as Deputy Chairman of the Board.

IS-BAO Auditor Accreditations:

- Maintenance, Operations, Fixed Wing, Rotary Wing, Stage 3 Lead Auditor, and SRQ (Special Regulatory Qualifications for Cayman & Bermuda OTARS regulations)
- ARGUS Auditor since 2010
 - o 25+ audits conducted.
- IOSA Auditor since 2010
 - o Confidential
- IS-BAO Auditor since 2011
 - o 35+ audits conducted.
 - o 10 Royal Flight Department Audits, 5 as Lead Auditor
- Wyvern Auditor since 2011
 - o 25+ audits conducted.

- Unaffiliated Consultant Auditor to Saudi Aramco Flight Department, Saudi Royal Flight, and Saudi Royal Air Force since 2010

Geoffrey Meyssonnier, Managing Director, Susi Air

Managing Director of Susi Air since 2020. Background Study: Master in engineering. Experience : strategic leadership.

Starting career 4 years at consultant company Capgemini, Geoffrey transitioned to the prestigious LVMH group where he spent another 4 years. During his time at LVMH, he spearheaded the successful launch of the e-commerce website for Moet Hennessy in the UK, US, and Germany.

In his current role at Susi Air, Geoffrey oversees the Operations, Finance, and HR departments, leveraging his extensive experience and leadership skills to drive the company's success.

Ridha Aditya Nugraha, Head of Air and Space Law Studies, Universitas Prasetiya Mulya

Ridha Aditya Nugraha teaches Air and Space Law Studies at International Business Law Program, Universitas Prasetiya Mulya, Indonesia. In 2019-2020, he was engaged at the EU-EASA ARISE Plus Civil Aviation Project in ASEAN to enhance passenger protection.

Prior joining academia, he worked with a Jakarta-based law firm, a Dutch low-fare airline, and a Danish international consulting firm. He holds a graduate degree (LL.M.) from International Institute of Air and Space Law, Universiteit Leiden; and undergraduate degree (S.H.) from Faculty of Law, Universitas Indonesia.

Ridha has published several publications on aviation law topics which focus on Indonesia and the Southeast Asian region. He is also a contributor in national newspapers, namely Harian Kompas and The Jakarta Post.

Saladin Siregar, Key Account Manager Passenger Airchartering - APAC, Chapman Freeborn Airchartering

Saladin Siregar is an aviation professional with a background in aerospace engineering from Institut Teknologi Bandung and a Master's in Management from the University of Indonesia. He is currently the Key Account Manager for Chapman Freeborn Airchartering, a global leader in air charter solutions, where he manages air charter solutions across the Asia-Pacific region. With career spanning roles in business development and aviation consulting, he has contributed to prominent companies such as Premiair Group and CSE Aviation.

In addition to his professional experience, Saladin is the co-founder of PN INDO (Indonesia Youth Aerospace Student Association), an organization dedicated to fostering youth interest and engagement in the aerospace sector. Through PN INDO, he has worked to bridge the gap between students and industry professionals, advocating for the development of Indonesia's aerospace future. Saladin is also an active public speaker and moderator at aviation events and leadership forums across various platforms.

Alexander Tang, Sales Director, Asia Pacific, Australia & New Zealand, Global Jet Capital

Alex is the Sales Director for Asia Pacific and Oceania at Global Jet Capital, a role he has excelled in since 2018 after joining as Associate Sales Director for North Asia. During his tenure, Alex has played a pivotal role in driving business growth and expanding the company's market presence across the region.

Prior to Global Jet Capital, Alex began his career at PwC in the Financial Services Industry, where he provided tax consulting and audit services to leading financial agencies. This experience set groundwork for his transition into aviation financing. He then moved to Chailease Finance, contributing significantly to the structured finance team and helping the company achieve substantial growth in the Asia Pacific market.

Alex holds a BSc in Business Administration and Accounting from the University of California, Riverside, and an MBA from The University of Chicago Booth School of Business.