



InterFlight Global
Intelligent Aviation & Aerospace Solutions



PROGRAM

08.00 Refreshments and registration

Conference chaired by:

**Oscar S. Garcia, Chairman and CEO,
InterFlight Global Corporation (IFG)**

Session One: **Welcome to the conference**

09.00 Conference Organiser's opening remarks

09.05 Conference Chairman's welcome to the conference:

Business Aviation in the Iberian Peninsula: opportunities for "best practices", safety and profitable growth in the "Next" Big European Business Aviation Hub

Oscar S. Garcia, Chairman and CEO, InterFlight Global Corporation (IFG)

09.15 Opening Address:

Iberian Peninsula Business Aviation in the European Business Aviation Context:

At the Crossroads of Two Decades

Robert Baltus, Chief Operating Officer, European Business Aviation Association (EBAA)

Session Two: **Iberian Peninsula - Market and Environment: Where are the Opportunities?**

09.30 Presentation: Iberia – the motor for recovery in business aviation demand in Europe – so far, a case-study of success, but how sustainable?

Richard Koe, Managing Director, WINGX

09.50 Business Aviation Infrastructure in the Iberian Peninsula- Focus: Madrid New Airport and Facilities

Project: Air City Madrid South

Olivier Poncet, Partner, Aviation Pasiphae and Board Member, Air City Madrid Sur

10:00 Business Aviation in Spain and Portugal-Aircraft Sales Perspectives

Jose Eduardo Costas, Ex-VP Sales, Embraer Executive Jets

10.10 Questions

10.30 **Into the 2020s New Decade**

Panel Discussion: European Business Aviation: Iberian Peninsula Business - Aviation Past, Present and Future

- *The impact of the Global Events on European business aviation industry*
- *Brexit and Independentists initiatives, their impact the EU business lines*
- *Russia and Eastern Europe, effects on economic and wealth flows*
- *The USA's Trump administration and impact to global business aviation*
- *Lessons learnt from the decades ups and downs*



- *Trends in operators and services providers consolidations, M&A's and others*
- *The role of technology, innovation and new business models- from business aviation low cost democratization to large private long-range high-speed aircraft*
- *The Rise and Globalization of the Super Wealthy and Impact in Business Jets use and ownership*

Moderator: Richard Koe, Managing Director, WINGX

Panellists Include:

Patrick JG Margetson-Rushmore, Chief Executive, Luxaviation

Paolo Sommariva, Founder, FL3XX

Jonny Nicol, Founder & CEO, StrataJet

José Eduardo Costas, Ex-VP Sales, Embraer Executive Jets

11.15 Refreshments and Exhibition

Session Three: **What can Iberian Peninsula Business Aviation Leaders learn from Global Aircraft Registration Jurisdictions and Leaders?**

Best Practices, Safety, Security, Compliance, Oversight and.... Profits

11.45 Keynote Presentation: Aircraft Registries Best Practices: Success Strategies and Lessons Learnt for the Iberian Peninsula

The Best in Class: UAE, USA, UE-San Marino and Aruba Registries

Sakeer Sheik, CEO and Founder, Titan Aviation Group

12.05 Questions

12.15 Panel discussion: How can the Iberian Peninsula Business Aviation Stakeholders Leap to the Front?
A look at the world's best jurisdictions

- *Why is business aviation regulation, compliance, legal and tax frameworks culturally more acceptable in other jurisdictions?*
- *Would business jet travel actually be a catalyst of growth, employment and wealth for European and the Iberian Peninsula Countries?*
- *How can Iberian Peninsula politicians, regulators and tax authorities be convinced of the benefits of private jet travel over conventional travel?*
- *Which European jurisdictions and frameworks should Iberian Peninsula Business Aviation Conference operators target, and vice versa?*
- *Who are the influencers that stakeholders need to reach? In search of a common public-private partnership vision*
- *How to best educate the involved and uninvolved public, media, academia and other modes of transportation about the synergies with business aviation?*

Moderator: Robert Baltus, COO, EBAA

Panellists Include:

Heather Gordon, Chief Legal Officer, Martyn Fiddler Aviation

Sakeer Sheik, Founder & CEO, Titan Aviation Group

Clayton B. Healey, Owner, AIC Title Service LLC

Nick Fitzpatrick, Managing Director, Atron



13.00 Lunchtime Keynote Speaker:

Jerome Ferasin, Chief Commercial Officer Business Aviation, Sky Valet

Iberian Peninsula State of Infrastructure and FBO -From the Territory Leader Perspective

13:15 Lunch

Session Four: **Aircraft Sales Opportunities and Challenges:**

Spanish And Portuguese Business Aviation owners, financiers, lessors, lessees and fractional

14.30 Aircraft sales in Europe:

- *overview of the market*
- *what has happened in the last year in Europe*
- *what has been happening in the UK*

Oliver Stone, Founder, Colibri Aircraft Ltd

14.50 Presentation: Business Aircraft- Innovative financing and Sales tools for growth:

Iberian Peninsula Business Aviation Peninsula Focus

Henri C. Lauras, President Aircraft Sales, Titan Aviation Group

15:10 Presentation: Opportunities in Operations: Can an Operator's cost base be improved?

Irena DeVilleville, Co-Founder CEO, Convulus

15.30 Questions

15.40 Panel Discussion: Operating aircraft in Spain & Portugal

- *Improving aircraft sales financial, and legal environment in Spain, Portugal and Andorra*
- *Financing and Investment opportunities in Spain & Portugal-The risk return equation*
- *Spain and Portugal as business aviation hubs-Privileged Location*
- *FBOs and infrastructure in Spain & Portugal- Long Growth Runway*
- *Air Traffic Management-SESAR and the Iberian Peninsula Business Aviation Traffic*

Moderator: **Jose Luis Garcia, Co-Founder, Airworthynext**

Panellists Include:

Stefan Buschle, Sales Director southern Europe & Africa, Jet Aviation

Arjen Groeneveld, Director, Greenfield Aviation

Pascual Muñoz, director, Airworthynext

Santiago Rodriguez, Founder CEO, Aviastec/Roeder Iberica

16.40 Questions

16:50 Chair's closing remarks: The Way Forward: Peninsula Roadmap for Business Aviation Growth

Oscar S. Garcia, Chairman and CEO, InterFlight Global Corporation

17:00 Refreshments & Exhibition



Session Five: Roundtable discussions

17.15 Delegates discuss topics of special interest over a cup of coffee/tea. Each roundtable is hosted by a speaker / industry leader and delegates may choose which roundtable they join. The roundtables are an ideal opportunity for delegates to network in small groups and debate hot topics with peers.

Roundtable topics and hosts to include:

1. EBAA Focus: **Iberian Peninsula Business Aviation Association**. Perspectives, timing and vision. Benefits, opportunities and challenges for the local, European and rest of the world's stakeholders.

Hosted by: **Robert Baltus, COO, EBAA**

- EBAA's approach to regional chapters in Europe
- Spain and Portugal previous efforts and background, what can we learn
- A new approach, technology and networking tools available
- Towards a collective voice for Business Aviation in the Peninsula, what are the advantages for regulation, legislation, taxation and public image
- Education, workforce and careers perspectives from the association viewpoint
- The association synergies with other European chapters, market and industry growth synergies

2. FBO FOCUS: Fixed Based Operators Perspectives and Strategies for Growth:

What does the business aviation community expect from FBOs worldwide?

Hosted by: **Jerome Ferasin, Chief Commercial Officer Business Aviation, Sky Valet**

- *Are FBOs keeping up with customer needs?*
- *Is FBO consolidation the best way forward?*
- *Are fuel sales a necessary revenue source for FBO's*
- *Is the new European Skies-SESAR program helping or hindering business aviation growth*
- *How do Spanish and Portugal air traffic management, navigation and infrastructure providers fare*
- *Is there room for private-new-business aviation airports*
- *The case for Madrid-Is a new airport really needed for business aviation growth-hub?*

3. Infrastructure and Aircraft Registration Focus

What are the Opportunities and Challenges in the Infrastructure, Regulatory and Compliance Areas?

Hosted by: **Jose Luis Garcia, Co-Founder and CEO, Airworthynext**

- *Jurisdiction optimization and development: aircraft registration and legal oversight focus*
- *Air Traffic Management and Costs Issues*
- *The world aircraft repossession index - How does the Iberian Peninsula fare? What can we do to improve and grow the fleet?*
- *What can operators do to keep a handle on costs and minimize delays caused by Operations and MRO issues?*
- *How can operators and owners ensure they are in the best position to weather any legal, regulatory, financial or insurance claims?*

4. Maintenance, Management, Safety, Security, Standards & Business Jets

Hosted by: **Arjen Groeneveld, Regional Manager Europe, Russia and Middle East at Duncan Aviation, Director of Greenfield Aviation**

- *The importance of reviewing security practices and procedures*
- *Instilling a culture of security awareness at every stage*



- *The financial and business continuity implications of security measures*
- *What are the challenges of implementing flight data monitoring?*
- *Trends and Best Practices in MRO, the USA-EU perspective*
- *ADS-B Compliance in the EU, and globally*
- *Maintenance, OEM's, MRO's and After Market "connected" technologies*

5. Tech and Innovation Focus

Hosted by: **Oscar S. Garcia, Chairman and CEO, InterFlight Global Corporation**

- *The "connected" aircraft, cockpit and cabin, implications of seamless airborne internet; commercial, security and regulatory*
- *Satellites and their interactions with business jets, the future of airborne internet*
- *What realistically is the future for the very high speed-transonic and supersonic jets?*
- *The sonic boom and other environmental issues.*
- *How can we optimize connectivity in business jets? How important is door to door time?*
- *What is the future for business aviation and the small and medium size enterprise?*
- *Innovative and scalable business models-where airlines and business aviation meet*
- *Vertical and ultra-short haul Business Aviation Vehicles*
- *Electric and Hybrid Propulsion for Business Jets*

6. Business Aircraft Financial, Legal and Tax Regulatory Compliance

Hosted by: **Adrian Jones, Tax Director, Martyn Fiddler Aviation**

- *What is the impact of improved tax, regulations, bureaucracy on new owners?*
- *Tax and legal frameworks in Europe, Iberian Peninsula Focus-Best Practices*
- *The EU-USA operational, maintenance and other compliance bilateral past, present and future*
- *Cross USA-EU/Iberian Peninsula markets: M&A, JV, and other business opportunities*
- *Airspace, Air Traffic Management, and other airspace issues*
- *Environmental compliance for business jets in Europe-Iberian Peninsula focus*

7. Business Aircraft Finance, Insurance, Management and Operations

Hosted by: **James Carroll, Director, Business Development – Western Europe Jet Support Services, Inc**

- *Financing aircraft in the Iberian Peninsula-Growth Opportunities*
- *Maintenance Costs Predictability: Insuring operational reliability and costs*
- *Trends and Best Practices in Business Aircraft Flight and Ground Operations*
- *Insuring Business aircraft in Spain and Portugal: Legal frameworks and costs*

8. Aircraft Sales and Brokerage:

Hosted by: **Oliver Stone, Founder, Colibri Aircraft Ltd**

- *Is the industry doing enough to attract new business?*
- *How do we reach new customers?*
- *Do we understand how to reach UHNWI?*
- *Are there too many barriers to entry?*
- *Does the industry have an image problem?*
- *How to protect aircraft and retain resale value*
- *Navigating pre-sale inspections, appraisals, and depreciation*
- *Protecting and maintain the value of your asset*
- *What are the benchmarks for accurate assessment?*
- *Valuing old and new aircraft*



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18.30-20:00 Drinks Reception with light appetizers

DAY 2: Aircraft Expo

Location: Madrid Barajas Business Aviation Terminal, Sky Valet/ Gestair, FBO

8:45 - 9:00: Registration, Meet & Greet

9:00 - 9:10: Coffee and Refreshments

9:45 - 10:00: Welcome Speech: **Jerome Ferasin, Sky Valet, CCO**

Madrid FBO Host: **Maria Carvajal, Station Manager, Madrid**

10:00-12:00: Networking Opportunities with Sky Valet on-site
Aircraft AOC's, OEM's and Sales