



[Wednesday 13 June 2018]

[Villa Marina, Douglas]

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A very warm welcome to the 2018 Isle of Man Aviation Conference



Mark Byrne

Director, Martyn
Fiddler Aviation

I am delighted to welcome you to the 8th Isle of Man Aviation Conference.

I hope you enjoy the programme we have put together for you this year. I would like to say a big thank you in advance to our conference chair, Graham Williamson, and all of the speakers and panellists for agreeing to share their time, knowledge and expertise with us today.

As I am sure you know by now, the Isle of Man Aircraft Registry has been a huge success since it was founded in 2007. It is testament to the hard work of all its staff, and the vision and commitment of the Isle of Man Government. Special thanks go to Simon Williams, our current Director of Civil Aviation, who is carrying on the good work of his predecessors.

My thanks also go to our sponsors, the staff at the Villa Marina, our fabulous caterers TASTE, and my wonderful colleagues at Martyn Fiddler Aviation, especially Nicole Taylor and her team, who have worked tirelessly to ensure the event is a success.

I do hope you enjoy the conference and our networking events, and that you can join us again next year.



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Isle of Man Aviation Conference 2018 Programme

Wednesday 13 June 2018				
Time	Subject	Speaker	Title	Company
08:30 - 09:00	Registration and coffee sponsored by Boston			
09:00 - 09:05	Welcome to conference delegates	Graham Williamson	President	TAG Aviation Europe
09:05 - 09:20	KEYNOTE ADDRESS: The Isle of Man Government's commitment to the business aviation sector	Sir Richard Gozney KCMG CVO	Lieutenant Governor	Tynwald
09:20 - 09:40	Isle of Man Aircraft Registry Update	Simon Williams	Director of Civil Aviation	Isle of Man Aircraft Registry
09:40 - 10:00	Overview and update on Brexit	Mark Bisset	Partner	Clyde & Co LLP
10:00 - 10:30	VAT - IOM, UK & beyond (topical issues)	Hugo Jenny	Partner	Stephenson Harwood LLP
		Phil Morris	Director - Tax	PWC
10:30 - 11:00	Coffee and croissant break by TASTE sponsored by Appleby (Isle of Man) LLC			
11:00 - 11:20	EBAA - How to use your association	Robert Baltus	COO	EBAA
11:20 - 12:00	Managing Risk - Compliance & Safety in Business Aviation	Ian Holder	Managing Director	Baines Simmons
		Patricia Davis	Head of Compliance & safety	TAG Aviation
		Thomas Pantin	Flight Ops	LBA
12:00 - 12:30	Aviation carbon emissions - Emissions Trading Scheme & Corsia	Armando Cairoli	ETS Support Facility, Directorate Pan Europeans Single Sky	EURO-CONTROL

Time	Subject	Speaker	Title	Company
12:30 - 14:00	Lunch by TASTE			
14:00 - 14:40	New or pre-loved; a sales perspective	Ashley Namihas	Regional Sales Director	Cessna Aircraft UK
		Trevor Lambarth	Vice President of Sales, Europe	Guardian Jet
14:40 - 15:30	Operations - Are things changing?	Dave Edwards	Director	Synergy Aviation Limited
		Graham Williamson	President	TAG Aviation Europe
		Patrick Margetson-Rushmore	CEO	London Executive Aviation
		Tanya Raynes	CEO	Centreline
15:30 - 16:00	Coffee and Ice Cream break sponsored by ESTERA			
16:00 - 16:25	Q&A Session			
16:25 - 16:45	Closing and Summary	Mark Byrne	Director	Martyn Fiddler Aviation

Tuesday 12th of June: The Embassy room will be available from 17:00, for delegates to meet and have a drink and some food. Drinks sponsored by Aviation Forex.

Wednesday 13th June: Reception hosted by Martyn Fiddler Aviation. The team invite you aboard the Isle of Man Steam Train to Castletown for an evening of historical charm at Castle Rushen, 19:00-21:30. Train leaves at 18:30, returning to Douglas at 22:00.

Transport is provided for off-island delegates, please register at the Villa Marina reception. Dress code: smart casual.

Thursday 14th June: Networking event in Douglas Chambers from 10:00 -12:00. Dress code: casual.

Isle of Man Aviation Conference 2018 **Speaker List**

Time	Subject
09:00 - 09:05	Welcome to conference delegates



Graham Williamson

President, TAG Aviation Europe

Conference Chair

Graham Williamson is responsible for all TAG Aviation Operations in Europe and the Middle East, with more than 70 aircraft operating on multiple registrations; TAG has AOC's in Britain, Switzerland, Malta and Bahrain. He joined the company in November 2005 as Director of Operations and was later promoted to Managing Director of TAG Aviation (UK) Ltd with additional responsibility for Flight and Ground Operations across Europe. He was subsequently promoted to President TAG Aviation Europe.

Prior to joining TAG Aviation, Mr Williamson was the CEO of a start-up airline in India and in a 40-year career has held executive posts in airlines in central Europe, the United Kingdom and the Middle East.

Graham is a member of the EBAA Board of Governors and has been an Accountable Manager for a number of Airline including TAG Aviation. He joined the then Britannia Airways in 1978 as an Operations Officer and has not been bored since.

Time	Subject
09:05 - 09:20	The Isle of Man government's commitment to the business aviation sector



**Sir Richard
Gozney KCMG
CVO**

Lieutenant Governor
of Tynwald

After graduating from St Edmund Hall, Oxford in 1973, **Sir Richard Gozney** joined the Foreign and Commonwealth Office and went on to have a varied career in diplomacy.

In 1989, after foreign postings that included Jakarta, Buenos Aires and Madrid, Sir Richard was Private Secretary to three Foreign and Commonwealth Secretaries: Sir Geoffrey Howe, John Major and Douglas Hurd.

In 1993 he was appointed British High Commissioner to Swaziland. After serving three years in Swaziland he was appointed Head of the Foreign Office Department advising on the foreign policy aspects of defence and then Chief of the Intelligence Assessment Staff.

Sir Richard returned overseas when he was appointed British Ambassador to Indonesia in 2000 and then British High Commissioner to Nigeria in 2004. In 2007 Sir Richard's last FCO posting was as Governor and Commander-in-Chief of Bermuda.

Sir Richard has many outside interests and these include bird watching, walking and sailing - all interests he looks forward to enjoying during his term of office in the Isle of Man.

Time	Subject
09:20 - 09:40	Isle of Man Aircraft Registry Update



Simon Williams

Director of Civil
Aviation, Isle of Man
Aircraft Registry

Simon Williams has successfully held a number of challenging senior operational and staff appointments. He has operated as an aircraft commander, training captain, qualified helicopter tactics instructor, and instrument rating examiner and has flown a wide variety of aircraft including Royal Air Force Search & Rescue Sea Kings, Special Operations Pumas and civil Boeing 757s and Boeing 767s, most recently for British Airways.

During 5 years at the UK Civil Aviation Authority, he developed a very broad regulatory and safety portfolio which saw him chairing groups at national and international level. These groups were focussed on delivering tangible safety benefits whilst working closely with a diverse cross section of the aviation industry. Towards the end of that tenure he increasingly devoted much of his time to working in 'Safety Partnership' with the Business Aviation community.

In his current role as Director of Civil Aviation (DCA) he is leading and managing a large multi-disciplinary internationally-based team and is directly responsible for a multi-million pound budget. The breadth and depth of the DCA role is significant and includes: leading, managing and growing the world's 6th largest international private/corporate Business Aviation registry; regulating aviation, airspace and airport activity on behalf of the Isle of Man Government with direct accountability to the UK Department for Transport and the UK Civil Aviation Authority; and facilitating the growth of the increasingly successful Isle of Man aviation industry.

Time	Subject
09:40 - 10:00	Overview and Update on Brexit



Mark Bisset
Partner, Clyde & Co
LLP

Mark Bisset is Head of Aviation Finance, Clyde & Co, London.

Clyde & Co is a global law firm with a focus on five core sectors: transport, insurance, energy, trade & commodities and infrastructure. The firm employs 2,000 legal professionals in 52 offices in every worldwide region.

Mark's experience includes loan and lease financing, operating leases and tax-based leases, export credit finance, and aircraft purchase and trading, in a wide variety of jurisdictions.

Mark has been very active over the last 15+ years in the business jet market, acting for financiers, owners and operators. In 2017, Mark was ranked as a Band 1 individual in Private Aircraft (Global-wide) in Chambers High Net Worth, and Clyde & Co was similarly first-ranked. Spear's Magazine describes Mark as an "eminence grise" of business aviation.

Who's Who Legal Aviation has commented that Mark is an "exceptional finance lawyer with extensive knowledge of both the commercial airline

and business jet market."

Mark also has extensive aviation regulatory experience, including recently advice on ownership and control issues, sanctions, and slots trading. Mark has recently been heavily involved in Brexit-related advice and led the Clyde & Co team which in January 2018 published the report "Brexit scenarios for business aviation" for the EBAA.

Mark is contributing editor of the annual publication "Getting the Deal Through - Aviation Finance and Leasing 2018" and co-editor of "Getting the Deal Through - Air Transport 2018". He is the co-author of "Aviation Insurance – Issues in Law and Practice from the Lessor/Lender Perspective".

Mark is a Guest Lecturer at the International Institute of Air and Space Law, Leiden University.

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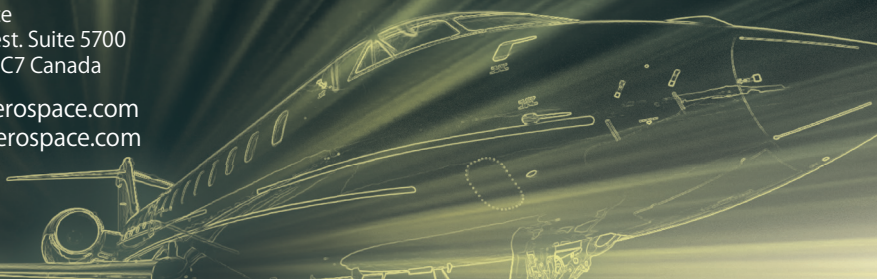
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Time	Subject
10:00 - 10:30	VAT - IOM, UK & beyond (topical issues)



Hugo Jenny
Partner, Stephenson
Harwood LLP

Hugo Jenny is the Head of Tax at international law firm Stephenson Harwood LLP based in London. Having spent most of his career as a general corporate tax lawyer, he has recently focused on real estate, transport and private wealth and is one of the few UK tax lawyers with significant experience of yacht and jet VAT structuring.

In this sector, Hugo has advised manufacturers, brokers, owners, operators, financiers and other service providers on a number of jet transactions. He recently managed a UK company's position in response to an HMRC investigation into its use of its business jet. He is rated as a leading individual in the corporate tax sections of the Legal 500 and Chambers guides to the legal profession.



Phil Morris
Director - Tax, PWC

Phil Morris has extensive experience working on VAT and other indirect tax having worked in the UK and the Isle of Man.

He has a mixed portfolio of clients across a range of industry sectors, including aircraft and yachts, and focuses on providing VAT efficient and commercially sound solutions.

Phil has worked extensively with HM Revenue & Customs and Isle of Man Customs & Excise on a range of matters.

Time	Subject
11:00 - 11:20	EBAA - How to use your association



Robert Baltus
COO, EBAA

Robert Baltus' aviation experience spans nearly 20 years advising and supporting senior management and executive Boards of a variety of aviation related companies. He has worked for aircraft management, fractional and charter operators and has built strong relationships with the leading business aviation companies in the industry. A business aviation specialist, Baltus is experienced in start-ups, fleet selection, training and strategic change management. He has a business management degree from HES Amsterdam and an MSc in Air Transport Management from Cranfield University.

At EBAA Robert and his team are responsible to ensure that all new and existing European and EASA rules and regulation are fair and proportionate to the Business Aviation industry as well ensuring that the importance of Business Aviation is understood by the wider community.



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Time	Subject
11:20 - 12:00	Managing Risk - Compliance & Safety in Business Aviation



Ian Holder

Managing Director,
Baines Simmons

Ian Holder is the recently appointed Managing Director of Baines Simmons, having been promoted from his previous role of Principal Consultant, a position he held at the consultancy since joining in 2015.

An experienced pilot boasting RAF and civilian airline experience, Ian is now an aviation safety management specialist, having joined Flybe in 2009 and occupying a number of senior positions during his spell at the regional airline.

Departing in 2015, Ian joined Baines Simmons, and has since advised a broad range of aviation organisations on safety issues for the firm, including global airlines and business jet operators.

He is a champion of the use of organisational safety culture, delivered through effective leadership, to improve business performance.



Patricia Davis

Head of Compliance &
Safety, TAG Aviation

Patricia Davis joined the aviation world in 1989 when she started her pilot training in Nairobi, Kenya. After travelling to the USA to complete her Commercial Pilots Licence, she flew light aircraft commercially in and around East Africa for 10 years. She then progressed to Cargo Flying, initially on DC8's, and then B747 Classics based out of Johannesburg. Her operational flying career culminating in flying B747-400s for Cathay Pacific Airways based in Hong Kong from 2007.

In 2012, following a move back to the UK and a change in career direction, Patricia joined TAG Aviation (UK) Ltd in the Compliance Monitoring Department based at Farnborough Airport. She is now Head of Compliance & Safety holding dual Form 4 holder positions of Compliance Monitoring Manager (AOC) and Quality Manager (Part M).

Time	Subject
11:20 - 12:00	Managing Risk - Compliance & Safety in Business Aviation



Thomas Pantin
Flight Ops, LBA

Thomas Pantin is a German government official. Born and raised in West Germany he joined the Air Force after graduating from grammar school in 1999. Having successfully completed the Air Force Academy he studied aerospace technologies at the Armed Forces University in Munich. Thomas was then trained and appointed a fighter controller within NATO Integrated Air Defence.

In 2011 he left the Air Force and started working for the Luftfahrt-Bundesamt (Federal Aviation Office Germany). Today Thomas heads the Special Approvals Group in LBA's Flight Ops Department and represents Germany at several EASA working groups and the ICAO Flight Operations Panel. As the project officer he was involved in EASA's Part-NCC from a very early stage. In this function he is also coordinating with the 'third country registers' which led to the Letter of Understanding between Germany and the Isle of Man in November 2017.

Thomas is married and a father of two. He holds a pilot's license and is an active airman.

Time	Subject
12:00 - 12:30	Aviation carbon emissions - Emissions Trading Scheme & Corsia



Armando Cairolì
ETS Support Facility,
Directorate Pan
Europeans Single Sky,
EUROCONTROL

Armando Cairolì joined EUROCONTROL in 2007 and since 2011 he has been working as an EU ETS Analyst in the Agency's Single European Sky Policy Unit. He is responsible for managing the EU ETS Contract Office and assist Aircraft Operators in their compliance with the EU ETS legislation; He provides data to States, Aircraft Operators and the EC using his expertise, modelling and database capabilities and presents the Support Facility internationally to the industry attending aviation conferences.

Before that, Armando worked in the travel industry for a major Italian travel agency group in Brussels until 1997. Between 1998 and 2000, he obtained his Private Pilot Licence in Belgium and a Commercial Pilot Licence in Canada. He then returned to the travel industry working as Area Manager and consultant in Luxembourg and Brussels until 2004 when he started a two and a half years' experience at the European Commission.



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Time	Subject
14:00 - 14:40	New or pre-loved; a sales perspective



Ashley Namihas

Regional Sales
Director, Cessna
Aircraft UK

As Regional Sales Director, **Ashley Namihas** is responsible for driving Citation aircraft sales across Northern Europe. Managing a sales and business development strategy to drive growth including customer account management, prospect development and the management of Textron's authorised sales representatives and channel partners.

Ashley began his career at Textron Aviation in 2013 and has worked in the aviation industry for nearly 15 years. Prior to his current role at Textron Aviation, Ashley worked for five years at TAG Aviation Europe; he held the position of Area Sales Manager for two years until being promoted to Sales Director for Aircraft Management Services, a position he held for the next three years. Ashley previously worked in several customer facing roles across the aircraft charter and leasing industry.

Ashley has a BSc Honours degree attained from the University of Wales, a Professional Diploma in Marketing from the Chartered Institute of Marketing and an NVQ in Sales and Marketing amongst other

business and sales management qualifications.

Ashley resides in North Hampshire, U.K.

Time	Subject
14:00 - 14:40	New or pre-loved; a sales perspective



Trevor Lambarth

Vice President of
Sales, Europe,
Guardian Jet

Trevor Lambarth is Vice President of Sales for Guardian Jet in Europe. Guardian Jet provides consulting services to many of the world's largest corporations and most successful high net worth individuals and, as a result, earns the right to buy and sell their aircraft. Through a deep understanding of aircraft values, Guardian Jet helps its clients to manage their aircraft like other assets in an investment portfolio.

While studying for his degree in Mathematics at Southampton University, Trevor also trained as a pilot in the Royal Air Force Volunteer Reserve, and he has been closely involved in aviation since then.

He spent six years at British Aerospace in Hatfield, working on both commercial and business aircraft programs. He then joined McAlpine Aviation, a business aircraft operator, where he was responsible for sales of the company's wide range of aircraft management and maintenance services.

Trevor then spent 27 years with Bombardier Aerospace, starting as Sales Manager at Short Brothers, the oldest aircraft manufacturer in the World. He held a variety of key positions, the most recent of which was as Vice President of Sales, leading the business aircraft sales team in Europe, the Middle East and Africa. During his tenure at Bombardier, Trevor was responsible for sales of more than 150 aircraft, with a combined value of nearly USD\$3 billion.

Time	Subject
14:40 - 15:30	Operations - Are things changing?



Dave Edwards

Director, Synergy
Aviation Limited

With a number of other business partners, **Dave Edwards** recently founded Windsor Capital LLP, an investment fund based in the UK and focussed in and around the aviation industry. Its varied current investments include Synergy Aviation, Oaklands Global, Flying Support, Lazy River and Farnborough Aircraft Interiors.

Having started his career in business aircraft handling, he went on to head Qatar Airways' Business Jet Division, Qatar Executive as well as being Managing Director, Middle East and Asia and Group General Manager for Gama Aviation. He currently sits as a non-executive director on the board of two aviation tech companies, including Web Manuals International AB, the world's leading aviation manuals digitizer.

Dave's career has taken him through all areas of the aviation industry, including flight operations, ground services and maintenance. Alongside his own business interests, Dave is part-time CEO of BACA – The Air Charter Association, the air charter industry's leading trade body.

In 2010 Dave was elected as the youngest ever Fellow of the Royal Aeronautical Society. In addition, he is a member of the Royal Air Force Club, the Royal Aero Club, the Honourable Company of Air Pilots and the Air League. When not playing with aeroplanes he continues to delude himself into thinking he can play both the trumpet and golf.

Time	Subject
14:40 - 15:30	Operations - Are things changing?



Patrick Margetson-Rushmore

CEO, London,
LuxaviationUK (LEA)

Patrick Margetson-Rushmore is Chief Executive Officer and a founding principal of Luxaviation UK, LEA. The company started off from a Nissan Hut at Stapleford Airfield in Essex on 1st April 1997 with 3 employees and one twin engine piston PA34 Seneca to become one of the best known charter companies in Europe.

The company is one of the largest Business Jet Operators in Europe with a wide ranging offering of fleets from Transatlantic capability to small executive 4 passenger light Jets. The company has aircraft bases in the main UK airports and also Athens, Helsinki, Moscow and Paris. The company's client base covers a broad spectrum including the Arts Entertainment Media sectors as well as government work. LEA has also been voted "Best Charter Operator" in Europe 6 times at the BACA awards. See www.luxaviationuk.com

LEA is part of the Luxaviation group; the 2nd largest Business Jet Operator in the world. The group is in Europe, Africa, The Middle East, The Far East, Asia and Australia with some 250 aircraft under management and also 17 FBOs and 16 MROs. Our

sister companies in Europe are based in Belgium, France, Germany, Luxembourg, Portugal and Switzerland.

Also on the panel:

Graham Williamson

President, TAG Aviation Europe
(Conference chair)



Time	Subject
14:40 - 15:30	Operations - Are things changing?



Tanya Raynes
CEO, Centreline

Tanya Raynes began her career with Pricewaterhouse Coopers, qualifying as a Chartered Accountant in 1996. She joined GE Capital in 2001, managing the structured financing of a large portfolio of commercial real estate assets. Alongside gaining broad leadership and transactional experience, Tanya was responsible for delivering business transformation projects and process improvements.

Tanya joined Centreline as Finance Director in 2012, moving to the role of COO shortly after. Tanya was appointed CEO in 2014 and has overseen the growth and diversification of Centreline, along with the sale of the group in 2016 to Pula Ltd.

Time	Subject
16:00 - 16:25	Q&A session

Our last session of the day will be an opportunity to ask questions of the top 5 voted speakers.

During the day please vote on Sli.do for who you want to call back on stage and ask more of.

Isle of Man Aviation Conference 2018 [Sli.do](https://www.sli.do)

Instructions for Q&A

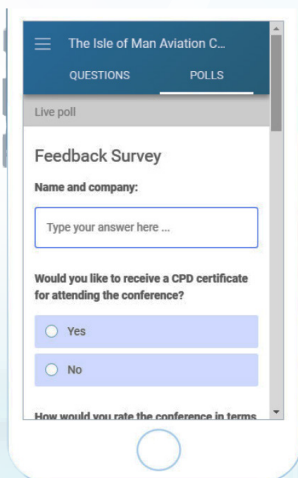
Delegates can access the Sli.do software to send questions electronically during the presentations.

The conference chair will use these for the Q&A sessions.

It is very simple to use from any smartphone or tablet.

- Connect to the Villa's wifi. The password is Sh0wt1me.
- Access Sli.do via <https://www.sli.do>
- Type in the code #U243 and press join.
- Click on the 'Questions' tab and enter in your questions.

Feedback



The screenshot shows a mobile app interface for 'The Isle of Man Aviation C...'. It has two tabs: 'QUESTIONS' and 'POLLS'. Under 'POLLS', there is a 'Live poll' section titled 'Feedback Survey'. The survey asks for 'Name and company:' with a text input field. Below that, it asks 'Would you like to receive a CPD certificate for attending the conference?' with two radio button options: 'Yes' and 'No'. At the bottom, there is a partially visible question: 'How would you rate the conference in terms...'.

Your feedback is important to us.

- Please go to the 'Poll' section to fill out our feedback survey.
- Upon completion, don't forget to enter our competition to win a free delegate place at next years conference.

See our stand for more details.

Time	Subject
16:40 - 17:00	Summary and Closing



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.

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**Thank you for attending the
2018 Isle of Man Aviation Conference.**

We hope to see you again next year!