



[ **Thursday 27 June 2019** ]

[ **Villa Marina, Douglas** ]

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# A very warm welcome to the 2019 Isle of Man Aviation Conference

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**Mark Byrne**

Director, Martyn  
Fiddler Aviation

I am delighted to welcome you to the 9th 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 2019 Programme

Thursday 27 June 2019				
Time	Subject	Speaker	Title	Company
08:30 - 09:00	Registration and coffee sponsored by Cains			
09:00 - 09:10	Welcome to conference delegates	Graham Williamson	CEO	Sonas Aviation
		Mark Byrne	Director	Martyn Fiddler Aviation
09:10 - 09:30	Isle of Man Aircraft Registry update	Simon Williams	Director of Civil Aviation	Isle of Man Aircraft Registry
09:30 - 10:00	Topical update on VAT and tax matters	Nic Arnold	Director	PWC
		Phil Morris	Director - Tax	PWC
10:00 - 10:20	Foreign currency risk management for aviation clients	Neil Donaldson	Director	AviationForex.com
10:20 - 10:50	Coffee and croissant break by TASTE sponsored by ExecuJet			
10:50 - 11:15	Grey charter; trying to keep the world black and white	Robert Baltus	COO	EBAA
11:15 - 11:40	Brexit – where do we go from here?	Mark Bisset	Partner	Clyde & Co LLP
11:40 - 12:30	Brexit's impact on aircraft Finance	Andrew Blundell	Director	Close Brothers
		Eric Lewin	Founder	The Law Offices of Eric Lewin
		Simon Davies	VP Sales	Global Jet Capital
12:30 - 14:00	Lunch by TASTE			
14:00 - 14:30	New or pre-owned: a sales perspective	Ashley Namihas	Regional Sales Director	Textron Aviation
		Trevor Lambarth	Vice President of Sales, Europe	Guardian Jet

Time	Subject	Speaker	Title	Company
14:30 - 14:50	How the Cape Town Convention is changing the aircraft finance industry	Howard Rosen	Solicitor	Howard Rosen Solicitors
14:50 - 15:10	Technology Corner	Andy Hudson	Founder & CCO	Down Route
15:10 - 15:40	Coffee and ice cream sponsored by Close Brothers			
15:40 - 16:25	Operations of the future	Chris Mace	CEO	Dominvs Aviation
		Dave Edwards	Director	Synergy Aviation
		Graham Williamson	CEO	Sonas Aviation
16:25 - 16:50	Summary, conference highlights and closing remarks	Graham Williamson	CEO	Sonas Aviation
		Mark Byrne	Director	Martyn Fiddler Aviation

**Thursday 27th of June: Reception hosted by Martyn Fiddler Aviation.** The team invite you to join them at Rushen Abbey from 19:00 - 21:45. Located in Ballasalla, the Abbey was originally home for monks of the Savignac order and was a very important political site on the Isle of Man in medieval times. Rushen Abbey is the perfect place to network and indulge in a little Manx heritage.

Transport is provided for off-island delegates, please register at the Villa Marina reception.

**Dress code: smart casual.**

**Friday 28th June: Networking event in Douglas Chambers from 10:00 -12:00.**

**Dress code: casual.**

## Isle of Man Aviation Conference 2019 **Speaker List**

Time	Subject
09:00 - 09:10	Welcome to conference delegates



**Graham  
Williamson**

CEO, Sonas Aviation

**Graham Williamson** is the Founder and CEO of the recently created Sonas Aviation, a new corporate aircraft management company based in Ireland using the newly created “EJ” registry with an Irish Air Operator Certificate (AOC). Having formed an outstanding launch team, with complimentary skills and a proven track record in their fields, Sonas will deliver unrivalled customer service, safety and operational excellence.

Until recently Graham was the President responsible for Aircraft Management and Charter Operations for one of the World’s leading Business Aviation Operators. He joined the company in November 2005 as Director of Operations and was later promoted to Managing Director of the newly formed UK entity with additional responsibility for Flight and Ground Operations across Europe. He was subsequently promoted to President Europe in 2009 and in his 14 years with this operator he grew the core business from less than 10 managed aircraft to more than 90 along with helping to create Operations in Hong Kong, Bahrain and Malta.

Prior to joining this company, he was the CEO of a start-up airline in India and in a 35-year career has held Executive posts in airlines in central Europe, the United Kingdom and the Middle East.

He is a member of the EBAA Board of Governors and has been an Accountable Manager for several Airlines and operators.

Prior to joining this company, he was the CEO of a start-up airline in India and in a 35-year career has held Executive posts in airlines in central Europe, the United Kingdom and the Middle East.

He is a member of the EBAA Board of Governors and has been an Accountable Manager for several Airlines and operators.



Time	Subject
09:10 - 09:30	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. He 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
09:30 - 10:00	Topical update on VAT and tax matters



**Nic Arnold**  
Director, PWC

**Nic Arnold** is a Director in PwC's Private Client Tax Team and heads up the Luxury Asset Advisory Group. Nic has extensive experience of advising multi-generational families and their Family Offices on the global tax aspects arising from their international lives and the use of their complex assets including property, superyachts, aircraft and art. Nic's UHNWI clients range from those who have lived in the UK for many years to international clients who have businesses and investments in the UK or clients who have no connection with the UK but require cross-tax, cross-jurisdictional advice which she coordinates from London. Nic has been with PwC for 10 years and prior to this was with Deloitte and Anderson. She has a son, Max, and in her spare time enjoys sailing, snowboarding, mountain biking, yoga and painting.



**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
10:00 - 10:20	Foreign currency risk management for aviation clients



**Neil Donaldson**  
Director,  
AviationForex.com

**Neil Donaldson** has over thirty years' experience working in the area of Financial Markets as a member of the senior management team with a leading European bank. His primary responsibility was for the management of the Balance sheet and the liquidity profile of the Group, coupled with oversight of the Foreign Exchange activity involving the management of both Trading and Sales.

Having worked in Asia for eight years, he undertook this role initially in Tokyo to oversee the Group's Japanese franchise, before moving to Hong Kong to assume a regional position with management of the Asian network. Following his return to London he took responsibility of the Bank's global Treasury franchise.

Neil has a comprehensive Foreign Exchange background, having managed teams in a variety of different locations, including centres that are labelled as 'emerging markets'. Working for an institution that was very 'client driven' meant that developing a genuine customer relationship and truly understanding their FX requirements was essential to the success of the franchise.

Time	Subject
10:50 - 11:15	Grey Charter: Trying to keep the world black and white



**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.

Time	Subject
11:15 - 11:40	Brexit – where do we go from here?



## Mark Bisset

Partner, Clyde & Co  
LLP

**Mark Bisset** is the global head of aviation finance at Clyde & Co. Mark's experience extends for over 20 years and includes loan and lease financing, operating leases and tax-based leases, export credit finance, and aircraft trading, in a wide variety of jurisdictions. Mark is very active in the business jets market acting for financiers, owners and operators.

Mark is recognised as a leading aviation/asset finance practitioner in the UK directories. 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", and lists him as a global Thought Leader for aircraft finance. Mark is ranked as a Band 1 individual in Private Aircraft (Global-wide) in Chambers High Net Worth; Spear's Magazine describes Mark as an "eminence grise" of business aviation.

Mark also has extensive aviation regulatory experience and led the Clyde & Co team which wrote a report for the European Business Aviation Association (EBAA) on the legal implications of

Brexit for business aviation (February 2018).

Mark is contributing editor of the annual publication "Getting the Deal Through - Aviation Finance and Leasing" and co-editor of "Getting the Deal Through - Air Transport".

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

Time	Subject
11:40 - 12:30	Brexit's impact on aircraft finance



**Andrew Blundell**

Director,  
Close Brothers

**Andy Blundell** is the head of the Aviation and Marine finance team at Close Brothers, responsible for leading a team of sector experts in each market. With 32 years' experience in Asset Finance and banking, Andy has an in-depth knowledge of aviation and marine financing solutions for both corporate and personal clients.

Andy joined Close Brothers in 2016 after 17 years at Lombard, where he held a number of senior roles in commercial helicopter finance, portfolio management and business development. A keen aviation enthusiast, Andy is responsible for driving forward Close Brothers' support of the Business and General Aviation sector in the UK and Ireland.



**Eric Lewin**

Founder, The Law  
Offices of Eric Lewin

**Eric Lewin**, the Founder of the Law Offices of Eric Lewin, is a highly experienced attorney based in London. Eric typically acts as transaction counsel or as external general counsel to help his clients identify, define, and navigate the complex legal issues their transactions or businesses raise. Eric's clients appreciate his effective advocacy, insight, and technical competence. They also appreciate the practical approach that he has honed from working both as a banker and as a lawyer with clients and counterparties globally.

Eric was an associate with Mayer Brown in Paris, France, where he represented a variety of aircraft financiers. He then moved to London, United Kingdom, to join Bank of America where he was primarily responsible for structuring and executing corporate aircraft finance transactions. Later in London, Eric joined, as its sole attorney, AirFinance Leasing, LLC, a boutique financier affiliated with the

Export-Import Bank of the United States, to support the export of qualifying corporate and general aviation assets.






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Time	Subject
11:40 - 12:30	Brexit's Impact on Aircraft Finance



### **Simon Davies**

VP Sales, UK,  
Middle-East and India,  
Global Jet Capital

**Simon Davies** is the VP Sales, UK, Middle-East and India, for Global Jet Capital. Simon has been with Global Jet Capital since its inception. With over thirty years of aviation finance experience, Simon has savoured the opportunity to originate and structure private aircraft financing for Global Jet Capital's clients in many different jurisdictions.

Before joining Global Jet Capital, Simon was part of the team that launched Guggenheim Aviation Finance Company. Simon had responsibility for the International Sales team, providing asset-backed financing solutions to emerging markets. Prior to this, Simon ran the Bombardier Business Aircraft Structured Finance team, helping to source financing for Bombardier's diverse clients on a global footprint. Simon is a graduate of Economics from the University of Western Ontario. Simon speaks both English and French.

Time	Subject
14:00 - 14:30	New or pre-owned: a sales perspective



### Ashley Namihas

Regional Sales  
Director, Textron  
Aviation

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 15 years. Prior to his current role at Textron Aviation, Ashley worked for TAG Aviation Europe; he held the position of Sales Director for Aircraft Management Services. 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.



### Trevor Lambarth

Vice President of  
Sales, Europe,  
Guardian Jet

**Trevor Lambarth** is Vice President of Sales for Guardian Jet in Europe. Guardian Jet provides consultancy and brokerage services to many of the world's largest and most sophisticated companies, as well as to high net worth individuals. By providing insightful information on aircraft values and market conditions, Guardian Jet earns the right to buy and sell its clients' aircraft.

Prior to joining Guardian Jet in 2016, Trevor spent 27 years with Bombardier Aerospace, most recently as Vice President of Sales, leading the business aircraft sales team in Europe, the Middle East and Africa. During his tenure at Bombardier, Trevor sold more than 150 aircraft, with a combined value of nearly USD \$3 billion.





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27th June 2019**



Time	Subject
14:30 - 14:50	How the Cape Town Convention is changing the aircraft finance industry



## Howard Rosen

Solicitor, Howard  
Rosen Solicitors

Howard Rosen studied law at Oxford University and qualified as an English solicitor in 1980. After initially working in private practice, he worked until 1988 as an in-house counsel for international leasing companies. At the beginning of 1989, Mr. Rosen returned to private practice as an English Solicitor and established a boutique English law firm, Howard Rosen Solicitors, in Zug, Switzerland. He specialises in international commercial, finance and leasing law and trusts. Mr Rosen is also founder and Managing Director of a trust company in Zug, Rosetrust AG, and Aviation Advocacy Sàrl, Nyon.

Since 1996, Mr. Rosen has been the Chairman of the Rail Working Group constituted by UNIDROIT, the International Institute for Unification of Private Law, which is focused on the Cape Town Convention on International Interests in Mobile Equipment and the adoption of the Luxembourg Rail Protocol thereto. As a result, he has been heavily involved in the development and drafting of the Cape Town Convention and attended both the diplomatic conference in Cape Town in 2001 which adopted the Cape Town Convention and the aircraft protocol

thereto as well as the subsequent diplomatic conference in Luxembourg to adopt the Luxembourg Rail Protocol.

Howard Rosen is a contributor to various journals on asset finance and trusts and is a regular speaker at, and chairman of, seminars and conferences around the world.

Mr. Rosen is a member of the Law Society of England and Wales, the International Bar Association and the Society of Trust and Estate Practitioners. He is a Correspondent of UNIDROIT, a member of the Institute of Directors, London, President of Swiss Friends of Oxford University, trustee of the Commonwealth Jewish Council and former President and now honorary councillor of the British-Swiss Chamber of Commerce. He was President of the Council of British Chambers of Commerce in Europe (COBCOE) between 2005 and 2012. He is married with two sons and lives in Zurich.

Time	Subject
14:50 - 15:10	Technology corner



## Andy Hudson

Founder & CCO,  
Down Route & CEO,  
PJC Aviation

**Andy Hudson** is Founder and CCO of Down Route Pty Ltd, as well as heading the Private Jet Central Aviation Group.

Having worked in the industry for almost 15 years, he has a wealth of experience in the US, European and the Middle Eastern Markets, and is now establishing himself firmly in the Asia region.

Prior to moving into the GA industry, Andy was employed at a senior level in a number of Blue Chip organisations, including British Telecom and News International.

Having spent his early years in the aviation industry as a charter broker, Andy expanded into private jet acquisitions and the setting up of investment funds that specialise in fleet purchasing. More recently he has focused on the technology and applications that support our industry and in 2016 founded Down-Route to develop and market a hotel booking and expense management application designed specifically for travelling crews, operators and FBO's.

Based primarily in Singapore, but with a portfolio of roles that ensure his presence around the globe, Andy now provides expertise and insight to GA industry professionals on a range of key areas in our industry, including fleet finance and investment and data driven business strategy.

Time	Subject
15:40 - 16:25	Operations of the future



**Chris Mace**  
CEO, Dominvs Aviation

Working in aviation from the age of 17, Chris first flew a light aircraft at the age of 14, got aviation in his blood and became one of the youngest people to hold a pilots license at the time. Having set up a flying school and then an AOC operation, Chris turned to helicopters and spent 10 years building a successful charter operation including establishing contracts with the BBC, air ambulance and police. In 2007 Chris founded SaxonAir, which grew over 12 years to become one of the UK's leading private air charter operators in jets and helicopters.

Today, Chris is joint owner and founder of Dominvs Aviation. A newly formed London based company which manages aircraft, trades in pre-owned aircraft under its own funded portfolio and gives consultancy for prospective and existing aircraft owners in sales and acquisitions. Dominvs Aviation is part of the successful Dominvs Group, which owns hotels, residential and retail property. Chris still lives in the beautiful county of Norfolk and commutes weekly to the capital.

Time	Subject
15:40 - 16:25	Operations of the future



**Dave Edwards**  
Partner, Windsor  
Capital LLP

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.

*Also on the panel:*

**Graham Williamson**  
President, TAG Aviation Europe  
(Conference chair)



Time	Subject
16:25 - 16:50	Summary, conference highlights and closing remarks



## 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.



Isle of Man Aviation Conference 2019 [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 #2428 and press join.
- Click on the 'Questions' tab and enter in your questions.

## Feedback



Your feedback is important to us.

- Please go to the 'Poll' section to fill out our feedback survey.
- Upon completion you could be entered to win a free delegate place at next years conference.

**See our stand for more details.**

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[www.martynfiddler.aero](http://www.martynfiddler.aero)



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**Thank you for attending the  
2019 Isle of Man Aviation Conference.**

We hope to see you again next year!