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[**Wednesday 22 June 2022**]

[**Villa Marina, Douglas**]

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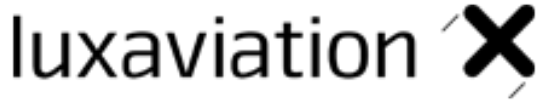
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A very warm welcome to the 2022 Isle of Man Aviation Conference



Mark Byrne

Director, Martyn
Fiddler Aviation

I am delighted to welcome you to the 10th 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 huge 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, the current Director of Civil Aviation, who is dedicated to the Registry's mission of safety and service.

My thanks also go to our sponsors, the staff at the Villa Marina, our fabulous caterers Wild Thyme, 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 2022 Programme

Wednesday 22nd June 2022				
Time	Subject	Speaker	Title	Company
08:30 - 09:00	Registration and coffee sponsored by Global Jet Capital			
09:00 - 09:10	Welcome to conference delegates	Graham Williamson	President	ACASS
09:10 - 09:30	Global aviation update	Richard Koe	Managing Director	WINGX
09:30 - 10:10	The reality of sustained business aviation activity - boom v bust?	Andrew Hodgson	Commercial Director	ACASS
		Chay White	Commercial Director	Luxaviation Group
		Katie Bancroft	Associate	Jaffa & Co
		Matt Potts	General Counsel - EMEA	Jetcraft
10:10 - 10:30	IOMAR - why the Isle of Man is still just as relevant 15 years later	Simon Williams	Director of Civil Aviation	Isle of Man Aircraft Registry
10:30 - 11:00	Coffee and croissant break by Wild Thyme sponsored by JSSI			
11:00 - 11:10	What is Governance and why is it relevant?	Heather Gordon	Legal Director	Martyn Fiddler Aviation
11:10 - 11:50	Transparency - when is enough, enough?	Helen Stone-Ward	Associate	The Air Law Firm
		James Moreton	Client Executive Director	Hayward Aviation
		Phil Morris	Director	KPMG Tax
		Steven Quayle	Director	Cains
11:50 - 12:30	How has your business & governance changed over the last 4 years?	Andrew Blundell	Managing Director	Close Brothers
		Diego Garrigues	Owner	DG Aviation Law
		Gwen Edwards	Partner	CMS

Time	Subject	Speaker	Title	Company
		Nic Arnold	UK Head of JTC Private Office	JTC Group
12:30 - 14:00	Lunch by Wild Thyme sponsored by DG Aviation Law and Luxaviation Dessert table sponsored by Jet Aviation			
14:00 - 14:20	Flight plan to Sustainability	Ryan Hogg	District Manager	Avfuel
14:20 - 14:40	Sustainability within Air Charter	Chris Mace	CEO	MaceAero Ltd
14:40 - 15:00	Sustainability. Q&A	Chris Mace	CEO	MaceAero Ltd
		Ryan Hogg	District Manager	Avfuel
15:00 - 15:30	Coffee and icecream break sponsored by Close Brothers			
15:30 - 15:40	Is technology the sustainable future of aviation?	Marty-Caitlin Ray	Counsel	Crowell & Moring LLP
15:40 - 16:20	Transformative technology	Chris Bigwood	Senior Connected Aircraft Solutions Architect	Honeywell Aerospace
		Dave Edwards	CEO	The Royal Aeronautical Society
		Marty-Caitlin Ray	Counsel	Crowell & Moring LLP
16:20 - 16:40	Closing remarks	Graham Williamson	President	ACASS

Isle of Man Aviation Conference 2022 **Networking events**

Wednesday 22nd June: Celebration Station

The post-conference reception will be held by Martyn Fiddler Aviation from 17:45 – 22:30. Delegates are invited to join the team for a steam train excursion through the stunning Isle of Man countryside and explore the historic train museum in Port Erin. Come rain or shine, everyone will have an amazing time as we venture on a journey of nostalgia through the southern farmland and coastal scenery. Operating since 1874, the Steam Railway runs across 15 ½ miles and passes through the various secluded villages located in the south.

The train arrives in the idyllic seaside village of Port Erin around 19:30, where guests will have full access to the station and train museum to celebrate our 10th anniversary in true style. Rain or shine, we anticipate a wonderful celebration, with attendees travelling from across the world to join us on the adventure. This celebration will provide all guests with the perfect opportunity to connect with others in the industry and build long-lasting relationships.

Transport is provided for delegates, please register at the Villa Marina reception. For those choosing to make their own way, the Martyn Fiddler Aviation team will be at the station to greet you as the train arrives at 19:30.

Dress code: smart casual.

Thursday 23rd June: The Breakfast Club

The conference networking draws to a close with breakfast and refreshments at Douglas Chambers, on the North Quay, 10:00 - 12:00. Hosted by Martyn Fiddler Aviation

Dress code: casual.

Isle of Man Aviation Conference 2022 **Biographies**

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



**Graham
Williamson**
President, ACASS

Graham Williamson is the President of ACASS Ireland, a corporate aircraft management operator based in Europe using the newly created “EJ” registry with an Irish (EASA) type A Air Operator Certificate (AOC) and Operating Licence. Leading and outstanding team, with complimentary skills and a proven track record in their fields, ACASS Ireland delivers unrivalled customer service, safety and operational excellence. ACASS Ireland is part of the ACASS Group of companies headquartered in Montreal and one of the world's leading providers of Corporate and Business Aviation services.

Prior to launching ACASS Ireland, Graham was the President responsible for all Aircraft Management and Charter Operations for one of the World's leading Business Aviation Operators. In his 14 years with this group, he grew the core business in Switzerland and the UK to more than 90 aircraft helping to create additional operations in Spain, Hong Kong, Bahrain

and Malta.

Prior to that he was the CEO of a low-cost 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.

He has been a member of the EBAA Board of Governors for six years and served on the Executive Committee.

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	Global aviation update



Richard Koe

Managing Director,
WINGX

Richard Koe is the CEO of WINGX. Richard has established the commercial positioning of WINGX over the last decade, promoting WINGX through a range of thought leadership initiatives, new product design and delivery, and key account development. Richard has previously held management positions in various aircraft operator companies, and started out in the sector as a Board advisor to an investment group behind airline ventures and FBO groups. Prior to the aviation sector, Richard worked in telecom and technology sectors, mainly as a management consultant.

Time	Subject
09:30 - 10:10	The reality of sustained business aviation activity - boom v bust?



Andrew Hodgson

Commercial Director,
ACASS

Andy Hodgson has 20 years of commercial and private aviation experience, including senior roles in operations, dispatch, planning, and sales. He is the architect and director of the ACASS Ireland commercial department.

Time	Subject
09:30 - 10:10	The reality of sustained business aviation activity - boom v bust?



Chay White
Commercial Director,
Luxaviation Group

Chay White was born in Durban, South Africa. While his career in aviation started in 1995, his love for it commenced as a young boy. After achieving a private pilot licence and qualifying as an aircraft engineer. Chay's hands on approach and ambition to experience new opportunities aviation had to offer has allowed him to gain invaluable fixed wing and helicopter knowledge in general and business aviation. After gaining experience in aircraft maintenance, offshore helicopter operations, ACMI contracts, project management, aircraft sales, charter and ground operations. He joined ExecuJet South Africa in 2008 as Operations Coordinator where he honed his skills in FBO, VIP charter, away from base operations and aircraft management as Aircraft Manager-Contracts.

Chay immigrated to the UK with his family in 2017 and re-joined the Luxaviation Group with ExecuJet UK as Manager Aircraft Management – Sales, was promoted to Commercial Manager in 2018, Commercial Director 2019 and was bestowed with the role of Group Aviation Commercial Program Director in January 2021. He continues to care for Aircraft Management Sales and responsibilities for Luxaviation Group. Working closely with Senior Management, Business Development Teams, Key Account Managers, CAMO and Aircraft Management support divisions. Chay supports the Groups' efforts with a special emphasis on customer relationships, success of our employees and the health of our organization through sincerity, integrity and attention to detail.

Time	Subject
09:30 - 10:10	The reality of sustained business aviation activity - boom v bust?

**Katie Bancroft**

Associate, Jaffa & Co.

Katie Bancroft is an English business aviation lawyer and key point of contact for aviation matters at Jaffa & Co Superyacht and Aviation Lawyers. She works in Jaffa & Co's London and Farnborough Airport offices. Katie handles all aspects of the multi-jurisdictional sale, purchase, finance, new build and registration of fixed-wing and rotor aircraft. She has over ten years' legal experience dealing with luxury assets, having previously worked in the City of London. Her clients value her practical and commercial approach to deals and praise her down-to-earth nature approach and adaptability.

**Matt Potts**General Counsel -
EMEA, Jetcraft

Matt Potts joined Jetcraft in 2017. In his current role, he is responsible for providing strategic legal advice on all facets of the company's operations and overseeing the legal aspect of every transaction within the region.

Having always had a passion for aviation, Matt started his career at Netjets, beginning in their fractional ownership programme before working his way to being the Lead Attorney on fleet disposals. During his six-year tenure, he was also instrumental in the negotiations of the company's original Bombardier, Embraer and Textron fleet purchases.

Matt holds a B.S. in Aviation Management from Ohio State University and graduated Magna Cum Laude from Capital University Law School. He is a qualified pilot and served 12 years in the Ohio Air National Guard. In 2018 when Jetcraft reorganized as a UK-based organization, Matt relocated to London with his wife and continues to be based from the London HQ offices.

Time	Subject
10:10 - 10:30	IOMAR - why the Isle of Man is still just as relevant 15 years later



Simon Williams

Director of Civil
Aviation

Simon Williams has successfully held a number of challenging senior operational & staff appointments. He has operated as Aircraft Commander, Training Captain, Qualified Helicopter Tactics Instructor, 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 & Boeing 767s, most recently for British Airways.

During 5 years at the UK Civil Aviation Authority, he developed a very broad safety portfolio which saw him chairing groups at national & international level. These groups were focused on delivering tangible safety benefits whilst working closely with a diverse cross section of the civil 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 & managing a large multi-disciplinary internationally-based team and is directly responsible for a multi-million pound budget. The breadth & depth of the DCA role is significant and includes: leading & managing the world's 6th largest international private/corporate business aviation aircraft registry; regulating civil aviation, airspace & airport activity on behalf of the Isle of Man Government with direct accountability to the UK Department for Transport & the UK Civil Aviation Authority. 'Safety with Service' is our ethos.

Time	Subject
11:00 - 11:10	What is Governance and why is it relevant?



Heather Gordon

Legal Director, Martyn Fiddler Aviation

Heather Gordon is Legal Director at Martyn Fiddler Aviation. Heather joined the team in 2013 having previously practiced within a leading Isle of Man law firm's aviation practice since 2007. Heather holds graduate and post graduate degrees in law and studied internationally for her MBA.

Coming from an aviation family, Heather is devoted to the industry and has on occasion been described as a 'spotter'. Her enthusiasm is translated into her work and as a result she is often asked to speak at conferences and seminars internationally on Isle of Man corporate and aviation matters.



DANIEL CHEUNG, CPA Mobile: +1.317.716.3388

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Time	Subject
11:10 - 11:50	Transparency - when is enough, enough?



Helen Stone-Ward

Associate,
The Air Law Firm

Helen started her aviation career as inhouse counsel in aircraft charter at Chapman Freeborn. She was the point of contact for brokers, clients and board members. She has experience of dealing with a variety of clients including airlines, corporate clients, private clients and various militaries. She also has experience of commercial, intellectual property and shipping transactions. Helen's experience in the legal intricacies of charter contracts (cargo, commercial and VIP) is unique and is an excellent addition to our service to our clients



James Moreton

Client Executive
Director, Hayward
Aviation

James Moreton has worked in the aviation insurance industry since 1983 and has worked for various Lloyd's of London broking houses. Specialising in the General Aviation sector of the insurance industry, he handles the insurance needs of a worldwide client base ranging from individuals executive jet/helicopter owners to managed fleets/AOC Holders along with MRO, FBO and Airport Owners and Operators. He joined Hayward Aviation (part of Arthur J Gallagher (UK) Limited) in 2009 and is a Client Executive Director. James is also a Board Member of the BBGA (British Business & General Aviation Association), attends the BBGA Operations Working Group and Corporate Aviation Safety Executive meetings and is a member of the Honourable Company of Air Pilots.

Time	Subject
11:10 - 11:50	Transparency - when is enough, enough



Phil Morris
Director, KPMG Tax

Phil leads the local indirect tax team for KPMG and has over 20 years experience working on VAT and other indirect tax matters in both the Isle of Man and the UK. He has a mixed portfolio of clients across a range of industry sectors including ecommerce, Financial Services, fiduciary, property holding and luxury assets. Phil focusses on providing VAT efficient and commercially sound advice in such areas as VAT liability issues, VAT recovery, international VAT and land and property transactions.

Ashley resides in North Hampshire, U.K.



Steven Quayle
Director, Cains

Steven Quayle is a Director and Head of Aviation at leading independent Isle of Man law firm Cains. He has 20 years' experience of advising on domestic and cross-border asset finance, with a particular focus on business aviation.

Steven advises in connection with business jet finance, sale and purchase, Isle of Man aviation regulation, ownership structuring, and insolvency and asset repossession. He has been heavily involved in the growth of the Isle of Man Aircraft Registry since its inception in 2007 and in recent years has worked on a number of significant transactions involving the Registry, including disputed mortgage enforcements, the exercise of repairman liens, sanctions and injunctive matters.

Steven is recognised by The Legal 500 as a 'Leading Individual' in his field and is the only Isle of Man lawyer currently ranked in the Chambers and Partners Global shortlist of leading private aviation lawyers.

Time	Subject
11:50 - 12:30	How has your business & governance changed over the last 4 years?



Andrew Blundell

Managing Director,
Close Brothers

Andy leads the Aviation and Marine Finance team's activities across the UK, Ireland, Channel Islands and Isle of Man. Andy has an in-depth knowledge of aviation and marine financing solutions for both corporate and personal clients, with a financed portfolio covering general aviation, business aircraft & helicopters, leisure vessels & superyachts. With 35 years experience in banking & finance, Andy has been at Close Brothers for 6 years and was previously at Barclays Corporate Banking and Lombard, where he held a number of senior roles.

Based in London, Andy's team of industry specialists ensure that clients of Close Brothers Aviation and Marine consistently receive the best quality service available.



Diego Garrigues

Owner, DG Aviation
Law

Diego qualified as a Spanish Abogado in 2000 and as an English Solicitor in 2009. He trained and spent 5 years at Iberia Airlines in Madrid, as legal counsel where he gained considerable experience with the airline in multijurisdictional work.

Diego moved to London in December 2007 into private practice and has since then advised to clients on ownership and operating structures, negotiating and drafting loan, lease and purchase agreements, security documentation and all ancillary documentation, including registration applications, legal opinions and conditions precedent for delivery, insurance and escrow arrangements.

In addition, Diego has extensive experience in regulatory, commercial dispute resolution, corporate law and commercial agreements, including aircraft operating leases and maintenance contracts.

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Time	Subject
11:50 - 12:30	How has your business & governance changed over the last 4 years?



Gwen Edwards
Partner, CMS

Gwen is a Partner in the CMS Aviation Finance team with particular expertise in aircraft debt finance and leasing. She advises financiers, lessors, airlines across a broad range of cross-border transactions, including aircraft sales and disposals, lease and loan financings, sale and leaseback transactions, export credit and PDP facilities. She also has experience across rail and ship finance, general banking and restructuring.



Nic Arnold
UK Head of JTC
Private Office, JTC
Group

Nic joined JTC in 2021 as UK Head of JTC Private Office. She has responsibility for the strategic development and performance of the UK's holistic Private Office services, along with working closely with JTC's premium clients.

Nic has extensive experience in bringing broad and bespoke fiscal governance to high net worth individuals and families spanning the globe.

Her role at JTC Private Office is to ensure that the highest levels of professional governance are applied to families' lives, whether that be supporting family members themselves or their own family offices. Nic's work will range from advising on the transfer of wealth through the generations to buying a superyacht or overseeing the implementation of financial software.

Time	Subject
14:00 - 14:20	Flight plan to Sustainability



Ryan Hogg
District Manager,
Avfuel

Ryan Hogg has held concurrent positions at Avfuel Ltd. and Avflight UK, Ltd., since 2014. In his role as district manager of European sales for Avfuel, he is responsible for key areas including bulk fuel sales and provision of aviation fuel trucks, and personally oversees more than 250 customers in the UK, Europe and Scandinavia, representing operations including corporate, cargo, ACMI, airline and the military.

As operations manager for Avflight UK, a wholly owned subsidiary of Avfuel, Hogg oversees all company operations including business development and acquisition, human resources, training and safety management.

Time	Subject
14:20 - 14:40	Sustainability within Air Charter



Chris Mace
CEO, MaceAero Ltd

Chris is the owner of MaceAero, a central London based private aviation sales, charter and asset management company. MaceAero has its own aircraft portfolio for both charter and sales, alongside providing solutions for prospective owners and sellers of aircraft and helicopters in the business aviation sector. Having started flying from an early age, Chris gained his pilot's licence at the age of just 17 and has spent over 25 years in the aviation industry. He initially started up a flying school and air taxi business before going on to manage the largest onshore helicopter operator of its time, subsequently setting up SaxonAir with the backing of a local business entrepreneur in 2007. Chris helped steer SaxonAir through 12 years of growth to establish as one of the UK's leading air charter and management operators. Chris has a passion for aviation and is a strong believer in collaboration within the industry to bring the message of private aviation's value to business

and the economy, not just as a perceived luxury showcase. Chris also chairs the Air Charter Association's Sustainability & Innovation Group, and in his spare time he enjoys running and sport and lives in Battersea, a short walk from the office at the London Heliport.

Time	Subject
14:40 - 15:00	Sustainability Q&A

On the panel:

Chris Mace

CEO, MaceAero Ltd



On the panel:

Ryan Hogg

District Manager, Avfuel



Time	Subject
15:30 - 15:40	Is technology the sustainable future of aviation?



Mary-Caitlin Ray
Counsel, Crowell &
Moring LLP

Mary-Caitlin Ray is a counsel in Crowell & Moring's Aviation Group in the firm's

Washington, D.C. office. Her practice focuses on complex regulatory and commercial concerns associated with the operation, sale, and acquisition of aircraft. Mary-Caitlin advises clients across multiple industries on safe, innovative integration of unmanned aircraft systems (aka UAS or drones) into their operations and on regulatory issues associated with the certification and operation of electric vertical takeoff and landing (eVTOL) aircraft. Mary-Caitlin also advises clients on Federal Aviation Administration procurement issues, including contract negotiation and administration, the Buy American Act, novation of contracts and compliance with the agency's grant assurances. Prior to joining Crowell & Moring, Mary-Caitlin served as an attorney in the Federal Aviation Administration's Office of the Chief Counsel, where she provided commercial and litigation risk advice on

NextGen and UAS procurements. She also served as lead procurement counsel to the UAS Integration Pilot Program, a White House initiative allowing for state, local, and tribal governments to partner with private sector entities to accelerate safe integration of complex UAS operations.

Time	Subject
15:40 - 16:20	Transformative technology



Chris Bigwood

Senior Connected
Aircraft Solutions
Architect, Honeywell
Aerospace

Oxford Brookes University.

Chris Bigwood is the regional Connectivity Sales Manager for Business aviation and UAM Satcom products in the UK&I, Spain, and Western Europe.

He has spent over 40 years in aviation Operations, Engineering and sales roles. His knowledge of airborne satcom technology and operations positions him perfectly within the satcom and the next-generation aviation industry.

His expertise includes tomorrow's next-gen aerospace connectivity and optimised BVLOS solutions for defence, security, and civil applications. As a seasoned international conference speaker, Chris' deep knowledge of aviation operations and maintenance make interesting listening as the industry moves into the Aviation 2.0 era of UAM and electric flight.

Chris studied Aeronautical Engineering at the West London College and Aerospace Management at

Also on the panel:

Mary-Caitlin Ray

Counsel, Crowell & Moring LLP



Time	Subject
15:40 - 16:20	Transformative technology



Dave Edwards
CEO, The Royal
Aeronautical Society

Dave's career has taken him through all areas of the aviation industry, including flight operations, ground services and maintenance into senior executive roles with leading airlines and aviation companies and subsequently into trade bodies.

As Chief Executive of the Royal Aeronautical Society (RAeS) Dave is responsible for the day to day management of the 25,000 member society, established in 1866, and the delivery of its charitable aims and learned output. Offering a wide range of education programmes, apprenticeship and degree accreditation, next generation opportunities as well as an international array of lectures and events, the society has Her Majesty Queen Elizabeth II as its patron.

Most recently, Dave was CEO of The Air Charter Association, alongside investments in a number of small businesses and non-exec directorship roles through Windsor Capital LLP. He is also a trustee of

the aviation charity, fly2help.

Time	Subject
16:20 - 16:40	Closing remarks

Graham Williamson
President, ACASS



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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 VILLA1913
- Access Sli.do via <https://www.sli.do/>
- Type in the code #1881404 and press join.
- Click on the 'Questions' tab and enter in your questions.

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Thank you for attending the
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We hope to see you again next year!



