

# IOM AVIATION CONFERENCE

BRADDA GLEN | PORT ERIN, ISLE OF MAN



## THE AGENDA

There will be several breaks throughout the day, offering you the chance to network in an intimate setting, enjoy a coffee, a pastry and of course a famous Davisons ice-cream. The extended lunch break gives you the opportunity to enjoy some delicious food while admiring the stunning view over Port Erin bay with fellow delegates.

Transport to the conference venue will be provided for all delegates from a selection of Douglas Promenade hotels. Return travel will be provided by Martyn Fiddler Aviation upon the Manx Steam Railway.

### 08:45 - 09:15 - Registration coffee & breakfast baps

Sponsored by Guardian Jet

### 09:15 - 09:20 - Welcome to conference delegates

Conference Chairman: Dave Edwards, Chief Executive, Royal Aeronautical Society

### 09:20 - 09:45 - Industry Overview

Richard Koe, Managing Director, WINGX

### 09:45 - 10:30 - State of the Market

The progressive democratisation of business aviation means users of business aircraft no longer need to be owners. Is this trend increasing and why? How does this effect the industry in the longer term for all players? Will the future be fleets of aircraft for charter and flight card businesses with minimal user ownership due to increasing operating costs? Is ownership becoming problematic due to reputational and environmental pressures? Is it just a blip/cyclical nature of aviation, wealth and economy? Does the desire to use business aircraft outweigh the desire to own?

**Moderator:** Richard Koe, Managing Director, WINGX

**Panellists:** Leah Alexander, Aircraft Sales & Acquisitions,  
Duncan Aviation

Paul Doherty, Managing Director, ACASS

Meghan Dwyer, Sales Director, Guardian Jet

Duncan Van De Velde, RVP of Sales, Textron Aviation

### 10:30 - 11:00 - Morning networking break - Pastries by Wild Thyme

Sponsored by Close Brothers

### 11:00 - 11:30 - Aircraft mortgage and registration

Colin Gill, Deputy Director of Civil Aviation, IOM Aircraft Registry

## **11:30 - 12:30 - SAF: Is best the enemy of good**

Aviation is under unprecedented demand to decarbonise or face the consequences of increased taxation and/or banishment. SAF is just one part of the strategy to meet the net zero goal of 2050 (not to mention the other goals/targets that it needs to meet in the interim). Is the aviation industry too focused on finding the perfect solution rather than working with what we have right now? Can we achieve the goals that have been set and what is the reality of not being successful here? How do we get the energy, finance and aviation industries to come together to highlight and resolve roadblocks??

**Moderator:** Angus Batey, Freelance Journalist

**Panellists:** Maureen Gautier, Sustainability and Workforce Manager,  
European Business Aviation Association (EBAA)

Andrew Thomas, Director of Sustainability, Vista

Dr Ulrike Ziegler, President, IMPACT on sustainable aviation

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## **12:30 - 14:00 - Lunch** by Wild Thyme

Sponsored by DG Law and Investec

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## **14:00 - 15:00 - A changing environment**

The panel will look at the challenges business aviation is facing over and above simply becoming sustainable. Europe and the US remain as the heaviest users of business aviation use notwithstanding increasing activity in South America, Asia and Africa. However, we now see the greatest obstacles to business aviation coming from Europe and the US in terms of increased taxation, regulation, short haul bans, flight shaming etc. Additionally, leaders of business and industry are facing increasing scrutiny over ESG goals and strategy. Even if business aviation was to achieve its sustainability goals, will the challenges stop? Is it an easy vote win for politicians to pick on business aviation? Is it an argument of wealth distribution and is it hypocritical? We cannot 'wash the oceans' in terms of media so how do we effectively communicate the value that BA brings?

**Moderator:** Dave Edwards, Chief Executive, Royal Aeronautical Society

**Panellists:** Marc Cornelius, Founder & CEO, 8020 Communications

Katie de Luca, Partner, Harper Meyer LLP

James Moreton, Client Executive Director, Gallagher

Lindsey Oliver, Managing Director, BBGA Ltd

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## **15:00 - 15:30 - Afternoon networking break - Ice cream** by Davisons

Provided by Martyn Fiddler Aviation

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## **15:30 - 16:20 - Behind the scenes of aviation technology**

The panel delves into the multifaceted challenges and considerations associated with developing and implementing new aviation technologies. With new technology we are often drawn to fabulous designs and wonderful dreams of what could be. Should we place more focus on what happens behind the scenes – how are ideas held, owned, managed and licenced? What happens when things go wrong? How do investors and financiers view the risk of new technology? What are the timeline pressures for regulators? Can pressures on becoming sustainable cause risky decisions to implement new technology before it ready?

**Moderator:** Simon Williams, Director of Civil Aviation, IOM Aircraft Registry

**Panellists:** Andrew Blundell, Managing Director, Close Brothers  
Peter Coles, Partner (Aviation and Aerospace), HFW  
Melanie Daghish, Director and Lead Aviation Underwriter, ITIC

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## 16:20 - 16:30 - Closing remarks

**Conference Chairman:** Dave Edwards, Chief Executive, Royal Aeronautical Society

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# NETWORKING EVENTS

## Pre-conference networking event – 18:00 – 21:00, Tuesday 25th June 2024

The Martyn Fiddler team invite you to an all-delegate, pre-conference networking event at the Terminus Tavern on Douglas Promenade.

Conveniently located just a short walk away from our recommended hotels (or if you are feeling adventurous – a horse tram ride away), the Terminus Tavern provides the perfect venue for networking with both indoor and outdoor seating areas, boasting breath-taking views of Douglas Bay.

Enjoy a drink, some food, and a live local band!

Dress code: smart casual.

Drinks sponsored by CoinCorner

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## Post-Conference reception – 17:00 – 19:30, Wednesday 26th June 2024

The post-conference reception will be held just a short drive away\* from the conference venue at the Sound Café & Restaurant. Offering spectacular panoramic views of the Calf of Man the venue is a beautiful place to appreciate the islands coastal beauty. Don't forget to say hi to the resident seals!

The Martyn Fiddler team will welcome you aboard the Manx Steam Railway for a magical return journey to Douglas.

Dress code: smart casual.

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## 'The morning after' – 10:00-12:00, Thursday 27th June 2024

The conference networking opportunities draw to a close with breakfast and refreshments held at the Martyn Fiddler office at Douglas Chambers, on North Quay. This casual event offers one last opportunity to connect with new faces and catch-up with those from the night before making your way back to Ronaldsway airport.

Dress code: casual

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# TRANSPORT

Transport will be provided for all delegates from a selection of Douglas Promenade hotels (The Claremont, Sefton, Regency). Coaches sponsored by Gama Aviation.

Return travel from Port Erin will be provided by Martyn Fiddler Aviation upon the Manx Steam Railway.