



[Thursday 26 June 2025]

[Villa Marina, Douglas]

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Thank you...



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Welcome Aboard the 2025 Isle of Man Aviation Conference



Mark Byrne

Director
Martyn Fiddler

I am delighted to welcome you to the thirteenth 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, Dave Edwards. This is Dave's final year of chair and we would like to thank him for all of his work during this time. Thank you also to Lindsey Oliver from the BBGA for organising all of the speakers and panellists who are sharing their time, knowledge and expertise with us today.

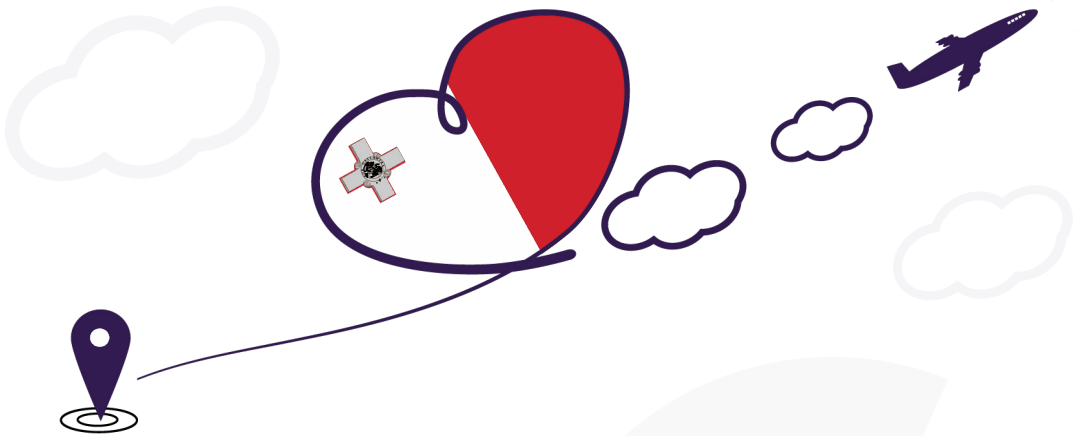
My thanks also go to our sponsors, the staff at the Villa Marina, our fabulous caterers Wild Thyme, all the suppliers who help bring the event to life and my wonderful colleagues at Martyn Fiddler, especially Nicole Taylor, Kate Moughtin and Caeli Plumbley who have worked tirelessly to ensure the event is a success.

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.

Lastly, I would like to pay tribute to the one and only Heather Gordon who lives and breathes the Conference. Some of you may have noticed that Heather is not here today. There have been whispers that Heather might make an appearance at the post conference event this evening, here's hoping!

As ever, enjoy the event and let me know how we can make it better.

Mark Byrne



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Agenda

Time	Panel Discussion	Speakers
08:30 - 09:00	Registration Breakfast Baps: Sponsored by Close Brothers Aviation & Marine Please make your way to the bars flanking the main hall	
09:00 - 09:15	Welcome Address	Dave Edwards , IOMAC Chair & Chief Executive, Royal Aeronautical Society
09:15 - 09:45	Business Aviation Data Updates	Richard Koe , Managing Director, WINGX
09:45- 10:15	Rise In Fractional Ownership	Marc Bailey , CEO, BBGA Jonathan Clough , UK Director, Jetfly Mauro De Rosa , Chief Commercial Officer, GlobeAir
10:15 - 10:45	Coffee & Pastries Break by Wild Thyme Please make your way to the bars flanking the main hall	
10:45 - 11:30	What Does The Gold Standard In Business Aviation Look Like?	Aoife O'Sullivan , Partner, The Air Law Firm Paul Doherty , Managing Director, ACASS Ireland Simon Williams , Director of Civil Aviation, IOM Aircraft Registry Warren Lovell , VP EU & Africa, Leviate Air Group Andrew Pethen , Head of Client Delivery, Gama Aviation
11:30 - 12:15	Risk Management, Market Trends & Political Landscape	James Moreton , Client Executive Director, Gallagher Speciality Melanie Daghish , Director of Aviation, ITIC Bruce Norfolk , Co-founder & Chief Commercial Officer, Osprey Flight Solutions
12:15 - 13:30	Lunch by Wild Thyme Please head to the Colonade Suite	



Close Brothers
Aviation and Marine



Agenda

Time	Panel Discussion	Speakers
13:30 - 14:15	Sustainability- thinking outside the box	Patrick Edmond , Chief Marketing Officer, Future Energy Global Declan Fitzpatrick , CEO, Irish Aviation Authority Dirk Singer , Sustainable Aviation Author, SimpliFlying Manuel Toscano , CEO & Founder, Ingrid Aviation Maureen Gautier , European Programme Manager, 4Air
14:15 - 15:00	Sailors fly too! - Collab with the yacht sector and how it can help safeguard the future of BizAv	Andy Blundell , Managing Director, Close Brothers Aviation & Marine Ian Hughes , Partner, HFW Simon Davies , VP Sales, Global Jet Capital Adrian Parcell-Jones , Tax Director, Martyn Fiddler Lindsey Oliver , Managing Director, BBGA
15:00 - 15:45	Coffee Break Davison's Ice Cream van: Sponsored by Global Jet Capital Please head to the main entrance	
15:45 - 16:15	Associations 'Working Together'	Marc Bailey , CEO, BBGA Robert Baltus , COO, EBBA Dave Edwards , IOMAC Chair and Chief Executive, Royal Aeronautical Society
16:15 - 16:30	Closing Remarks	Dave Edwards , IOMAC Chair and Chief Executive, Royal Aeronautical Society
18:00 - 21:30	Martyn Fiddler Networking Event	The electric tram departs from the Manx Electric Railway station at 18:00 prompt. Found in front of the Terminus Tavern. We'll see you there!

Welcome Address



Dave Edwards

Dave Edwards serves as Chief Executive of the Royal Aeronautical Society, the world's only global organisation representing the entire aerospace community as both a Learned Society and a Professional Engineering Institution. He began flying at 14, funding lessons by working at a flying school.

After earning a Transport Management degree from the University of Plymouth, he moved into aircraft operations at Luton and Heathrow. Dave has held C-level roles across Europe, the Middle East, and Asia, including Executive Vice President at Qatar Airways, where he led a \$1.5bn Gulfstream fleet acquisition.

In 2018, he became CEO of The Air Charter Association, driving a strategic rebrand. Appointed Chief Executive of the Society in 2021, he now leads its operations and strategy. A Fellow since 2010, Dave also supports the arts as a trustee of Campaign for the Arts and holds fellowships and honours from several prestigious organisations.

Moderators

Thank you to everyone who is moderating a panel. Your time, knowledge and experience is greatly appreciated. We look forward to hearing your insights today!



Marc Bailey



Aoife O'Sullivan



James Moreton



Patrick Edmond



Andy Blundell

Marc has built a career in aviation across airlines, MROs, military, and government. As ECOGAS President, he represents UK interests with EASA. He chairs UKASF, uniting aviation sectors to engage with the CAA and DfT. Marc also leads the CAA Finance Forum and co-founded GA4Biz. He supports the Aviation Skills Recruitment Platform and champions youth pathways, ensuring a strong future for UK aviation.

Aoife is an owning partner at The Air Law Firm, specialising in international aircraft finance, sale, and leasing. She was named a Top 10 Leader in business aviation in Europe, chairs the British Business and General Association, and holds positions in exclusive industry and legal guides for her work in aviation law. Aoife writes for and has been quoted in all leading publications.

James is Client Executive Director at Gallagher Speciality, he joined the aviation insurance sector in 1983, working for various Lloyd's of London broking houses. He specializes in Mid to Large Sized General Aviation and Regional Airline risks, dealing with clients worldwide. James is a Board Member of the British Business & General Aviation Association and holds several prestigious memberships.

Patrick is Chief Marketing Officer at Future Energy Global, which is working to build a SAF ecosystem by aggregating demand for SAF and SAF credits, securing off-takes from suppliers, and attracting external investment to accelerate production. He holds degrees from Carnegie Mellon, Cranfield, and Purdue. Before joining Future Energy Global, he led commercial and strategy functions for airlines and airports and founded Altair Advisory.

Andy is the Managing Director of the Close Brothers Aviation and Marine Finance team's activities across the UK, Ireland, Channel Islands and Isle of Man. With over 35 years' experience in banking and finance, Andy has an in-depth knowledge of aviation and marine financing solutions for both corporate and personal clients.

Instructions for Q&A

Delegates are encouraged to access the Slido platform and send questions electronically during the presentations.

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



Slido is very simple to use from any mobile device.

- Access Slido via slido.com or by scanning the QR code
- Press join IOM Aviation Conference 2025.
- If you are asked to enter a code please use: **#AV25**
- Click open the correct 'room' to ask your questions and interact with our panels.

Business Aviation Data Updates



Richard Koe

Managing Director
WINGX

Richard Koe, serves as Managing Director of WINGX, based in Hamburg, Germany. WINGX provides market intelligence services to the global business and general aviation industry. Its dashboards deliver valuable insights into aircraft inventory deployment and utilisation for customers across the supply chain. In 2023, WINGX became part of the US-based JETNET Group.

Before joining WINGX, Richard worked with investors in general aviation flight operations, FBO support, charter companies, and hybrid airlines. He previously built a career in the telecom, IT, and banking sectors. Richard graduated from Oxford University in the UK.

Rise In Fractional Ownership



Marc Bailey

Panel Moderator:

Marc Bailey, CEO, BBGA

Jonathan serves as a UK Director of Jetfly, where he has played a key role in the company's impressive growth over the past 13 years. Since joining the business, he has helped the company expand from 7 aircraft to 70 aircraft, contributing significantly to JetFly's position in the market. Before entering the aviation sector, Jonathan built a successful career in the superyacht industry, gaining valuable experience in high-end client services.

He also worked as a financial recruitment consultant in the City of London, where he developed strong commercial and interpersonal skills. His diverse background and leadership have made him a driving force behind Jetfly's continued success in the UK and beyond.



Jonathan Clough

**UK Sales & Marketing Director
 Jetfly**



Mauro De Rosa

**Chief Commercial Officer
 GlobeAir**

Mauro De Rosa, a former shareholder of GlobeAir AG, served as a Board Director and Chief Executive of Sales and Marketing from the company's founding until 2019.

Between 2019 and 2024, he worked as a consultant for leading business aviation firms and founded a company specialising in aircraft sales and bespoke charter services. In 2025, GlobeAir AG appointed him Chief Commercial Officer of its Fractional Ownership Programme.

Mauro lives on Lake Garda, near Verona, Italy, where he enjoys sailing and exploring the region's culinary and wine traditions.

What Does The Gold Standard In Business Aviation Look Like?

Panel Moderator:

Aoife O'Sullivan, Partner, The Air Law Firm



Aoife O'Sullivan



Paul Doherty

Managing Director
ACASS Ireland

Paul brings extensive experience from senior finance roles and leadership positions within the aviation industry. He joined ACASS in 2020 as Finance Director, based in Shannon, Ireland. His strong leadership and business acumen quickly earned him a promotion to Managing Director, where he now leads the operations and overall performance of ACASS Europe.

Paul specialises in Air Operator Certificates (AOCs), European aviation operations and regulations, and the customer-focused advantages of various aircraft registries. He expertly guides clients towards the registry solutions that best suit their aircraft and business needs. Recognised as a subject matter expert on AOC registrations, Paul regularly speaks and serves as a panelist at aviation industry events worldwide.

Simon has held a range of demanding senior operational and staff appointments. He has served as Aircraft Commander, Training Captain, Qualified Helicopter Tactics Instructor, and Instrument Rating Examiner. His flying experience spans Royal Air Force Search and Rescue Sea Kings, Special Operations Pumas, and civil Boeing 757s and 767s, most recently with British Airways.

At the UK Civil Aviation Authority, Simon spent five years developing a broad safety portfolio, chairing national and international groups focused on delivering measurable safety improvements. He worked closely with a wide range of civil aviation stakeholders and later concentrated on building 'Safety Partnerships' with the business aviation sector.

Now Director of Civil Aviation, he leads a large, international, multi-disciplinary team and manages a multi-million-pound budget. He oversees the world's sixth-largest private and corporate aircraft registry and regulates civil aviation, airspace, and airports for the Isle of Man Government. The ethos is clear: "Safety with Service".



Simon Williams

Director of Civil Aviation
IOM Aircraft Registry

**Warren Lovell**

VP EU & Africa
Leviata Air Group

Warren is Vice President of Aircraft Sales for Europe and Africa at Leviata Air Group, a global leader in aviation services. Based in Leviata's London office, he leads aircraft sales, builds strategic partnerships, and manages the acquisition of premium aircraft for international resale, helping expand the company's global reach.

A seasoned professional, Warren serves on the International Aircraft Dealers Association (IADA) International Council, where he helps raise global sales standards. He also contributes to the African Business Aviation Association (AfBAA) Operators Committee, supporting the region's unique aviation needs.

Beyond his professional roles, Warren coordinates the EAA Young Eagles programme in South Africa, mentoring young people and inspiring future aviators. His expertise and leadership continue to drive Leviata's growth across Europe and Africa. With Warren as a key figure, Leviata strengthens its reputation for excellence in aircraft sales, charter, management, and maintenance, delivering outstanding value to clients worldwide.

Andrew began his aviation career at Heathrow Airport in 1994, gaining hands-on experience in passenger operations, turnaround coordination, dispatch, load control, and VIP and State movements. He later joined NATS, supporting the transition from West Drayton to Swanwick. In 2001, he moved into General Aviation with Bombardier's FlexJet Operations, which led to a 17-year tenure at TAG Aviation. There, he led the Charter team, drove business development, and established aircraft delivery and client relationship systems during TAG's shift to managed operations.

He then spent four years as Client Service Director at ACASS, supporting new aircraft owners during the launch of the Irish AOC.

Now at Gama Aviation, Andrew leads the international Client Delivery team, preparing for fleet expansion and drawing on Gama's full-service range. Based in the UK, he speaks fluent French, has flown in Concorde's cockpit, and now he spends his free time supporting his son's competitive swimming.

**Andrew Pethen**

Head of Client Delivery
Gama Aviation

Risk Management, Market Trends & Political Landscape



Melanie Daglish

Director of Aviation
ITIC

Melanie serves as ITIC's Director of Aviation, where she researches, develops, and adapts ITIC's professional liability insurance to meet the needs of the aviation sector. ITIC leads the market in providing professional liability insurance for the transport sectors.

With 20 years of experience in professional liability insurance, Melanie has worked at ITIC for over 13 years. During this time, she has managed Clients in the UK, France, Spain, and Switzerland. In her current role, she supports Clients based around the world. She regularly attends the IOM Aviation Conference and looks forward to returning again this year.

As Co-founder and Chief Commercial Officer, Bruce sets the overall direction and vision for the business, driving rapid commercial growth and success across all sectors. With over 15 years' experience in the aviation industry, he has earned a strong reputation as an innovative leader with a proven track record in boosting sales, expansion, and profitability in start-up, turnaround, and growth environments.

Drawing on his expertise in leading high-performing teams and forging strategic partnerships, Bruce guides the Osprey team in all commercially focused activities worldwide, delivering results at strategic, tactical, and operational levels. He also collaborates closely with industry bodies to promote information sharing, with the clear aim of enhancing aviation safety and security.



Bruce Norfolk

Co-founder &
Chief Commercial Officer
Osprey Flight Solutions



James Moreton

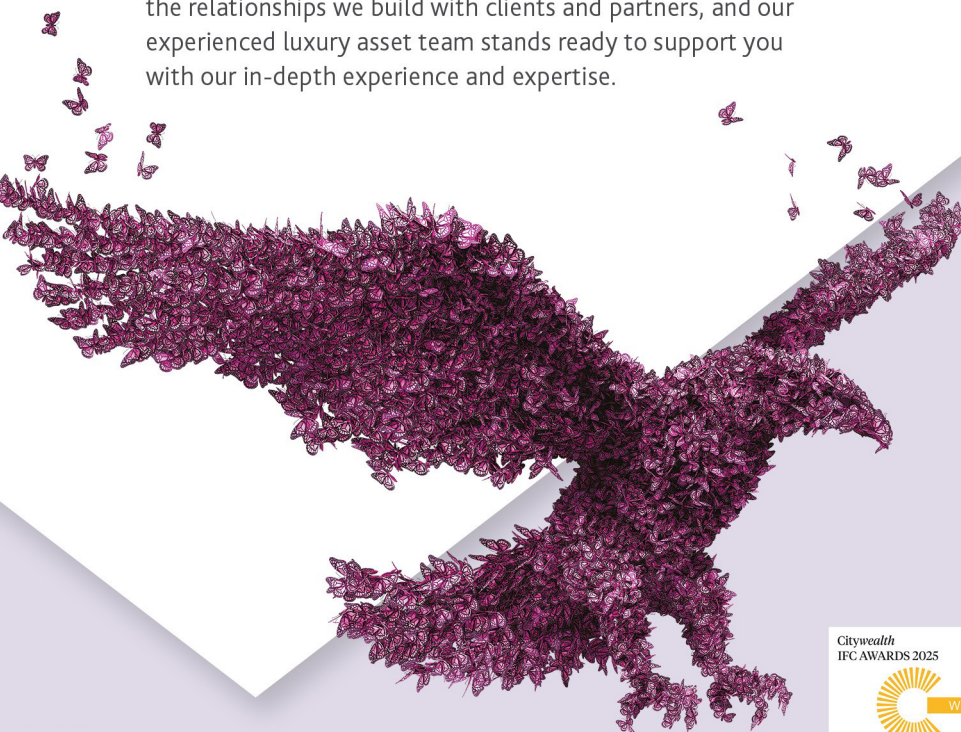
Panel Moderator:

James Moreton, Chief Executive Director, Gallagher



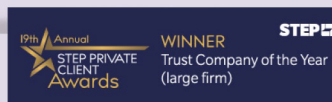
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Sustainability.

Thinking Outside The Box



Patrick Edmond

Panel Moderator:

Patrick Edmond

Chief Marketing Officer, Future Energy Global

Declan Fitzpatrick serves as Chief Executive of the Irish Aviation Authority, Ireland's sole regulator for civil aviation safety, security, and economic oversight. With 30 years of experience in the aviation industry, he has held roles in airline maintenance, continued airworthiness, and design organisations.

He also represented Ireland as a Commissioner on the Air Navigation Commission at the International Civil Aviation Organisation (ICAO) in Montreal, where he led the development of global standards and recommended practices for civil aviation. Declan holds an MBA from Dublin City University, a Master of Science in Managing Risk and System Change from Trinity College Dublin, and a Bachelor of Science in Engineering, also from Trinity College Dublin.



Declan Fitzpatrick

CEO

Irish Aviation Authority



Dirk Singer

Dirk Singer writes and works at the forefront of climate tech and aviation's transition to net zero. He co-authored *Sustainability in the Air*, a two-volume series that explores the technologies and pioneers reshaping aviation—from hydrogen-powered aircraft to fuels made from thin air. Volume Two launched in May 2025. Dirk has founded and scaled several successful businesses and now leads sustainability efforts at SimpliFlying, a global leader in aviation strategy.

He brings together industry insiders and innovative thinkers to accelerate the shift towards fossil-free transport, combining honest dialogue with practical action. Dirk's work bridges the gap between ambition and implementation, helping aviation navigate its most urgent environmental challenges with clarity, purpose, and momentum.


Manuel Toscano

CEO & Founder
 Ingrid Aviation

Manuel is an entrepreneur at the crossroads of design, branding, and technology-led innovation. As Co-Founder of Ingrid, he draws on extensive experience launching category-defining products – from Softcard, the first digital wallet for AT&T, T-Mobile, and Verizon, to Bitbop, NewsCorp’s pioneering mobile streaming platform. His collaboration with Airbus on passenger experience innovation shapes Ingrid’s vision for seamless, low-carbon, long-haul travel. At Manufactured, he led design and strategy, always anchoring technology in a transformative user experience.

With a background that spans aviation, digital innovation, and sustainability, Manuel is now shaping Ingrid’s customer experience into one that is effortless, responsible, and high value. His work is setting a new standard for private aviation, combining environmental responsibility with design excellence and technological sophistication.

Maureen is based in London and currently works as Programme Manager – Europe at 4AIR, where she leads the development of impactful and comprehensive sustainability programmes in aviation. Previously, served as Sustainability Manager at the European Business Aviation Association (EBBA) in Brussels, where she advanced environmental initiatives across the sector.

A dual-qualified lawyer since 2016 in France and England & Wales, Maureen previously held legal roles at The Air Law Firm, advising in aircraft transactions, finance, and management, and at Borealis Maritime Limited, focusing on shipping finance and corporate transactions.


Maureen Gautier

European Programme Manager
 4Air

Her legal and industry experience is complimented by placements at Dassault Falcon Jet in New York and Airbus in Miami, where she gained valuable insights into the aerospace sector. Maureen combines legal expertise with a strong commitment to sustainability, positioning her as a key contributor to advancing responsible practices in aviation across Europe.



Sailors Fly Too!



Ian Hughes

Partner
HFW

Ian is a banking and finance lawyer with specialist expertise in the shipping, superyacht, offshore, and aviation sectors. He advises banks, financial institutions, funds, Islamic investors, insurance companies, and owners on a wide range of matters, including new financings, sales and purchases, leasing arrangements, restructurings, workouts, and enforcement actions. Ian brings a practical, solutions-focused approach to complex cross-border transactions and has built a strong reputation for his deep sector knowledge.

He also plays an active role in shaping industry policy as a member of the executive committee of Superyacht UK, part of the British Marine Federation.

In this role, he represents the interests of the UK superyacht industry both nationally and internationally, helping to promote growth, innovation, and best practice across the sector.

Simon Davies is the VP Sales for the UK, Middle East, and India at Global Jet Capital. He has been with the company since its inception. With over thirty years of experience in aviation finance, Simon has embraced the opportunity to originate and structure private aircraft financing for clients across a wide range of jurisdictions.

Before joining Global Jet Capital, Simon helped launch Guggenheim Aviation Finance Company, where he led the International Sales team and delivered asset-backed financing solutions to emerging markets. Prior to that, he headed the Bombardier Business Aircraft Structured Finance team, sourcing financing for Bombardier's diverse global client base.

Simon holds a B.A. in Economics from the University of Western Ontario and speaks both English and French.



Simon Davies

VP Sales
Global Jet Capital



Andy Blundell

Panel Moderator:

Andy Blundell, Managing Director, Close Brothers

**Adrian Parcell-Jones**

Tax Director
 Martyn Fiddler

Adrian Parcell-Jones serves as a director at Martyn Fiddler and is a Chartered Tax Adviser. He joined the firm in 2014 and launched its tax consultancy division. With over 20 years' experience across customs, government, leading tax advisory firms, and his own business, Adrian draws on this diverse background to deliver tailored services for clients with yachts and aircraft.

His meticulous attention to detail and deep understanding of VAT rules enable him to provide bespoke advice that ensures full compliance with all relevant regulations. Adrian's peers recognised his expertise by appointing him as the only non-US member of the NBAA Tax Committee. He has also earned positions on tax committees in both the EU and UK through similar peer endorsement.

Lindsey graduated from Harper Adams University in 1999 and began her career in animal feed sales through a graduate trainee role in the agricultural sector. She then moved onto two different positions in trade associations before joining the BBGA in 2009. In 2021, she became Managing Director, working closely with CEO Marc Bailey and the board to address member and industry issues, while delivering successful BBGA events and meetings.

In 2016, Lindsey led the implementation of a dual membership agreement with the EBAA, strengthening ties despite the Brexit referendum. She also guided the BBGA through the challenges on COVID-19 and Brexit, supporting members through rapid change.

Lindsey collaborates regularly with government departments, the Civil Aviation Authority, and senior industry leaders. She also serves on the General Aviation Safety Council (GASCo). BBGA represents around 180 member companies across the business and general aviation sector.

**Lindsey Oliver**

Managing Director
 BBGA

Associations 'Working Together'



Marc Bailey

Panel Moderator:

Marc Bailey, CEO, BBGA

Robert Baltus brings over 25 years of aviation management experience, having led senior roles across diverse aviation enterprises. He drives commercial, operational, and strategic success, drawing on deep expertise in daily operations, sales, marketing, change management, lobbying, and board governance. Robert has rebuilt teams, accelerated company growth, championed industry interest, and built strong aviation brands.

He advises senior leaders and executive boards, leveraging his board experience and a strong network of aviation companies, airports, regulators, and authorities. Passionate about aviation, Robert actively pilots aircraft, supports commercial flying, and inspires the next generation. He advocates for Advanced Air Mobility and prioritises sustainability in aviation's future.

Robert remains committed to embedding sustainability, workforce development, and ESG principles at the core of the industry's evolution.



Robert Baltus

COO

EBBA



Dave Edwards

Dave Edwards serves as Chief Executive of the Royal Aeronautical Society, the world's only global organisation representing the entire aerospace community as both a Learned Society and a Professional Engineering Institution. He began flying at 14, funding lessons by working at a flying school.

After earning a Transport Management degree from the University of Plymouth, he moved into aircraft operations at Luton and Heathrow. Dave has held C-level roles across Europe, the Middle East, and Asia, including Executive Vice President at Qatar Airways, where he led a \$1.5bn Gulfstream fleet acquisition

Chief Executive
 Royal Aeronautical Society

iomaviationconference.com

Closing Remarks



Dave Edwards

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In 2018, he became CEO of The Air Charter Association, driving a strategic rebrand. Appointed Chief Executive of the Society in 2021, he now leads its operations and strategy. A Fellow since 2010, Dave also supports the arts as a trustee of Campaign for the Arts and holds fellowships and honours from several prestigious organisations.

Networking Events

Thursday 26 June: Post Conference Party

@ Victory Cafe, 18:00 - 21:30

The post-conference reception will be held just a short distance away* from the conference venue at Victory Cafe. Offering spectacular panoramic views of the Isle of Man the venue is a beautiful place to appreciate the islands beauty. Don't forget to have a selfie on top of Snaefell mountain!

The Martyn Fiddler team will welcome you aboard the Manx Electric Railway for a magical journey to the summit of Snaefell and Victory Cafe at 18:00.

Dress code: smart casual.



*Electric Tram transportation will be provided for off-island delegates.

Friday 27 June: 'The Morning After'

@ Douglas Chambers, 10:00 - 12:00

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.

Hosted by Martyn Fiddler

Dress code: Casual.





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[Thursday 26 June 2025]

[Villa Marina, Douglas]

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