



[Wednesday 24 June]

[Woodbourne House]

Organised by



MARTYN FIDDLER



Supported by



Sponsors



SAXON AIR™



KEYSTONE LAW

Thank you...

Contents

Welcome..... 4

Agenda 5

Welcome Address..... 8

Moderators..... 9

Slido Instructions..... 10

Q1 & Q2 Market Pulse..... 10

Crypto for Jets and Yachts..... 11

Rotary Urban Airspace..... 13

Next Gen Voices..... 14

Is Tech Reshaping BizAv..... 16

Dealmaker's Dilemma..... 17

IOMAC Co-Chairs..... 19



Welcome To The 2026 Isle of Man Aviation Conference



Director
Martyn Fiddler

Welcome to the 2026 Isle of Man Aviation Conference organised by the BBGA and Martyn Fiddler.

Thank you for taking the time to come and visit the Isle of Man. We know it takes a special effort to come here which is why we are so appreciative of seeing you.

I know that many of you have attended before and it's great to have you back. But if this your first time, then I and everyone at the Martyn Fiddler team are thrilled to welcome you to our Island.

As experienced Isle of Man Conference delegates know, to get the most out of the event please be sure to dive in and interact with the speakers, delegates, my colleagues and me, and soak up the Conference's unique atmosphere!

Many thanks to all of the Conference's sponsors, your contribution is invaluable and is appreciated by the delegates and organisers alike.

Thank you to the team at Woodbourne House for providing such a wonderful venue and ensuring the day runs smoothly.

Thank you too to the BBGA team and my colleagues who have worked tirelessly to set the stage for you to enjoy. Have fun!

Mark Byrne

Agenda

Time	Panel Discussion	Speakers
08:30 - 09:00	Registration Breakfast Pastries: Sponsored by Close Brothers Aviation & Marine	
09:00 - 09:05	Welcome Address	Chris Bigwood , Honeywell Maureen Gautier , 4AIR
09:05 - 09:35	Q1 & Q2 Market Pulse	Richard Koe , WINGX
09:35- 10:25	Crypto for Jets and Yachts- Trend or Transformation	Mark Bisset , Clyde & Co Paul Doherty , ACASS Ireland Tyler Betts , Overchain Lawrence Power , Whitestone Chambers Graham Williamson , GAMA Aviation
10:25 - 11:00	Rotary Urban Airspace Discussion	Simon Williams , IOMAC Sebastian Pupek , Airbus Helicopters Miles Riches , SaxonAir
11:00 - 11:45	Coffee & Networking Break	
11:45 - 12:25	Next Gen- Voices- What does BizAv look like from the Outside?	Lindsey Oliver , BBGA Victoria Clayden Smith , Stansted Airport College Daisy Metcalfe , Corporate Jet Consulting Caeli Plumbley , Martyn Fiddler
12:25 - 13:40	Lunch Conference Lunch: Sponsored by TVPX	

Agenda

Time	Panel Discussion	Speakers
13:40 - 14:25	Is Tech Reshaping BizAv? Is new tech a hype, helper, or genuine disruptor	Alison Chambers , Emerald Media Adam Twidell , FlexJet Simon Macnamara , Loganair
14:25 - 15:10	Ice Cream & Networking Events Ice Cream Van: Sponsored by Global Jet Capital	
15:10 - 16:05	Dealmaker's Dilemma- Can we finally standardise?	Brendan Lodge , IADA Aoife O'Sullivan , Keystone Law Ed Griffiths , JMI Stuart Metcalfe , CJC Andy Blundell , Close Brothers
16:05 - 16:15	Closing Remarks	Chris Bigwood , Honeywell Maureen Gautier , 4AIR



Benefits from registering your aircraft with us:

- ✓ **Exceptional customer service:** Our award-winning team is dedicated to providing outstanding support tailored to your needs.
- ✓ **Competitive pricing:** Enjoy transparent and competitive charges, ensuring you receive value without compromising on quality.
- ✓ **Safeguarding your financial interests:** Protection offered by our trusted and reputable register of aircraft mortgages and Cape Town Convention processes.
- ✓ **Global recognition:** International aviation standards under the Chicago Convention.
- ✓ **Customised solutions:** Our seasoned team is adept at crafting solutions specifically designed for your unique requirements.
- ✓ **Specialised registration of:** Private, corporate and aerial work operations aeroplanes and helicopters, plus transitional aircraft.
- ✓ **A commitment to excellence:** Supporting the continual improvement of aviation safety performance.

Find out more



Contact us today

Telephone +44 (0)1624 682 358

E-mail: aircraft@gov.im



Welcome Address



Chris Bigwood
Honeywell Aerospace

Welcome to the Isle of Man Aviation Conference. I'm delighted to be here for what has become one of business aviation's most popular and engaging events. Today belongs to all of us—panellists, moderators, and delegates alike.

We've designed the programme to encourage participation, fresh thinking, and open discussion. Your insights and experiences are what will bring these conversations to life. Let's move beyond presentations into meaningful dialogue, build valuable connections, and enjoy a memorable day together.

Chris Bigwood

Welcome to IOMAC 2026. I'm very pleased to be joining you as we come together to explore the future of our industry and how aviation is expected to evolve in the years ahead.

Events like this are a real opportunity to step away from the day to day, exchange ideas, and learn from one another. I encourage you all to get involved in the discussions, share your perspectives, and make the most of the conversations throughout the day.



Maureen Gautier
4AIR

Maureen Gautier

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!



Mark Bisset is Global Co-Head of Aircraft Finance at Clyde & Co, a global law firm with 2,500 lawyers and 70+ offices. With over 25 years' experience, he specialises in aircraft finance, leasing, trading and business aviation. Ranked Band 1 by Chambers HNW, he is recognised as a global thought leader and lectures at Leiden University.

Simon Williams has held senior roles across military and civil aviation, including Aircraft Commander, Training Captain and Examiner, flying aircraft up to Boeing 767s. At the UK CAA, he led national and international safety initiatives. As Director of Civil Aviation for the Isle of Man, he leads an international team, overseeing aviation regulation with a "Safety with Service" approach.

Lindsey Oliver has been with BBGA since 2009 and became Managing Director in 2021. She works with the board, government, the CAA and industry leaders to address key issues and deliver events. Lindsey also serves on GASCo and IBAC, contributing to international aviation safety and policy.

Alison Chambers is co-founder of Emerald Media, a boutique aviation PR agency. A former Flight International journalist, she covered major industry milestones before founding Emerald in 1993. She now leads a UK team supporting international clients and, through the Emerald Network, connects global aviation partners while leading media relations for BBGA.

Brendan Lodge is an experienced aviation professional and Accredited Senior Appraiser (ASA). After 18 years in asset finance, he moved into business aviation, working in sales, advisory services, and aircraft acquisitions. He now co-founded Pegasus Global Aircraft Appraisals and serves as Regional Director at IADA, supporting international markets outside the Americas.

Instructions for Q&A

Delegates are encouraged to submit questions via Slido during the presentations. You're also welcome to participate in the room; simply raise your hand and a member of the team will bring a microphone to you. This event brings together industry experts, we welcome your insights and opinions.

The conference chairs will use submitted questions during the Q&A sessions.



Slido is very simple to use from any mobile device.

- Access Slido by scanning the QR code
- Click onto the panel you have a question for or wish to interact with.

Q1 and Q2 Market Pulse



Richard Koe
WINGX

Richard Koe is a founder of WINGX, which he developed over the past decade with Christoph Kohler, establishing it as a leading provider of market intelligence in business and general aviation. WINGX supports hundreds of subscribers with dashboards delivering data, analytics and insights on aircraft utilisation. In 2023, WINGX was acquired by JETNET LLC and became a key part of its expanded data offering.

Prior to this, Richard worked across telecom, oil and gas, and security printing. He holds a BA from Oxford and an MA from Johns Hopkins University globally.

Crypto for Jets and Yachts

Panel Moderator:

Mark Bisset, Clyde & Co



Paul brings extensive experience from senior finance and leadership roles within the aviation industry. He joined ACASS in 2020 as Finance Director, based in Shannon, Ireland. His strong leadership and business acumen led to his promotion to Managing Director, where he now oversees operations and performance across ACASS Europe. Paul's expertise includes Air Operator Certificates (AOCs), European aviation regulations and registry solutions, guiding clients to the best options for their needs.

Paul is a recognised subject matter expert, he regularly speaks at global industry events and shares insights with partners across the sector.



Paul Doherty
ACASS



Tyler Betts
Overchain

Tyler Betts is Managing Director of Overchain, a crypto infrastructure provider enabling businesses to move money through digital asset rails. With 18 years' experience across fintech, foreign exchange, payments and digital assets, he specialises in building scalable financial infrastructure bridging traditional finance and crypto. At Overchain, he leads strategy and execution, delivering solutions enabling regulated businesses to move seamlessly between fiat and digital assets.

He is a partner at New Age Group, spanning banking, payments, FX and technology. Tyler began his career in FX and risk management in London in 2007.

Crypto for Jets and Yachts



Panel Moderator:

Mark Bisset, Clyde & Co

As CEO of Whitestone and having completed a Sustainable Leadership Management qualification from Cambridge University in 2022, Lawrence Power combines legal expertise with sustainability leadership. He specialises in ethical governance, sustainable development, and international policy. Lawrence has delivered keynote speeches at major global forums, including Washington DC, Tokyo, and Kuala Lumpur, and chaired industry events.

He frequently speaks on sustainable finance, investment, and aviation, engaging with organisations such as EBACE, the Economist Impact, and FII, driving dialogue on climate action, ESG, and long-term economic sustainability across multiple sectors worldwide today now.



Lawrence Power
Whitestone Chambers



Graham Williamson
Gama Aviation

Graham Williamson joined Gama Aviation as Managing Director, Aircraft Management & Charter in April 2024, overseeing a growing global operation. Gama holds AOCs and operating licences across the UK, UAE, Austria, Malta and the Cayman Islands. Graham has over 20 years' experience leading aircraft management and charter businesses, including growing a fleet to more than 90 aircraft across Europe, Asia and the Middle East.

Previously CEO of a low-cost airline in India, he has held senior roles worldwide and served on the EBAA Board and Executive Committee.

Rotary Urban Airspace

Panel Moderator:

Simon Williams, IOM Aircraft Registry



Sebastian Pupek
Airbus Helicopters

Sebastian Pupek is a senior professional with over 14 years of operational and commercial experience in the aviation industry, specialising in MRO projects, Enhanced Support Programs, Sales and Marketing. Currently heading the local sales team for the UK and Republic of Ireland, he began his career in 2012 in MRO, with a focus on optimising aircraft operations and overseeing critical projects.

It was in 2017 when he transitioned to private and business aviation sales where he contributed to the growth of Airbus Corporate Helicopters (ACH) in the UK and Ireland.

Miles Riches is Head of Rotary Charter Sales at Saxon Air, leading sales across a diverse fleet from Airbus H125s to Leonardo AW139s, supporting specialist VIP and onshore operations. With over four years in Saxon Air's rotary division leadership team, he brings strong experience in helicopter charter and client management.

Originally trained as a commercial fixed wing pilot, Miles has a solid operational foundation. He also specialises in rotary aircraft management and asset consultancy, advising on aircraft utilisation, ownership and operational strategy for a range of clients globally.



Miles Riches
Saxon Air

Next Gen Voices

Panel Moderator:

Lindsey Oliver, BBGA



After graduating with a degree in Economics, Victoria began her career at Spicers Manufacturing, a British producer of envelopes, books and pads, where she spent 17 years. Following redundancy due to a company restructure, she retrained and moved into Further Education. In 2018, she became Head of Centre at Stansted Airport College, leading a team preparing young people for aviation careers.

Victoria is passionate about connecting education with industry and inspiring more girls into engineering, championing diversity while supporting students to build confidence, ambition and a sense of belonging in aviation.



Victoria Clayden Smith
Stansted Airport College



Daisy Metcalfe
CJC

Daisy is Market Research and Office Manager at Corporate Jet Consulting, where she delivers detailed market insights, oversees daily operations, and supports the sales team. After completing postgraduate studies in forensic psychology, she began her career providing counselling and support to individuals within the criminal justice system, including work in prisons and substance abuse services.

After several years, Daisy transitioned into aviation, combining her strong communication and organisational skills with a lifelong interest in the industry, bringing a unique perspective to her role and contributing to business success.

Next Gen Voices



Panel Moderator:

Lindsey Oliver, BBGA

Caeli is a final year Business Management student, due to graduate later this year. Alongside her studies, she gained early experience at Zurich Insurance before joining Martyn Fiddler as a Marketing Intern. At Martyn Fiddler, she has developed hands-on experience in marketing within business aviation, working across events, communications, and brand positioning. She is particularly interested in the sector's dynamic nature, where no two days are the same, and marketing must adapt to different jurisdictions, audiences, and technical terminology.



Caeli Plumbley
Martyn Fiddler

A big thank you to **Junior Achievement, University College Man**, and all the students who took part in our survey which helped inform this panel.



Is Tech Reshaping BizAv?

Panel Moderator:

Alison Chambers, Emerald Media



Adam Twidell
FlexJet

After 10 years as an RAF pilot, Adam moved into private aviation, partnering with London City Airport to help develop RAF Northolt into an exclusive private jet hub. Identifying a gap for a technology-driven booking platform, he co-founded PrivateFly (now FXAIR), later acquired by Flexjet Group in 2018. Adam now focuses on investments in the Future of Flight, including eVTOLs.

A passionate pilot and instructor, he flies an electric Pipistrel trainer, motor gliders for the UK Scouting Association, and a vintage Cessna 210.

Sylvain joined Loganair in September 2024 as Director of Fleet, overseeing fleet strategy and serving on the executive committee. He brings over 15 years of experience in airline fleet management and aviation finance, with roles at Flybe, Volga-Dnepr/AirBridgeCargo, DVB Bank, Erste Bank, and NordLB. His background includes aircraft financing, portfolio management, and restructuring activity during the Covid-19 period.

Sylvain holds an MSc in Air Transport Management from Cranfield University and an MS in International Risk Management from HEC Paris.



Sylvain Gloux
Director of Fleet

Dealmaker's Dilemma



Panel Moderator:

Brendan Lodge, IADA

Aoife O'Sullivan is an internationally recognised aviation lawyer specialising in private, corporate, and commercial aviation. She advises a global client base—including UHNW individuals, corporations, operators, financiers, lessors, manufacturers, and owners—on aircraft transactions, financing, and regulatory compliance.

Aoife is also Chair of the British Business and General Aviation Association (BBGA), where she leads strategic advocacy to support and advance business and general aviation in the UK and internationally.



Aoife O'Sullivan
Keystone Law



Ed Griffith
JMI

Ed Griffith began his career in the Royal Air Force as an electrical engineer, developing a strong foundation in aircraft engineering, maintenance, and operational support. With over 27 years of experience across the aviation industry, including 18 years in business aviation, he has held a range of technical and leadership roles focused on maintaining high operational and safety standards.

In 2018, he co-founded JMI-Jet Maintenance International, delivering specialist aircraft maintenance and engineering services based on extensive hands-on experience. In 2025, JMI-Jet Maintenance International joined the Pula Aviation Services Group, where Ed serves as Managing Director, leading the continued growth and operational development of the business.

Dealmaker's Dilemma

Panel Moderator:

Brendan Lodge, IADA



Stuart began his career at Sandhurst, commissioned into the King's Regiment and serving as a platoon commander in Northern Ireland. After roles as a commercial diver and in automotive sales, he pursued aviation, gaining his ATPL in 2001/02.

He went on to sell and operate aircraft, becoming Sales Director at Pilatus UK, then working with Patriot Aviation and a leading London brokerage, where he contributed to nearly \$1bn in sales. Stuart later founded Corporate Jet Consulting in 2021.



Stuart Metcalfe
CJC



Andy Blundell
Close Brothers

Andy leads Close Brothers 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 and helicopters, and superyachts, commercial and leisure vessels. With 38 years' experience in banking & finance, Andy has been at Close Brothers for 10 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.

Thank You To Our Co-Chairs



Chris Bigwood
Honeywell Aerospace

Chris Bigwood is Honeywell's Connectivity Sales Manager for Business Aviation across the UK and Western Europe, bringing extensive experience in aviation operations, engineering, and sales. He specialises in future aerospace connectivity and advanced air mobility, offering valuable insights as the industry adopts multinetwork solutions.

A frequent conference speaker, Chris is a Fellow of the Royal Aeronautical Society and holds qualifications in Aeronautical Engineering from West London College and Aerospace Management from Oxford Brookes University.

Maureen is Programme Manager – Europe at 4AIR, based in London, where she supports the development of aviation sustainability programmes. She previously served as Sustainability Manager at the European Business Aviation Association (EBAA) in Brussels.

A dual qualified lawyer in France and England & Wales, she has held legal roles at The Air Law Firm and Borealis Maritime, specialising in aircraft transactions, finance, and corporate matters. Her early experience includes roles at Dassault Falcon Jet in New York and Airbus Miami.



Maureen Gautier
4AIR



STRONGER TOGETHER



Your trusted *Aviation Partner*

JTC is an award winning provider of private client, corporate, fund services and employer solutions. We pride ourselves on the relationships we build with clients and partners, and our experienced luxury asset team stands ready to support you with our in-depth experience and expertise.



Funds • Corporate • Private Client • Employer Solutions

AFRICA | ASIA-PACIFIC | BRITISH ISLES CARIBBEAN | EUROPE | MIDDLE EAST | USA

Information on JTC and its regulatory status can be found at www.jtcgroup.com/legal-and-regulatory



jtcgroup.com/private-client

Organised by Martyn Fiddler & BBGA

martynfiddler.com | bbga.aero



MARTYN FIDDLER



Supported by the Isle of Man Aircraft Registry

iomaircraftregistry.com



Thank you for attending the
2026 IOM Aviation Conference

*We hope to see you
again next year!*



[Wednesday 24 June]

[Woodbourne House]

Organised by



MARTYN FIDDLER



Supported by

