

AeroPodium

2nd Annual

Mediterranean Business Aviation

Friday 13th September 2013 - The Palace Hotel, Sliema, Malta

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GUGGENHEIM



Thursday 12th September 2013
The Palace Hotel, Pool Area, Time: 21.00
Pre-Conference Networking Drinks Reception
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MBA AGENDA

Friday 13th September 2013

MBA Chairman: *Stanley Bugeja, President, MBAA*

8.15 Registration

8.45 Opening Remarks from Aeropodium
Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Opening Remarks from the Conference Chairman
Stanley Bugeja, President, MBAA

9.00 **KEYNOTE ADDRESS**
The Hon. Mr. Karmenu Vella, M.P., Minister for Tourism, Malta

SESSION I

9.20 **When is the business aviation upturn coming and what role does the Mediterranean market play?**
Daniel Hall, Business and Commercial Aviation Analyst, Ascend

9.40 **Valuation of business aircraft - A lender's perspective**
Donald W. Walsh, Director, Guggenheim Partners

10.00 **Maintenance support for business aircraft owners**
Jan Willem Storm van 's Gravesande, Managing Partner, Aviation Independent Consulting

10.20 **International growth in the helicopter market**
David Louzado, Sales Director, Risk & Asset Management, Airclaims

10.40 Q&A Session

10.50 Networking Coffee Break
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SESSION II

11.20 **Aircraft registration in Malta**
Joseph Ghio, Partner, Fenech & Fenech Advocates

11.40 **The influence of the Cape Town Convention in aircraft finance transactions**
Dr. Max Ganado, Managing Partner, GANADO Advocates

12.00 **Aircraft finance and leasing arrangements: A legal and industry overview**
Dr. Jonathan De Giovanni, Head of International Tax, WDM International

12.20 **Light Jets in the Mediterranean: The case of the Phenom**
Roch Hennessy, Regional Sales Director, Western Europe, North Africa & Angola, Embraer Executive Jets

12.40 Q&A Session

12.50 Networking Lunch Break
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SESSION III

14.10 **The online industry gains ground in aviation sales: Will Business Aviation keep it at arms' length?**
Paolo Sommariva, CEO, FL3XX

14.30 **Integrating flight planning into modern flight departments**
Peter Gravesen, Area Manager, Air Support

14.50 **Safety: what are you sinking about?**
Stephane De Wolf, SMS/IS-BAO Auditor, Skytation

15.10 Q&A Session

15.20 Networking Coffee Break
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SESSION IV

15.50 Maltese tax incentives on the registration of aircraft and air operations
Stephen Balzan, Tax Partner, EMD

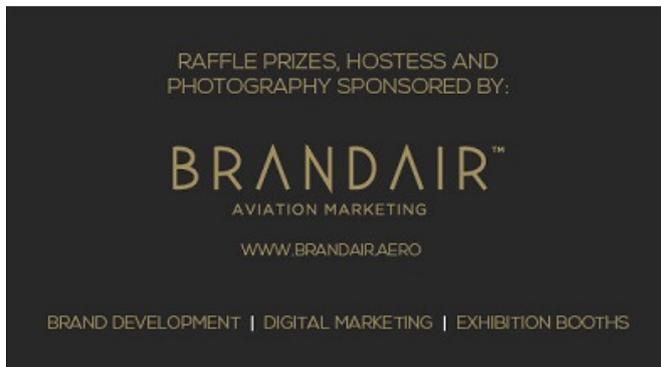
16.10 Business Aviation: Challenges and responses
Frans Camilleri, Managing Director, FJV Aviation

16.30 Business aviation activity: Connecting the Mediterranean with the rest of Europe
Richard Koe, Managing Director, WINGX Advance

16.50 Q&A SESSION

17.00 End of the MBA Summit and Concluding Remarks from the Chairman

Raffle Prizes to be won by the MBA Summit Participants



SPEAKERS

Stephen Balzan, Tax Partner, EMD

Stephen Balzan is one of the partners of EMD and he is the partner in charge of the International Tax Department within the firm. He holds a first degree in Accounting and has worked with two of the Big Audit firms in Malta for six years as a tax assistant and later as a manager in the International Tax Department. In the year 2001, he became a partner of EMD which today is an established multi-disciplinary firm providing legal, tax, advisory and corporate services.

Stephen is a member of the Malta Institute of Taxation (MIT), the Malta Institute of Accountants (MIA), the Institute of Financial Services Practitioners (IFSP), The International Tax Planning Association (ITPA), STEP and the International Fiscal Association (IFA). He was actively involved in various committees in the fields of taxation and he has on a number of occasions lectured on topics related to international tax, both in Malta and overseas. Stephen continues to give various lectures and presentations and is the author of various articles on taxation. He also lectures Tax to ACCA Students.

Stephen has extensive experience in advising clients in the set up of complex cross-border structures through the use of Maltese special purpose vehicles. Main areas of interest include tax and international tax planning, capital gains and business development. Apart from his experience in international tax matters, including tax planning, treaty interpretation and advice, he also has a great deal of knowledge on corporate matters, company law, management, and administration. He specialises in treaty planning, holding companies and treasury and finance operations. He also sits on the board of directors of a number of companies including finance companies.

Stanley Bugeja, President, MBAA

Stanley Bugeja has occupied various positions in the Maltese and European aviation industry since 1990. He left Mediterranean Aviation Co. Ltd in 2002 as Assistant Operations Manager. That same year he setup Sierra Aviation Co. Ltd. Of which he was the owner and CEO. It was the first dedicated business aviation aircraft handling company and was rather successful in building an aircraft charter brokerage base out of Malta. Between 2007 and 2008 Mr. Bugeja occupied the position of Managing Director for CharterX Wyvern Europe. At the time CharterX was the leading platform for online business jet charter trading worldwide and once it established itself in Europe it was sold to Avinode. He still occupies to date the position of Managing Director with DC Aviation (Malta) Ltd. which is a subsidiary of DC Aviation GmbH (a merger between ex Daimler Chrysler Aviation and Cirrus Aviation). Operating more than 35 business jets from A319 with 48 seats to a Lear 40 with 6 seats, DC Aviation is amongst the leaders in European Business Aviation Operators. DC Aviation offers aircraft handling services in Malta and plan to develop the FBO services further at Malta International Airport. We also offer aircraft registration, management and charter brokerage. Together with Mr. Adrian Spiteri and Dr. Tonio Fenech founded the Malta Business Aviation Association in October 2009. The companies which formed the MBAA were DC Aviation Ltd., FFF Legal and Bizav Services Ltd. Today the MBAA has most business aviation operators present in Malta and numbers just under 40 members. Mr. Bugeja has been on the Board of Governors of the European Business Aviation Association since March 2010 and is currently chairing the committee which will setup the International Standard for Business Aircraft Handling of the EBAA. Stanley Bugeja has occupied various positions in the Maltese and European aviation industry since 1990. He left Mediterranean Aviation Co. Ltd in 2002 as Assistant Operations Manager. That same year he setup Sierra Aviation Co. Ltd. Of which he was the owner and CEO. It was the first dedicated business aviation aircraft handling company and was rather successful in building an aircraft charter brokerage base out of Malta. Between 2007 and 2008 Mr. Bugeja occupied the position of Managing Director for CharterX Wyvern Europe. At the time CharterX was the leading platform for online business jet charter trading worldwide and once it established itself in Europe it was sold to Avinode. He still occupies to date the position of Managing Director with DC Aviation (Malta) Ltd. which is a subsidiary of DC Aviation GmbH (a merger between ex Daimler Chrysler Aviation and Cirrus Aviation). Operating more than 35 business jets from A319 with 48 seats to a Lear 40 with 6 seats, DC Aviation is amongst the

leaders in European Business Aviation Operators. DC Aviation offers aircraft handling services in Malta and plan to develop the FBO services further at Malta International Airport. We also offer aircraft registration, management and charter brokerage. Together with Mr. Adrian Spiteri and Dr. Tonio Fenech founded the Malta Business Aviation Association in October 2009. The companies which formed the MBAA were DC Aviation Ltd., FFF Legal and Bizav Services Ltd. Today the MBAA has most business aviation operators present in Malta and numbers just under 40 members. Mr. Bugeja has been on the Board of Governors of the European Business Aviation Association since March 2010 and is currently chairing the committee which will setup the International Standard for Business Aircraft Handling of the EBAA.

Frans Camilleri, Managing Director, FJV Aviation

Frans Camilleri is a Director of FJV Aviation Ltd. He started his career as a journalist, and was the editor of several newspapers and periodicals. He then spent 38 years at Air Malta, with responsibilities ranging from market research, through fleet planning, strategic planning, aircraft procurement and leasing, insurance and fuel management to corporate affairs. His academic background is in economics, having studied at Oxford and East Anglia University, from where he graduated with a Master's degree. He has sat on numerous boards of companies ranging from airlines through a big commercial bank, hotels, and insurers to a leasing company, and still sits on the boards of Medavia Company Ltd and Yacht & Jet Limited. He is currently the Programme Implementation Manager at the Office of the Deputy Prime Minister. He is a Past President of Skål International Malta.

Joseph Ghio, Partner, Fenech & Fenech Advocates

Dr. Joseph Ghio is a partner at Fenech & Fenech Advocates, a leading multi-disciplinary Maltese law firm established in 1891, where he co-heads the Financial Services and Aviation Departments. Dr. Ghio has advised national airlines, aircraft manufacturers, owners, managers, lessors, lessees, financiers and aircraft MRO facilities on cross-border asset finance and operational issues. His experience spans structured sale/lease back transactions, finance leases, sale and purchase deals, management operations, aircraft registration and repossessions. Dr. Ghio's practice also includes advising investment services business and investment funds on doing business from or in Malta and acts as a director for a number of financial services entities licensed by the Malta Financial Services Authority. He graduated in 2001 as a Doctor of Laws from the Faculty of Laws of the University of Malta and holds a Masters of Arts in Financial Services from the same university. He is a visiting lecturer in Aviation Finance at the Doctorate degree within the Faculty of Laws of the University of Malta and in Securities Regulation within the MA (Financial Services) programme of the same university.

Dr. Jonathan De Giovanni, Head of International Tax, WDM International

Dr. Jonathan De Giovanni graduated as Doctor of Laws in 2009 from the University of Malta defending a thesis entitled 'Domestic and Treaty based Anti-Abuse Provisions to Combat Tax Treaty Abuse: An Analysis', while contemporaneously reading for a Master of Arts in Financial Services at the University of Malta. He successfully completed his master's degree in 2011 with the same university, graduating magna cum laude after submitting a thesis regarding the international taxation of investment funds.

Jonathan joined WDM International, a multidisciplinary audit, tax, corporate and business advisory firm in 2013, after having worked for five years at a leading Maltese law firm. He currently holds the position of Head of International Tax and Business Development. He provides direct and international corporate tax advice to a vast array of clients involved in complex cross border operations. Jonathan also advises clients who are seeking to obtain Maltese residency under different residency programs, both from an immigration and tax perspective.

Jonathan is also heavily involved in Aviation Law, having delivered various high caliber seminars in the field. He also delivers lectures at the University of Malta to law students in relation to the fiscal

aspects of aircraft registration. His field of practice includes advising clients in relation to aircraft registration and structures involving aircraft ownership, financing and leasing.

Jonathan is a Council Member of the Malta Institute of Taxation (MIT), a Member of the International Fiscal Association (IFA), a Member of the Tax and Unregulated Business Committee of the Institute of Financial Services Practitioners (IFSP) and a member of the Malta Institute of Management. He currently lectures the Advanced Taxation Module (P6) to students reading for the ACCA qualification. He also lectures for different courses organised by the Malta Institute of Taxation on topics in the field of international taxation.

Stephane De Wolf, SMS/IS-BAO Auditor, Skytation

Stephane is a specialist in Safety Management, a lead IS-BAO auditor and an advisor on safety and compliance matters to many organisations in the aviation industry and particularly in business aviation. Since 2005 he's primarily involved in SMS and IS-BAO implementation support or audits. Stephane was invited to join, and currently chairs, the IS-BAO Auditors' Advisory Group formed by IBAC. He has a multi-faceted background ranging from Cabin Crew Member, Flight Dispatcher, to Flight Engineer and Pilot. Stephane also worked on the authority side through the Aeronautics & Space Division of Bureau Veritas. He participates to several working groups and associations, either as speaker, panel member or active member, including the European Society of Air Safety Investigators, the ECAST High Risk Incident review team, etc. He obtained several certificates related to aviation or business management, including the Aviation Safety and Security Certificate from the Viterbi School of Engineering (University of Southern California). His flying experience ranges from gliders to wide-body aircraft, including aerobatics and North Atlantic crossings in single-engine piston airplanes. The firm he co-founded in 2002 is among the few accredited by IBAC to perform IS-BAO implementation support, and was the first in Europe to perform all three Stages of IS-BAO audits. IBAC's laudatory Auditor Monitoring Report (another 'first' in Europe) that followed the IS-BAO audit performed at the flight department of a reputed car-manufacturer rated the audit as 'excellent'.

Dr. Max Ganado, Managing Partner, GANADO Advocates

Max Ganado is a lawyer practicing with Ganado Advocates, one of the larger law firms based in Malta. Starting as a maritime lawyer, dealing with all aspects of shipping, including ship finance, he moved on to develop the aviation practice within the firm and assisted several banks and lessors in their relations with the national airline, Air Malta. In 1994 he established the financial services practice of the firm and is now managing partner. For the past few years he has been involved mainly in assisting clients on the laws relating to investment services and funds. He participated in the drafting of new legislation required for the development of the financial centre in Malta, including revision of the laws relating to securitisation, the laws on trusts and fiduciary obligations and the law on netting and set-off. The firm was more recently engaged to draft the Aircraft Registration Act, 2010 which also covers the accession of Malta to the Cape Town Convention and Aircraft Protocol.

Peter Gravesen, Area Manager, Air Support

Peter Gravesen holds numerous IT educations and has 15 years of experience within IT consulting, sales and marketing. Previously Danish Air Force radar technician for 3 years succeeded by 3 years as military airport maintenance control supervisor. Works as senior consultant with focus on sales to mid-sized and large business aviation operators in all categories, special VLJ operator projects as well as upgrade projects towards existing clients.

Daniel Hall, Business and Commercial Aviation Analyst, Ascend

Daniel joined Ascend in July 2010, following completion of a BSc Air Transport Management degree from Loughborough University, which included a final year dissertation titled 'The Sustainability of Business Jet Aviation', and a placement year working for a business jet management company. At Ascend, Daniel is involved in analysis of aircraft market values and appraisals and large-scale consultancy projects. His client interaction ranges with those representing banks, financiers, investors,



airlines, and lessors. He specialises in the Business Aviation sector, developing expertise in the market and values / finance aspects.

He has spent time in Ascend's overseas offices, including an 8-week secondment in the Asia headquarters in Hong Kong, working closely with the developing Asian market, particularly during a week in Tokyo, meeting the Japanese finance community. Last year Daniel returned from a three-month secondment to the Ascend New York Office, where he worked with Ascend's business aviation client base and offering in the US market.

Roch Hennessy, Regional Sales Director, Western Europe & Angola, Embraer Executive Jets

Roch Hennessy holds a degree in International Relations with an emphasis on global economic development from both Tufts University in Boston and the Institut d'Etudes Politiques in Paris. He developed his knowledge and expertise in the luxury industry where he spent five years as a Brand Manager in charge of operational marketing in São Paulo, New York and Paris for LVMH's Wines & Spirits division.

Passionate about aviation and flying since his childhood, Roch holds a Multi Engine Instrument Commercial Pilot Licence and is an active member of the European Business Aviation Association France as well as the African Business Aviation Association. Guided by his passion, he joined Embraer Executive Jets in 2012 where he is responsible for sales in Western Europe, Morocco Angola and Mozambique. Roch is fluent in French, English, German, Spanish and Portuguese.

Richard Koe, Managing Director, WINGX Advance

WINGX was founded to provide market intelligence to the global business aviation industry, including operators, airports, manufacturers, maintenance providers and financiers. WINGX specialises in collating, tracking and analysing data on business aviation activity, capturing insights into point-to-point flight demand, airport ranking, city pairs, aircraft performance and preferences. Before WINGX, Richard was on the management board of PrivatAir for 3 years, with day-to-day responsibility for its \$80m private jet charter, management and brokerage activities. Richard was appointed to PrivatAir by the airline's group owner, the Latsis Group, for whom he worked as a director of corporate strategy during 3 years.

Prior to his career in aviation, Richard held senior business development and strategy roles in the telecommunications and manufacturing industries, in the US, UK and Africa.

Richard has a first class undergraduate degree from Oxford University and a Masters degree in International Relations from Johns Hopkins University. He is based in Geneva, Switzerland.

David Louzado, Sales Director, Risk & Asset Management, Airclaims

David Louzado joined Airclaims in 2012 as Sales Director of the Risk & Asset Management Services division. Prior to joining Airclaims David worked for Falko Regional Aircraft (previously BAE Systems Regional Aircraft - Asset Management) as Vice President of Fleet Services (Technical Operations). David brought to Airclaims a depth of experience and expertise in aviation that ranged from managing major aircraft leasing, deliveries, refurbishments and repossession/recovery projects, to sales and business development. His career has included time at Thomson Fly as Group Leader - Engineering Leasing and similar roles at both Britannia Airways and Easyjet.

Paolo Sommariva, CEO, FL3XX

Paolo is the founder of FL3XX, a software startup based in Austria. FL3XX, is an online application to help business jet airlines execute the sell→schedule→dispatch→fly process by automizing tasks and optimizing resources, in real time. FL3XX was founded in 2010 to disrupt the market by providing new generation class of software solutions, to increase efficiency and customer satisfaction, and to reduce costs and ultimately prices.

Prior to FL3XX, Paolo founded the first seaplane airline service southern Italian islands and a regional airline in northern Italy. He has extensive operations, finance and technology experience, gained in large corporations such as General Electric, startups such as Virgilio.it, and Venture Capital



firms such as Syntek. Paolo also actively advises companies in the fields of greentech and online services.

Jan Willem Storm van's Gravesande, Managing Partner, Aviation Independent Consulting

Jan Willem Storm van 's Gravesande in 2012 has 36 years experience in the airline industry. He studied Economics as well as Law at Groningen University and specialised in Air Law at Utrecht University in The Netherlands.

After graduations he served as General Secretary to the Board and Supervisory Board of an international Helicopter and Fixed Wing Operator and acted as Legal Counsel of that company. Jan Willem joined KLM in 1981 and occupied a variety of functions in different KLM departments. His last assignment at KLM was General Legal Counsel at KLM Engineering & Maintenance, mainly specialising in contract negotiations with third party airlines, lessors and various other aircraft operators.

Jan Willem lectured at numerous universities all over the world on different air law- and aviation related subjects.

He has published some 75 articles in different magazines on the subject of air law.

He is chief-editor of the Journaal Luchtrecht ("Journal of Air Law").

Donald W. Walsh, Director, Guggenheim Partners

Mr. Walsh has over 23 years in the equipment financing and leasing business. Mr. Walsh recently joined Guggenheim from US Bank Equipment Finance where he was a Vice President responsible for originating business aircraft lease and loan transactions. He previously worked at Key Equipment Finance as an aviation specialist, and was responsible for business aircraft lease and loan originations and managed relationships with aircraft manufacturers, dealers, corporate flight departments, and aviation management companies. During his tenure at Key, he completed in excess of \$625 million of lease and financing transactions. Prior to joining Key, Mr. Walsh worked at Boeing Capital Corporation, where he managed business aircraft resale market activities and relationships with key dealers. He completed approximately \$850 million of financing and sales transactions. He joined Boeing Capital following the merger between The Boeing Company and McDonnell Douglas Corporation. He previously worked at McDonnell Douglas Finance Corporation as an Asset Manager, and was responsible for a portfolio of commercial aircraft equipment with a value of approximately \$1 billion. Prior to joining McDonnell Douglas Finance, he worked at Equitable Life Leasing Corporation as a lease manager. Mr. Walsh received a BS from University of the Pacific and an MBA from Pepperdine University.



SPONSORS

Aequitas Legal

Aequitas Legal is a leading law firm in Malta with a wealth of international affiliations through Multilaw, the global legal practice.

We can offer a full business law service to financial institutions, corporations and business leaders from our offices in Valletta as well as from other Multilaw offices in another two hundred cities in five continents. We can support clients anywhere in the world.

Our lawyers are part of an information-based community that crosses borders and shares industry knowledge as it develops. Seeking to understand the challenges a client's business will be facing in the future is critical for us to provide assistance in the present.

We are strong in financial institutions; tax and structuring; land, air and sea transport; public procurement and international trade; corporate advice and litigation; competition law and technology. Aequitas Legal is also a member of the International Society of Transport Trading (ISTAT) and the Malta Business Aviation Association (MBAA)

More details about our firm are available on our firm website: www.aequitas.com.mt

Affinity Management Services Limited

With offices in both the Isle of Man and Malta, Affinity Management Services Limited are ideally placed to provide a variety of solutions to our international client base.

Affinity Management Services (Malta) Limited offer a comprehensive range of corporate services and provide tailored ownership structures to suit each client's individual requirements, with optimum focus on innovative tax efficient structures whilst operating within the relevant rules and regulations.

Our reputation is based on personal service and working from an established base in Malta our dedicated and experienced team ensures client expectations are satisfied when dealing with the many aspects of aircraft operations.

Our range of services includes:

- Implementing tax efficient ownership structures
- Aircraft registration
- Importation into the EU
- Formation of leasing arrangements both privately and in conjunction with AOC Operators
- Management and administration of the ownership structures
- Budgeting and financial reporting
- Assistance with obtaining an Air Operator's Certificate in Malta
- Liaising with legal advisors and brokers in respect of sale and purchase
- Liaising with air operators in respect of aircraft charter

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Air Malta

Air Malta carries some 2.1 million passengers every year and is the largest airline operating in and out of Malta.

Air Malta operates scheduled services to / from main European points, North Africa and the Eastern Mediterranean.

Air Malta's fleet is now entirely Airbus composed of A320 and A319 aircraft with a capacity bracket of 181 / 168 / 141 in all economy versions.

Air Support

Air Support is a leading European supplier of Flight Planning software solutions with CrewBriefing facilities aimed at business aircraft operators, airline operators and military clients. The PPS - Preflight Planning System is a true in-house installed software efficiency tool. It enables complete CrewBriefing via the internet with realtime updated flight logs corrected for en-route winds and temps, trip tailored surface wx data and Notam briefings, computer generated wind charts, cross section wind charts, significant wx charts and company messages along with uploaded briefing documents. PPS features worldwide navigation data coverage along with filing of all ATC flight plans.

Airsource Partners

Airsource Partners was created in October 2011 by Christian Gossel, a seasoned aviation professional boasting 25 years of experience in air transport industry.

Airsource Partners' mission is to contribute to the development of the air transport industry by providing airlines and general aviation operators with an alternative, innovative and economical access to aviation expertise under all its forms.

To fulfill its mission, Airsource Partners developed the Aviation Expertise Marketplace, an industry-first place of exchange linking airlines and general aviation operators in search of aviation expertise with industry professionals handpicked by Airsource Partners and gathered in a unique aviation think tank.

The Aviation Expert Marketplace was launched in May 2013.

Airsource Partners' Aviation Expertise Marketplace includes a Project Board populated with ready-to-launch value-adding projects covering a wide spectrum of functional domains: flights operations, sales & marketing, IT, MRO. The Marketplace also allows general aviation operators to craft their own customized Projects.

Airsource Partners' slim structure guarantees an economical access to aviation expertise. Our flexibility allows us to closely match the needs of the industry. Airsource Partners is not part of any airline, IT or corporate group: we have no hidden agenda and our findings and recommendations are truly unbiased.

BrandAir

BrandAir is a premium marketing service provider which purely focuses on the needs of organisations within the aviation industry. Our highly skilled and diverse team is composed of professionals with backgrounds in business aviation, marketing, fashion, architecture, interior design as well as a creative team of graphic designers, developers and photographers. Together, we have created a concept that is unique to the aviation industry. We offer a wide range of services which apply to any service provider in the industry. Our areas of focus include: Brand Development, Marketing and Advertising, Web and Application Development, Corporate Uniforms, Exhibition Booth Design and Construction, Press Releases and Publications, Social Media Management and more.

Camilleri Preziosi

Camilleri Preziosi is a leading Maltese law firm established in the 1960s having a large international legal practice, advising across all areas of corporate and commercial law. Our firm's approach is to understand clients' key business drivers in order to provide an integrated, solution-driven and business-oriented service. Internationally, Camilleri Preziosi commands an outstanding reputation as a



leading corporate law firm, and has regularly been ranked as a top-tier firm in the Chambers Global, Chambers Europe, IFLR1000 and European Legal 500 directories.

The firm is strongly positioned in the transport industry, including in particular aviation and shipping, assisting clients on financing, corporate, regulatory, licensing, tax planning and fiscal matters. With particular reference to the aviation sector (both business and commercial), the firm's clients include major local and international banks and financiers, aircraft owners, aircraft operators, aircraft lessees and lessors, as well as Malta's only airport, the Malta International Airport.

Chetcuti Cauchi

CCA's mixed team of aviation lawyers, tax advisors, and aviation finance specialists are able to assist with the registration of aircraft in Malta, sale and purchase deals, aircraft chartering and leasing, aviation tax planning, negotiations and drafting of aviation related service agreements such as servicing maintenance and repair agreements. CCA has thorough knowledge and experience in various other areas including bilateral air services agreements, conditions of carriage, regulation of airlines, insurance, regulation of unlawful conduct on board of aircraft, and seizure of aircraft.

DC Aviation

DC Aviation (Malta) Limited was established in 2008 and is a fully owned subsidiary of DC Aviation GmbH. We are the preferred handlers of Europe's leading business jet operators. DC Aviation (Malta) Ltd. is the only dedicated business and general aviation handling company in Malta.

We provide the most discerning traveller with the best service available on the island of Malta. From limousine service waiting on the ramp for passengers and crew, passenger and crew lounges, available 24 hours a day, 365 days a year.

Whether Malta is one's end destination or simply a fuel stop our passion for quality guarantees our customers an expedient transit through customs and immigration and/or fast turnarounds.

Some of our services:

- VIP ramp transport
- Customs and Immigration
- Discounted Aviation Fuel
- Discounted Hotel and Car Hire Rates
- Airport to Hotel Transfers
- Line Maintenance
- Crew and Passenger Lounges
- VIP catering
- Flight Planning
- Met Briefing
- Concierge Services
- Aircraft Charter
- Hangar Facilities
- Online Booking

EMD

EMD is an established multi-disciplinary firm based in Malta providing legal, tax, advisory and corporate services. EMD Advocates, the firm's legal arm, is an established Maltese law firm providing traditional legal services as well as specialized legal services to its clients both in Malta and overseas. EMD Advocates boasts a strong international legal practice with particular emphasis on a number of niche areas including tax law, i-Gaming, financial services, trust law, corporate law, intellectual property, aviation & aircraft registration, ship & yacht registration, immigration and residency, employment law, media & entertainment law and property and construction law. The Advisory arm of the firm, EMD Advisory Services Limited, provides services relating to company incorporation and administration, international and local tax consultancy and compliance, accounting and book-keeping, immigration as well as related advisory services. The firm also provides services in the sphere of ICT, recruitment and human resources as well as trustee and co-trustee.



At EMD we seek to ensure that through our experienced team of professionals, our clients' needs are met in the most efficient and cost effective manner possible. We seek to achieve this by understanding our clients' needs and implementing the best tailor-made solutions for their requirements. Particular emphasis is placed on a transparent and close relationship with each client. EMD's organisational structure is geared towards providing a personalized service to all of its clients under one roof, both in Malta and overseas.

EMD is the Maltese member firm of the Trans European Law Firms Alliance (TELFA). Our clients find this to be invaluable when assistance in cross-border issues, is required. TELFA is also affiliated with US Law which has at least one law firm in each state of the US. The firm's partners and staff are members of the Malta Chamber of Advocates (being the Bar Association of Malta), the Malta Institute of Accountants, the Malta Institute of Taxation, the Institute of Financial Services Practitioners and the Society of Trust and Estate Practitioners (STEP) among others.

Fenech & Fenech Advocates

Fenech & Fenech Advocates is a multi-disciplinary law firm established in 1891 and is one of the leading law firms in Malta maintaining a balance between a forward-looking, dynamic outlook and a service based on tradition and excellence.

The firm saw a rapid expansion in the mid-1980s in the areas of international law, such as maritime law, aviation law, asset finance, corporate finance, investments and securities, corporate law, M&As as well as international tax planning and the use of Maltese corporate and trust vehicles in the context of structuring of international business. The firm is recognised as a leader in a number of areas including aviation, shipping and maritime law, commercial and corporate law, financial services and ICT law.

The Firm's large client base (mainly international) is serviced by 24 advocates and 3 legal procurators. The Firm also operates alongside a number of affiliate companies including a corporate services company specialising in back office administration, a licensed trust and fiduciary company, a ship registration company, a company that provides alternative dispute resolution with a special emphasis on mediation, as well as a company that specialises in assisting clients to access EU funds are among the firm's subsidiaries. The firm and the above mentioned companies are served by over 80 professional, paralegal and support and back up staff. All of the firm's lawyers are highly specialised in their own fields with a number actively involved in the development and amendment of laws related to their areas. In addition, a number of partners and associates lecture on their subject both at the University of Malta as well as at other fora both in Malta and abroad.

FJV Aviation

FJV Aviation Ltd was set up by Francis J. Vassallo, ex governor of the Central Bank of Malta, and Frans Camilleri, a leading aviation expert in Malta. FJV Aviation is part of the Francis J. Vassallo & Associates Group.

FJV Aviation provides a portfolio of services and solutions to owners or operators of private aircraft, business jet operators, leasing organisations, and commercial airlines. Its commitment is to provide the best tax, legal, regulatory and accountancy advice.

For further information, fill in the Contact Form on the web-site <http://www.fjvaviation.com> or contact Mr Frans Camilleri (frans.camilleri@fjvaviation.com) or Sarah Casolani (sarah@fjvassallo.com) or call +356 2299 3100.

Ganado Advocates

Ganado Advocates enjoys a successful international legal practice, advising on a whole spectrum of corporate and commercial law activities. From its earliest days, the Firm has been one of the protagonists in the local legal practice and has contributed specifically to Malta's internationally recognized reputation as a centre for financial services and maritime law.

Ganado Advocates is also evidently focused on its aviation practice and has advised various aircraft financiers, lessors, owners and operators. The Firm was engaged to develop and draft the Aircraft Registration Act, 2010 and was instrumental in Malta's decision to accede to the Cape Town Convention on International Interests in Mobile Equipment and the Aircraft Protocol thereto (the



“Convention”). The new Act regulates the registration of aircraft and aircraft mortgages in Malta and is a key element of the reform which seeks to encourage growth of the aviation business in Malta beyond the traditional aircraft registration incentives.

Guggenheim Partners

Guggenheim Partners is a privately held global financial services firm with more than \$160 billion in assets under management and operations in nine countries. They provide asset management, investment banking and capital markets services, insurance, institutional finance and investment advisory solutions to institutions, governments and agencies, corporations, investment advisors, family offices and individuals.

MicroJetNetwork

www.MicroJetNetwork.com was created by entrepreneur Dean Andrew Kantis in 2006 creating an online porthole which helps both buyers and sellers of specifically VLJ, “Very Light Jet” related aircraft, find each other through an integrated online marketing business model. MJN specializes in specifically the “Aircraft Brokerage” of hard to find “Early Aircraft Slot Positions” for those savvy Buyers that do not wish to wait in line 2,3,4, or 5 years in dealing directly with the Aircraft OEM’s nor wish to spend retail purchase prices! Kantis states, “We can get your airplane cheaper if you go directly to us since we know most of the Sellers that wish to take a loss on their aircraft just to get out of it!”

Orion Malta

Orion Malta is a business jet aircraft management and charter company, registered and licensed in Malta. It holds an Air Operator Certificate (AOC) and a license for charter passenger transportation (ASL). Head office is located in Malta and there is a permanent representative in Moscow, Russia. The company provides full range of aircraft registration and management services to both corporate and private business jet owners. Orion Malta’s current fleet includes Challenger 605 and Hawker 900XP aircraft as well as a new Hawker 4000.

WDM International

WDM International is a multidisciplinary Maltese firm which was founded in 1994. Our business has gradually expanded from the services of accounting and tax consultancy provided by a qualified practitioner, to a multi-disciplinary audit, tax corporate and business advisory firm. Our aim is to continue growing, not only organically, but even by attracting new clients who could benefit from our approach. Our firm has expanded from strength to strength offering a wide range of services to both local and foreign clients. Today, WDM International boasts of a successful healthy client portfolio spread over a broad range of industries from owner-managed and family businesses to companies, firms, international players, together with high net worth individuals.

WDM International offers company incorporation and annual maintenance, management accountancy and consultancy, company secretary and directorship services, tax advisory, compliance and VAT Services amongst others. We offer our clients practical and tangible assistance in their day to day needs. To do this end, we propose cost-effective solutions. It is our aim to provide a tailor-made service throughout, dedicating our energy to turn our clients’ business dreams into a successful reality. We have the know-how and practical experience to guide clients to take advantage of all the benefits Malta has to offer.

Our firm is also well equipped to offer consultancy in the following lines of expertise:

- i. Tax advice geared towards tax efficient business planning;
- ii. Private clients, high net worth individuals and family office structuring;
- iii. Setting up and licensing of financial services operations such as funds, forex companies and credit institutions;
- iv. Setting up and licensing of I-Gaming operations;
- v. Registration of aircraft;
- vi. Registration of yachts and commercial vessels;
- vii. Setting up of trusts, foundations and associations.