



# Mediterranean Commercial Aviation

Friday 24th February 2017

The Palace Hotel

Sliema, Malta

*Official Carrier*





## MCA Agenda

9.00 Registration

9.30 **Welcome Remarks**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

**Opening Remarks from the Moderator**

9.40 **KEYNOTE ADDRESS**

**The strategic position of Malta in the Mediterranean and route development opportunities: The case of Air Malta**

*Joe Galea, CEO, Air Malta*

10.10 **A novel approach to the regional aviation industry development**

*Jordan Karatzas, Executive Vice President, InterVISTAS Consulting*

10.40 Networking Coffee Break

11.10 **The evolving role of the broker in aircraft transactions**

*James O'Shea, CEO, Seefin Aviation*

11.40 **Commercial aviation and the effects of oil and gas in the Eastern Mediterranean**

*Anthony Frances, Aviation Senior Counsel*

12.10 **Airline operations in the Mediterranean and a forecast for the future: The perspective of Embraer**

*Claudio Cheinquer, Sales Director - Commercial Aviation, Embraer Netherlands*

12.40 Networking Lunch Break

14.00 **The main legal and tax incentives attracting major aviation operators to Malta**

*Dr. Desiree Cassar, Tax Partner, DC-Tax*

14.30 **Government participation in the civil aviation industry of a small state**

*Clive Aquilina Spagnol, London based Aviation Management Practitioner*

15.00 **Malta's role in aircraft finance**

*Steve Decesare, Senior Associate, Camilleri Preziosi*

15.30 **Exporting European capabilities in Commercial and General Aviation to developing countries, an opportunity to export safety, to spread aviation education and to sail out of the crisis**

*Raffaele Rossi Patriarca, Attorney at Law, Studio Legale Rossi Patriarca*

16.00 Concluding Remarks

16.10 Networking Coffee

## SPEAKERS

### **Claudio Cheinquer, Sales Director - Commercial Aviation, Embraer Netherlands**

Claudio Cheinquer, Brazilian born, 52 years, current job capacity as Aircraft Sales Director at Embraer Commercial Aviation.

Mr. Cheinquer graduated as Mechanical Engineer and holds a Post-Graduate at Strategic Planning. His aviation career spans over 30 very intense years in commercial aircraft manufacturing, customer support, sales engineering and aircraft leasing and sales.

However it all started at the age of 17 manufacturing composite motor gliders in a small factory in the South of Brazil....

Mr. Cheinquer has been with Embraer for 27 years, currently at the Embraer Netherlands office that covers Europe, Central Asia, Africa and Middle East operations - in these many years, he had the opportunity to contribute to the success of many commercial aviation programs such as the EMB-110 Bandeirante, EMB-120 Brasilia, ERJ 145 and E-Jets E1 and now E2 programs.

### **Steve Decesare, Senior Associate, Camilleri Preziosi**

Steve is a Senior Associate in the EU, Regulatory and Litigation practice group. Steve was recruited by the firm as a Trainee in the latter part of 2007. In 2008 he graduated as Doctor of Laws from the University of Malta. In September 2008 Steve embarked on a LL.M. in Commercial Law at the University of Edinburgh where he studied Banking and Finance, Debt and Insolvency Law, Company Law and EC Competition Law. He submitted his dissertation on the "Application of EC Competition Rules to Public Undertakings". He became an Associate in 2010.

The transport sector, and in particular the firm's aviation and shipping practice, are his principle areas of responsibility. Steve is also actively involved in other areas of practice, mainly public procurement, state aid, general corporate law and commercial law. With particular reference to the aviation sector, Steve assists local and international clients, including international financial institutions, aircraft owners and charterers. His experience includes secured lending and syndicated finance, the sale and purchase of aircraft (including private jets), registration of aircraft in Malta and the granting and enforcement of security over aircraft (including registration of international interests with the international registry established in terms of the Cape Town Convention).

### **Clive Aquilina Spagnol, London based Aviation Management Practitioner**

Clive Aquilina Spagnol has 16 years of experience in financial services and aviation, in which sectors he is also qualified at post graduate level. In 2001 he published one of the very first theses on Aviation Law in Malta. He has worked since then for regulators and regulated entities in Europe, Africa and the Middle East. He also served as the first Head Air Transport Regulation & Legal for the Malta Civil Aviation Directorate.

He is currently based in London where he is working on aviation projects worldwide but with a particular focus on Asia. He also sits on a number of Boards and Committees. Clive is also involved in the academia, pursued flying instruction and is a member of a number of professional associations.#



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.