



Russian Business Aviation

Connecting East to West

Thursday 7th December 2017

Moscow, Russia

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Conference Moderator: Tatiana Chernyavskaya, Regional Sales Manager – CIS and Ireland, FlightSafety International

8.30 Registration in Conference Room

9.00 Transfer by bus to Terminal A

9.30 **Welcome Breakfast – Terminal A**

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• **A-Group FBO Guided Tour**

10.30 Transfer by bus to Radisson Blu Hotel

11.00 **PANEL DISCUSSION**

Russia's advantages for business aviation as a bridge connecting East to West

- Industry standards and regulations
- The future of air taxis in Russia
- The VIP market in Russia
- The operator's perspective
- The strategic location of Russia between East and West

Martin Amick, CEO, Longtail Aviation

Grigoriy Ioffe, Managing Partner, Peremena Avia

David Velupillai, Marketing Director, Airbus Corporate Jets

12.00 Networking Coffee Break

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12.20 **PANEL DISCUSSION**

Financing and leasing business jets in Russia

- Operators and financed aircraft
- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Financial interactions on aircraft transactions

Markus Bärtschi, Director, Aviation Finance, Emerging Europe and Russia, Credit Suisse

Irakli Litanishvili, Founder & CEO, Emperor Aviation

Frank Volz, Transaction Manager, Corporate Aircraft Finance, UBS

Pavel Zakharov, Managing Director, JET24

13.30 Networking Lunch Break

14.50 PANEL DISCUSSION

Purchase and sale of business jets in Russia

- Practical aspects of buying and selling business aircraft
- Legal and ownership matters for Russian aircraft owners
- How to complete an aircraft transaction successfully
- Aircraft registration: Recognition of ICAO standards and oversight

Andrew Charlier, Head of Business Jets, Yachts and Superyachts, Partner, Ince & Co
Capt. Len Cormier, Safety Oversight Advisor, Bermuda Civil Aviation Authority (BCAA)
Mathieu Pezin, Executive Vice-President, Boutsen Aviation
Michael Rusetski, Partner, Mesotis Jets

15.50 Networking Coffee Break

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16.10 PANEL DISCUSSION

Aircraft management, maintenance and operation: How to achieve efficiency and safety

- Selecting an aircraft management company
- Maintenance support
- The benefit of maintenance programs for business aircraft engines and airframes
- The hidden costs of aircraft management and operation
- Satellite communication technology
- How to achieve cost efficiency and profitability

Jay Faria, President and Commercial Director, Airtrade Aviation
Jan Hascher, Director, Business Development, Central- Eastern Europe & Russia, JSSI
Stephan Krainer, General Manager, Primus

17.00 PANEL DISCUSSION

Pilots training and shortage

- The future high demand for qualified pilots in Russia
- Training facilities
- How can the shortage of pilots be resolved?

Tatiana Chernyavskaya, Regional Sales Manager – CIS and Ireland, FlightSafety International

Capt. Tilmann Gabriel, Program Director of the Air Transport Master Programs, City University London

18.00 Concluding Remarks

18.10 Networking Coffee

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SPEAKERS

Martin Amick, CEO, Longtail Aviation

Martin S. Amick is the CEO of Longtail Aviation, which holds the world's only Bermuda AOC and the first AOC issued by Bermuda Department of Civil Aviation in over 40 years. Mr. Amick was instrumental in establishing Longtail Aviation and became its first Head of Flight Operations. He holds a Bachelor's degree in English from Yale University, where in 1973 he was musical director of the Yale Whiffenpoofs; and a Juris Doctor degree from the University of Maine School of Law, where he served on the Maine Law Review. Mr. Amick is a former partner of Verrill and Dana, Maine's oldest law firm, where he concentrated in Aviation Law and Maine Condominium Law. Mr. Amick served as a Captain for Northwest Airlinck, is type-rated in a variety of jet aircraft including the Boeing 737, Falcon 900 series, Gulfstream II, III and IV, Hawker HS125, Lear Jet, Westwind, and Cessna Citation, and has served as check airman and line training captain on each of these types. In addition to his work in establishing Longtail Aviation, he has established and held management positions in three U.S. Air Carriers under FAR Part 135. Mr. Amick has resided in Bermuda since 2003, began flying in Oklahoma in 1968, and soloed at age 17 in 1969.

Markus Bärtschi, Director, Aviation Finance, Emerging Europe and Russia, Credit Suisse

Markus Bärtschi joined the Aviation Finance team of Credit Suisse in 2001. He is heading the market area Eastern Europe, with a particular focus on the Russian market. In his function, he is responsible for private and business jet and yacht related client relationship and deal origination and execution management. He successfully completed more than 100 aircraft financing transactions and has also dealt with recovery and restructuring situations in the wake of the 2008 financial crisis.

Markus has a sound banking and lending background, having worked previously for 8 years in corporate banking at Credit Suisse. He holds a Master degree in Law from the University of St. Gallen HSG. Markus speaks German and English.

Credit Suisse is a leading provider of private and business jet financing solutions to UHNWI clients worldwide.

Andrew Charlier, Head of Business Jets, Yachts and Superyachts, Partner, Ince & Co

Andrew is an experienced transactional lawyer specialising in aviation, yachts and general business and finance. Andrew is based in Paris and is dual qualified in England and France. He has over 25 years' experience in advising on English and French commercial and corporate matters.

Andrew handles transactional business aviation matters, namely negotiation and documentation of sales, purchases, finance and leasing, management, regulatory issues, corporate structuring and registration.

Andrew also specialises in the purchase and sale, construction, financing, chartering and registration of large yachts and as such has extensive experience of representing clients in relation to all aspects of the yachting industry.

He acts primarily on behalf of owners and banks in relation to corporate jets and yachts.

Tatiana Chernyavskaya, Regional Sales Manager - CIS and Ireland, FlightSafety International

Tatiana is the Regional Sales Manager of FlightSafety International for CIS countries and Ireland based in UK. She is a Volgograd State University graduate and has a Master's and Scientific degree in Intercultural Communication with overall 10 years' experience in educational sector with 14 publications in international journals. From 2003 to 2009 Tatiana was a lecturer at Volgograd Pedagogical University and a Head of Linguistic Center at Volgograd Academy of Public Administration before moving to UK.

From 2010 to current time being based in UK Tatiana has occupied several managerial positions in international companies in aviation industry developing businesses in 39 countries in EMEA region. She is a senior sales specialist who has developed extensive professional contacts all over EMEA countries. Tatiana participated in several aviation related conventions, seminars and forums as an exhibitor and a speaker.

FlightSafety International provides highest quality of safety-focused training for aviation professionals, including pilots of fixed and rotary-wing aircraft, maintenance technicians, flight attendants and dispatchers. We put aviation safety at the center of everything we do having FlightSafety company name as our mission and helping aviation professionals operate their aircraft to the highest level of safety. With the development of aviation and having mostly automated technologies in present airplanes it is even more important for pilots to practice their skills on our full flight simulators to react to situations in the best way and prevent possible mistakes to happen in real time flying. For over 65 years, we have continually invested in advanced technology of flight simulators, visual systems and displays, courseware, personnel and an expanding worldwide network of Learning Centers.

Capt. Len Cormier, Safety Oversight Advisor, Bermuda Civil Aviation Authority (BCAA)

Captain Len Cormier is the Safety Oversight Advisor for the Bermuda Civil Aviation Authority (BCAA). He is responsible for advising the Director General Civil Aviation on all aspects of the BCAA safety oversight programme, including the implementation of SMS by service providers.

Prior to working in Bermuda, Len was engaged by the International Civil Aviation Organisation (ICAO) for 14 years as a Chief Technical Advisor in the Asia Pacific region. Over this period, he was responsible for assisting states in strengthening their safety oversight programmes.

He was previously engaged by Transport Canada for 20 years as an inspector and manager in the area of personnel licensing, aerodromes and flight standards. For most of that period, he was responsible for the development of air operator regulations and standards, as well as oversight of air operators.

Len began his aviation career as a pilot for various air operators in Canada. He holds a Canadian Airline Transport Pilots License and is type qualified on the DC-3, C550, CL601, B737, B757, B767 airplanes and on the Bell 206 helicopter.

Jay Faria, President and Commercial Director, Airtrade Aviation

Juarez (Jay) Faria holds a Bachelor's Degree in Aeronautical Engineering and has completed several courses in aviation management and business administration. A short career as a college professor also led him to become a contributor writer for articles published by major aviation magazines.

He started his career at Embraer and later became the General Manager for Líder Aviação in Brazil, one of the largest air-charter companies in the world.

In 1991 he created Airtrade Aviation Corp, a Delaware-based company. Jay wears many hats at Airtrade from negotiator to inspector to strategist to chief-mechanic as a practitioner of the craft of aircraft acquisitions. In this endeavour, he has travelled to more than 50 countries in search of higher-value aircraft purchases on behalf of his world-wide clients. Jay has successfully completed the purchase and sale of over 200 hundred aircraft.

He is married to Andrea Faria, and they have a daughter and a son, Taciana and Arthur. Jay is an avid reader and an aircraft and helicopter pilot.

Capt. Tilmann Gabriel, CEO, tiansalo consultants and Program Director of the Air Transport Master Programs, City University London

A former senior aviation executive with over 35 years of demonstrated results in the aviation industry, a Lufthansa Executive and Training Captain for 20 years with 12,500 hours, Tilmann Gabriel has managed sustained growth for leading airlines, as well as start-ups, Airports, MRO, business jet, helicopter operations, aircraft manufacturers and large training operations. He has created dramatic results for clients such as Lufthansa, Deutsche British Airways, Flexjet, Royal Jet, CHC, Safi Airways and Qatar Airways, and was most recently appointed Assistant Professor and Director of the renowned Master Programmes for Aviation Management of CITY, University of London.

A global executive with leadership experience in European, American, Middle Eastern, and African markets, Gabriel remains a key innovator in airlines and aviation companies and reinforces a safety culture environment while cultivating leadership, integrity and individual responsibility. Next to the research with his many students from all around the industry, Gabriel is consulting and coaching specific aviation projects, supports investors with tenders and purchasing decisions.

An avid speaker at international aviation, training and safety conferences, and columnist for several magazines, Gabriel is considered a thought leader in his field and is writing and researching about the future opportunities in air transport and support systems, future pilot recruitment, training and

workplace cockpit, as well as a new gamified education concept in aviation. As Fellow Member of the Royal Aeronautical Society, Gabriel has recently been appointed Executive Chairman/President of IPTA, the International Pilot Training Association of ICAO, IATA, OEMs, ATOs and Airlines.

Jan Hascher, Director, Business Development, Central- Eastern Europe & Russia, JSSI
Prior to Jan's role at JSSI, he worked as a sales manager for Diamond Aircraft Industries GmbH, Shandong Bin Ao Aircraft Industries Co. Ltd (temporary employment in China), Global Relations Consulting GbmH and Avcon Jet AG. Jan has a Master's Degree (International Business Mgmt) from Vienna University and is fluent in English and German. His current responsibility is to manage all sales and marketing related aspects in Central and Eastern Europe. His home base is Vienna, Austria. He has international working experience in Europe and Asia Pacific and in his spare time he likes to snowboard, MTB and golf.

Stephan Krainer, General Manager, Primus

Stephan Krainer, Founder and General Manager of PRIMUS aero, started his education in Aviation at the young age of 14. He's been in several roles in aviation since. He started his professional carrier as an aircraft mechanic and climbed up the ladder until the foundation of PRIMUS in 2010. Stephan holds all relevant technical approvals issued to persons under EASA. From the engineer's licence, to being a recognized airworthiness review staff to the approval as a quality manager. Since its foundation in 2010, his company PRIMUS has become one of the larger players in the Airworthiness Business with a large variety of Jets under its approval.

Mathieu Pezin, Executive Vice-President, Boutsen Aviation

Mathieu Pezin started flying at 17 years old as glider pilot and joined in Boutsen Aviation in 2003 with an FAA Commercial Pilot Single & Multiengine Land, Instrument Airplane licence, a Bachelor degree in Aviation Management Flight Technology from Florida Tech, USA, where he worked as CFI/CFII until 9/11, and a Master degree in Aviation Management from ENAC, France.

Mathieu Pezin helped Boutsen Aviation with 130 deals to successfully complete to date, ranging from Piper Cheyenne to Piaggio Aerospace Avanti's, from Airbus Helicopters H120 to AgustaWestland AW139 and from Cessna Citation 500 to Bombardier Global 5000. In 2015, Mathieu became Boutsen Aviation Executive Vice President, administrator and shareholder.

David Velupillai, Marketing Director, Airbus Corporate Jets

After gaining a BSc in Aeronautical Engineering from Bristol University in the UK in 1976, David began his career in the design office of Hawker Siddeley Aviation at Hatfield, where he worked on aircraft such as the British Aerospace 146. He joined Flight International magazine in 1978, where he became Technical Editor, reporting widely on new airliners, avionics, engines and spaceflight. In 1984 he joined the Airbus Press Department in Toulouse, where he had the opportunity to share in, and communicate on, the birth and evolution of all of the modern Airbus aircraft family. In 2006 he moved to Airbus' Commercial Directorate where, today, he is involved in marketing and communicating on the company's modern airliner and corporate jet families.



SPONSORS



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A-Group is a leading player on Russian business aviation market, owning full service FBOs in largest and most developed international airports of Russia: Moscow Sheremetyevo and St. Petersburg Pulkovo.

A-Group FBOs include hangar and apron complexes, VIP terminals, own ground handling equipment, vehicles and highly skilled staff. A-Group priorities are safety, confidentiality and quality.



Bermuda is a United Kingdom Overseas Territory and whilst it is regulated by the UK Department for Transport, the safety oversight system is separate from that of the UK and is fully compliant with ICAO. The Bermuda Civil Aviation Authority (BCAA) is responsible safety oversight of all aircraft on the Bermuda Aircraft Registry. Bermuda's Aircraft Registry is extensive and ranks 10th in size when compared to the 191 signatory States to the Convention on International Civil Aviation. The current Registry includes 135 private aircraft and 620 commercial aircraft operated under Article 83 bis Agreements. Bermuda established its first Article 83 bis Agreement in 1998 and approximately 80% of all aircraft which are operated under Article 83 bis Agreements are registered in Bermuda. BCAA has Airworthiness Inspectors based in offices in Bermuda and the United Kingdom. This team is complemented by 20 Designated Airworthiness Inspectors who are strategically located throughout the world. In addition, BCAA has engaged Bureau Veritas (BV) for many years to conduct inspections and oversight on its behalf, from offices based in Moscow and Toulouse.

Note: Bermuda is currently transitioning from the Department of Civil Aviation of the Bermuda Government to the Bermuda Civil Aviation Authority. Until the transition is completed and all documentation amended you may note reference made to both the Bermuda Department of Civil Aviation (BDCA) and/or the Bermuda Civil Aviation Authority (BCAA).



PRIMUS aircraft management solutions is the independent EASA and Bermuda DCA approved Aircraft Management & Aircraft Inspection provider.

As such they are able to manage virtually every aircraft type to the highest standards available and as cost efficient as possible.

Since the foundation PRIMUS has become, a truly distinguished and one of the largest independent Business Aviation Airworthiness Management and Aircraft Inspection Companies in central Europe with more than 20 aircraft under management.

Its client base is located in literally every relevant register like Malta, Aruba, Bermuda, Isle of Man, FAA or EASA.

PRIMUS is focused on Business Aviation!

That's what they do that's where they excel! By them- the independent solution in the market- you will get back full control over your costs.