



2nd Annual Aviation Developments in Finance, Leasing and Insurance

Thursday 29th February 2024
London, UK

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Wednesday 28th February 2024
Pre-Conference Networking Drinks Reception
Hosted by



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CONFERENCE AGENDA

Moderator: Anthony Frances, Senior Counsel, Gateley

8.30 Registration & Networking Coffee
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9.00 Opening Remarks
Panagiotis Panagopoulos, CEO, Aeropodium
Anthony Frances, Senior Counsel, Gateley

9.10 An Introduction to Aircraft Finance: A Bank's Perspective
Sylvain Gloux, Senior Director Origination, Aviation Finance & Investment Solutions, NORD/LB

9.40 Aircraft Lease Transitions: Meeting the Requirements of Airlines for Safety and Cost-Efficiency
Matthew Gee, Chief Operating Officer, Six West

10.10 Boosting Regional Connectivity in Europe
Pablo Jacobo Lopez, Legal & Compliance Director, Euroairlines

10.40 Networking Coffee Break
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11.10 Finance, Leasing and Insurance Challenges for Small European Carriers
Thanos Pascalis, Chief Development Officer, Marathon Airlines

11.40 How Aircraft Delivery Delays and Engine Lead Times Affect the Growth of Airlines
Andri Geir Eyjólfsson, Executive Director, Deputy COO Operations, PLAY Airlines

12.10 Engine Values - Performance and Challenges
David Archer, Director of Asset Valuations - Europe, mba Aviation

12.40 Sourcing and Trading Widebody Aircraft

Ted van Zundert, Aircraft Resourcing and Placement Manager, SGI Aviation

13.10 Networking Lunch Break

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14.10 Psychological Safety in High Risk Work Settings

Prof. Robert Bor, Consultant Clinical, Counselling, Health and Aviation Psychologist, The Centre for Aviation Psychology

14.40 Alternative Structures for Business Aircraft Financing

Simon Davies, VP Sales, UK, Middle East, and India, Global Jet Capital

15.10 Drones - Commercial Success or Failure? Regulatory Challenges for Owners and Operators

Robert Garbett, Chief Executive, Drone Major Group

15.40 Sustainable Aviation Fuel: Past Developments and What to Expect in 2024

Anant Jain, Chief Innovation Officer, Azzera

16.10 Sustainable Aviation Fuel (SAF): Opportunities and Challenges

Kennedy Ricci, President, 4AIR

16.40 Aircraft Insurance: An Overview of the Market

James O'Shea, CEO, Seefin Aviation

Robert Slaughter, Founder, The ALMS Group

17.10 Concluding Remarks and End of Conference

17.20 Networking Coffee

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SPEAKERS

Prof. Robert Bor, Consultant Clinical, Counselling, Health and Aviation Psychologist, The Centre for Aviation Psychology

Professor Robert Bor DPhil CPsychol CSci FBPsS HonFRAeS UKCP Reg EuroPsy is Director and co-founder of the Centre for Aviation Psychology www.centreforaviationpsychology.com which provides well-being support to thousands of pilots. He is a registered and practicing Clinical, Counselling and Health Psychologist in the United Kingdom. He is also a certified Aviation Psychologist in Europe and a Board Member of the European Association for Aviation Psychology, Civilian Psychologist to the Royal Air Force, on the ICAO Mental Health Working Group, Aerospace Medical Association Mental Health Group and European Pilot Peer Support Initiative Committee. He was the Lead Consultant Clinical Psychologist at the Royal Free Hospital NHS Foundation Trust, London until 2023, working in critical care and high-risk settings. He has published more than 35 textbooks and 200 academic papers and chapters in books, including 4 key textbooks in aviation psychology. He received the highest award in aviation in 2017, an Honorary Fellowship of the Royal Aeronautical Society. He is a Liveryman of the Honorary Company of Air Pilots and holds the Freedom of the City of London. Rob is a Churchill Fellow (presented by H. M. The Queen) and together with the AsMA mental health group has recently received the Boothby-Edwards award from the Aerospace Medical Association.

Simon Davies, VP Sales, UK, Middle East, and India, Global Jet Capital

Simon Davies is the VP Sales, UK, Middle East and India, for Global Jet Capital. He has been with Global Jet Capital since its launch in 2014 and brings with him a vast international experience in financing corporate aircraft. He has been part of the team that has grown Global Jet Capital to become one of the world's largest corporate aircraft financiers with over US\$2 Billion of financing, and over 300 aircraft, on its books. Prior to joining Global Jet Capital, he was a vital team member involved in the launch of Guggenheim Aero Finance Company and was instrumental in the development of the underwriting guidelines. Prior to Guggenheim, starting in 1997, he was Senior Director, Sales Finance, at Bombardier for corporate and commercial aircraft and led his team of finance specialists for the global sales finance support. Before Bombardier, Simon started his aviation career in 1989 at CAE, Inc., the world's largest civil aviation simulator manufacturer, and managed their structured finance group. Simon is fluent in English and French and holds a B.A., Economics, University of Western Ontario.

Robert Garbett, Chief Executive, Drone Major Group

Robert Garbett is one of the world's leading Drone and Counter Drone experts, a global business consultant and a driving force in the delivery of the world's first international drone standards.

He is Founder and Chief Executive of Drone Major Group Ltd, the world's leading global Drone and Counter Drone consultancy. He is an experienced commentator and interviewee, advising governments and corporates on the commercial potential of drone technology, strategies for countering rogue drone use and the shape of the emerging national and international standards frameworks in light of the drone industry's continued exponential growth.

Robert Garbett is an ex-army entrepreneur who ended his military career in 2007 as the UK's top airworthiness specialist for the Defence Logistics Organisation. With his CAA Airworthiness accreditation, he embarked on a new career in software development and cyber security, eventually focusing on the fast-growth drone industry.

He subsequently founded Drone Major Group, which uniquely brings the entire world drone industry together, supporting buyers of drone and counter drone services and providing Consultancy services and resources which help companies to realise the economics of what drones can achieve for them, and help to deliver it. The company also encompasses the world's largest online drone industry network.

Robert is also Chairman of the Drone Delivery Group, an industry body created to guidance on key issues facing the drone industry to Governments such as steps required to enable the accelerated commercialization of the UK drone industry. Its members include senior representatives of the aviation industry and various authorities including Boeing, Thales, Microsoft, Department for Transport and the Civil Aviation Authority and over 300 others.

Robert Garbett works closely with the British Standards Institution (BSI), Chairing the UK National Committee on Drone Standards, as well as acting as Convenor of the International Organisation for Standardisation (ISO) working group responsible for global drone standards. He is the only authority worldwide to be advising on standards in Britain, Europe and worldwide and is recognised as a leading authoritative figure and advocate for the global drone industry and its potential to transform economies.

Drone Major Group is uniquely positioned to advise the business community on the extraordinary pace at which drone technology is evolving, developing tailored strategies to minimise the impact of rogue drone use.

Matthew Gee, Chief Operating Officer, Six West

As Chief Operating Officer and company director at Six West, Matthew is a central member of Six West's leadership team, contributing significantly to the company's strategic and operational development. In addition to this, he oversees the flight operations department.

Matthew joined Six West in 2017 as Director of Operations, bringing growth and success to the flight operations department. His commitment to exceptional client service and his keen eye for detail, ensure that our solutions are consistently delivered to high standards.

With over two decades of industry experience, Matthew has developed his knowledge and skills in increasingly progressive roles. Prior to Six West, Matthew led the flight solutions department of a large technical services operator in Ireland, providing services to lessors and airlines. Before this, he worked in the operations control department of one of Ireland's largest airlines, a regional airline and an aircraft leisure airline.

Matthew's love for aviation inspired him to take to the skies – he is a qualified pilot on a variety of single and multi-engine piston and turbine aircraft.

James O'Shea, CEO, Seefin Aviation

James is the CEO of Seefin Aviation (www.SeefinAviation.com) and Chief Sales Director, with an engineering background and a Diploma in Aviation Finance and Leasing, James has established an international aviation consultancy with proven partnerships in China, Indonesia, India, USA, Middle East, and North Africa & Europe.

Seefin Aviation is a family business specialized in the procurement of commercial aircraft, structuring of tax neutral aircraft transactions, sourcing of Airport landing slots and general aviation industry services as required by Airlines. James has expertise in providing turnkey solutions for Airlines fleet planning requirements.

James is joined in the company by his two sons, Cian and Mikey, both of whom take an active role in the day to day running of the company.

Seefin Aviation is based in Ireland the hub of the global Aircraft leasing industry and has unrivalled partners available for technical, maintenance and management strategy support to Airlines/Owners.

James is also CEO & major shareholder of The ALMS Group (www.ALMSgroup.co.uk), a UK Insurance brokerage which is regulated by the Financial Conduct Authority of the UK and has operated as an Insurance/Reinsurance Brokerage for the past 25 years specializing in Aircraft Hull and General Liability Insurance/Reinsurance. James is joined in the company by his daughter Georgina and also Mr. Robert Slaughter and Mr. Andy Pallet, both veterans of the insurance industry.

James has been issued with a certificate of good standing by the UK Financial Authority, details as follows:

Mr. James O'Shea - JXO00228

<https://register.fca.org.uk/s/individual?id=0034G000036sHTnQAM>

James is a regular speaker on the Finance and Leasing circuit and has spoken on the subject of Aircraft procurement, Aircraft Finance, Aircraft Leasing – financial & operational, Aircraft Insurance, Aviation Security Bonding and other Aviation issues, for the Finance Aeropodium Group, prior Covid, in Singapore, Malta and London.

James is now a board member of Aviators Africa - Aviators Africa is a pan African resourceful and integrated media, marketing and consulting company for aviation, travel, and tourism sectors. (<https://theaviatorsafrica.com/board-members/>)

James has a bachelor's degree in electronic engineering from the University of Limerick, Ireland and a Diploma in Aviation Finance and Leasing from the Law Society of Ireland.

Link to James O'Shea LinkedIn profile:

<https://www.linkedin.com/in/james-o-shea-seefin-aviation-and-alm-s-group-ltd/>

James is a family man, with eight children and just welcomed his 4th grandchild to the family this year. James likes to build business relationships in the old traditional way, creating and developing friendships that last for life and always there to help where he can.

Thanos Pascalis, Chief Development Officer, Marathon Airlines

Thanos Pascalis studied Aeronautical Engineering in the UK, followed by a Masters in Air Transport Engineering from Cranfield Institute of Technology. He settled in Hatfield, UK, working for British Aerospace Commercial Aircraft within the Airworthiness section. Following that, he held Engineering Manager positions and assisted in the setting up of the first Greek private airlines Southeast European and Apollo Airlines. In 1996 he returned to the UK to join Monarch Aircraft Engineering in Luton as Customer Support Manager, looking after the company's third-party business. Thanos returned to Greece again in 1999 for the startup of Aegean Airlines, taking the position of Technical Director, responsible among other things for the EASA Part 145 and CAMO approval of the company. In early 2009, Thanos was appointed Chief Operating Officer and Accountable Manager of the new private Olympic Air with responsibilities for both technical and flight operations. He also held the position of CEO within the separate Engineering entity owned by MIG. In February 2011 was appointed CEO of Olympic Air.

In 2013 he was a founding member of Elix Aviation Capital in Dublin, a specialized Turboprop Lessor, taking up the position of COO and Board member. In 2018 was appointed CEO of Ellinair a IT specialized carrier based in Thessaloniki.

In 2021 Thanos joined Marathon Airlines as COO based in Athens. Marathon is an airline specialising in executive travel.

Robert Slaughter, Founder, The ALMS Group

Joined Royal Insurance Group March 1962 in London. Left Royal Reinsurance as Chief Underwriter in all classes. Whilst there, was instrumental in setting up Royal Reinsurance in the USA and Canada.

Managed and controlled all Inward Underwriting for Proportional/Non-Proportional/Facultative for all classes –Property/ Liability/ Marine/ Aviation/ Engineering/Financial Products. In addition, controlled the Outward Reinsurance placement of the entire Royal Insurance Group (excluding the USA)

Head Hunted by Municipal Mutual in October 1988 to join their Board and to become Assistant General Manager in charge of all reinsurance matters both inwards and outwards worldwide of all classes. Assisted in selling Municipal Mutual in 1993 to the Zurich Group and Prime Health (Life arm Municipal Mutual) to Standard Life.

Left the Underwriting side in 1993 and worked with several Lloyds Brokers and Lonsdale Insurance brokers until 2021.

Founded The ALMS Group in March 1998, specialising initially in the UK in “After the Event” Insurance.

Over the last 25 years ALMS Group Ltd has gradually developed its Business and now operates on a European and Worldwide basis dealing with risks, both on the Direct side and Reinsurance and specialising in Aviation Risks, currently Director of Reinsurance with The ALMS Group. In addition, assisted the Chartered Insurance Institute in Lecturing at Moorgate Polytechnic on Fire Hazards and Fire Protection for several years and the setting and marking of the C.I.I Elements of Insurance Exams.

Expert Witness for the R.O.A.

Lectured and have given various talks on Insurance and Reinsurance subjects in many territories including Australia/Canada/Europe/India and the USA.

Have been a member for the Chartered Insurance Institute since 1962 and possess the titles of F.C.I.I and Chartered Insurer (C.I.)