



12th ECAS
European Corporate Aviation Summit

Friday 26th April 2024
Bromma, Sweden

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ECAS AGENDA

8.30 Registration

Moderator: Puja Mahajan, CEO & Founder, Azzera

9.00 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 **KEYNOTE ADDRESS**

Holger Krahmer, Secretary General, European Business Aviation Association (EBAA)

9.30 **Corporate Aviation - A driver for sustainability**

Fredrik Kämpfe, Director Industry Affairs, Swedish Aviation Industry Group (SAIG) and Chairperson, European Helicopter Association (EHA)

10.00 **Privately owned aircraft as part of critical infrastructure**

Brian Liddle, CEO, Svenskt Industriflyg

10.30 Networking Coffee Break

11.00 **The future of corporate helicopters**

Michael Savbäck, Founder & CEO, Savback Helicopters

11.30 **Dedicated charter program through operating lease**

Alexandra Asche, Sales Director Europe, Global Jet Capital

12.00 **ACJ, a safe and resilient asset to invest in**

Eric Jullien, Deputy Vice-President, Commercial, Airbus Corporate Jets

12.30 **Fleet planning**

Gabriel Bastos, Global Head of Sales, Guardian Jet

13.00 Networking Lunch Break

Moderator: Prof. Dr Triant Flouris, President, New England Aeronautical Institute

14.30 **Integrating ESG principles and operator impact in aircraft appraisal: Bridging appraiser and operators' perspectives**

Thomas Klaster, Managing Director and Accountable Manager, PTL Luftfahrt

15.00 **Navigating safety intelligence together**

Martin Lidgard, CEO and Founder, Web Manuals International

15.30 **Pathways to private aviation decarbonization**

Soha Lupescu, Aviation Researcher, SAF & Hydrogen-Electric Powertrain, Embry-Riddle Aeronautical University

16.00 **VAT and your aircraft**

Mark Byrne, Director, Martyn Fiddler



16.30 Closing Address

Nicola-Jane Sellers, Group Sustainability Manager, Luxaviation Group

17.00 Concluding Remarks

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SPEAKERS

Alexandra Asche, Sales Director Europe, Global Jet Capital

Alexandra Asche has worked in the shipping and corporate finance industry for +10 years. Being originally from Hamburg, she started to work at Berenberg in 2005 in the International Shipping Team. In 2013 she moved to the Corporate Banking team of Berenberg in London. However, in 2015 Alexandra moved to Frankfurt to focus purely on ship financing for larger corporates at Deka Bank and ING Bank. In 2018, she got the opportunity to join Global Jet Capital as Sales Director for Europe to set up their Swiss representative office. At Global Jet Capital, she is focusing on leasing and financing solutions for business and private jets. She holds an MBA from University of Bedfordshire/UK and a Ship Finance Manager from the Frankfurt School of Finance.

Gabriel Bastos, Global Head of Sales, Guardian Jet

Serving as Guardian Jet's Global Head of Sales and as a member of the company's senior leadership team, Gabriel Bastos is responsible for establishing and maintaining relationships with the company's aircraft brokerage and consulting clients in the United States and abroad. Among his responsibilities, he leads a team of a dozen sales VPs positioned in satellite offices that are located both domestically and internationally. In his role, Gabriel oversees his team's sales targets, achievements and client relationships.

With an extensive background in both aviation and finance, Gabriel has served a wide range of clients throughout his career. Prior to joining Guardian Jet, he enjoyed a successful career with the global aircraft manufacturer Embraer Executive Jets, located in the U.S. and in five international countries.

From 2012-19, he served as Embraer's Regional Sales Director. Based in Mexico, he was responsible for new and preowned private jet sales in that country as well as in Brazil, Colombia and Central America. In 2016, Gabriel relocated to New York City, where he oversaw aircraft sales in the northeastern U.S. During his seven-year tenure at Embraer, he twice earned the company's Top Performer Worldwide designation.

Previously, Gabriel was a Business Trader for Cisa Trading, the international wholesale trading company based in Sao Paulo, Brazil. Earlier, he worked in the finance industry as a Structured Business Sales Analyst in Itaú Unibanco, also based in Sao Paulo. In addition, he served as a Treasury Specialist at BMW Brazil Ltda., and in the Wholesale Credit and Risk Management Department at BMW Financial Services.

Gabriel earned a bachelor's degree in Business Administration from Fundação Armando Álvares Penteado, in Sao Paulo, Brazil, as well as a post-graduate certificate in financial management at Ibmecc Sao Paulo. He also honed his negotiation skills through training at Columbia Business School in New York City.

Gabriel serves on the board of directors for the RedTail Flight Academy. Based at the New York Stewart International Airport, RFA is a Tuskegee Airmen-inspired pipeline to career possibilities for underrepresented people of color.

A native of Brazil, he is fluent in Portuguese, Spanish and English. He is married and has two young children. Traveling and exploring new places is his family's hobby.

Mark Byrne, Director, Martyn Fiddler Aviation

Mark Byrne is a director and shareholder of Martyn Fiddler Aviation. Mark studied law at the University of Westminster and received his MBA from Manchester Business School. Mark worked internationally before moving back to the Isle of Man in 1987 and joining the ICM Group.



Mark's lifelong interest in aviation led him to initiate the acquisition of Martyn Fiddler Associates in 2005 and to inspire the ICM Group to provide structuring solutions for business aircraft. Continuing from this success Mark worked with Isle of Man customs and international advisors to establish VAT efficient structuring solutions which would comply with domestic and international regulations.

Having already built a substantial reputation within the aviation industry, Mark conceived the Isle of Man Aviation Conference in 2010 with the inaugural conference being held in 2011. This is now established on the business aviation annual conference circuit with delegates travelling from around the world to attend.

Mark continues to spearhead new business concepts and strategies while ensuring Martyn Fiddler Aviation stays true to its roots and values. Relationships have always been the key to the success of the Martyn Fiddler Aviation team and Mark makes sure the team continue to stay connected to this philosophy.

Eric Jullien, Deputy Vice-President, Commercial, Airbus Corporate Jets

Professional Experience

From 2009, Deputy Vice President Commercial for AIRBUS Corporate Jets.

From 1997 to 2009, Regional Sales Director South and East Europe at AIRBUS Commercial Aircraft, in charge of airlines in Greece, Israel, Italy, Lebanon Malta and Poland.

From 1992 to 1997, Business Manager Civil Aviation at OFEMA (Office Français d'Exportation de Matériel Aéronautique) in Paris.

From 1990 to 1992, Assistant Manager at BBL Aviation in Paris, the aircraft finance division of Bank Brussels Lambert.

Military Service

Intelligence Officer (Lieutenant) in the French Air Force from 1989 to 1990.

Education

From 1987 to 1989, MBA in Finance and International Business Strategies from ESSEC (Ecole Supérieure des Sciences Economiques et Commerciales) in Paris.

From 1984 to 1987, Civil Aviation Engineering Degree in Aircraft Design, Manufacturing and Airline Operations from ENAC (Ecole Nationale de l'Aviation Civile in Toulouse).

Languages

French & German: native languages

English & Italian: fluent

Russian: beginner level

Hobbies

Travelling, History, Modern Painting & Music, Martial Arts, Motor Biking, Scuba Diving.

Miscellaneous

Married, 1 son, 1 daughter.

Born March 1964 in Strasbourg (France).

Brian Liddle, CEO, Svenskt Industriflyg

Brian Liddle, CEO of Svenskt Industriflyg, brings a diverse background to his role. Growing up in Africa, his passion for aviation was sparked early on. Upon returning to Sweden in his twenties, he pursued his interest by obtaining a pilot license and working in the private jet industry. In addition to his aviation career, Brian has also ventured into television, serving as a technical director for notable events like the 2012 Olympics and the first seasons of Survivor. Prior to joining Svenskt Industriflyg, he held the position of marketing manager at a Swedish regional jet company. Recognising his skills, the owner of Svenskt Industriflyg entrusted Brian with leading the company through a transitional phase, thus beginning his tenure as CEO.



Puja Mahajan, CEO & Founder, Azzera

Puja Mahajan, a seasoned aviation executive with 25+ years of experience, is known for pioneering innovation and service excellence. She began her career after earning a degree in Mechanical Engineering with a minor in Environmental Engineering from McGill University. With a notable history at Pratt & Whitney Canada and Bombardier Aerospace, holding critical roles like Aerodynamics engineer, Product Planning Manager and Director of Flight Operations, Puja has always kept innovation and leadership at the forefront of her work.

Amongst the most significant achievements was the launch of the Learjet 40 and Challenger 300 aircraft. As Bombardier's DFO, she spearheaded the global expansion of Bombardier's award-winning Safety Standdown initiative, recognized as a premier aviation safety event by the U.S. National Transportation Safety Board.

During her tenure as CEO of European operator Elit'Avia, Puja drove remarkable growth, doubling fleet size and revenues. Currently, as the Co-Founder and CEO of Azzera, she channels her passion for business aviation and dedication to environmental sustainability. Fluent in five languages and a resident of Switzerland, Puja Mahajan is a true global influencer. For inquiries, reach out at puja.mahajan@azzera.com or +41 78 208 4199.



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Meton CAMO Aviation Services is an aviation company specialising in technical Consultancy Services and CAMO.

Meton CAMO is an EASA Part-CAMO Organization holding the certificate approval CY.CAMO.0009 by the Cyprus DCA. It also holds the Guernsey Civil Aviation CAMO Validation Certificate.

Our company specializes but not limited to in the most common commercial aircraft, business jets, and engines. We provide the entire range of continued airworthiness support services following all the regulatory authorities’ rules.

Our technical services include aircraft inspections, transitions, recovery, returns, maintenance events, buyouts, and airworthiness assessment.



Integrated Aviation Systems (IAS) presents the REDiFly ETL, an electronic technical logbook software solution that works on all operating systems assisting air operators to become fully connected, data driven operators.

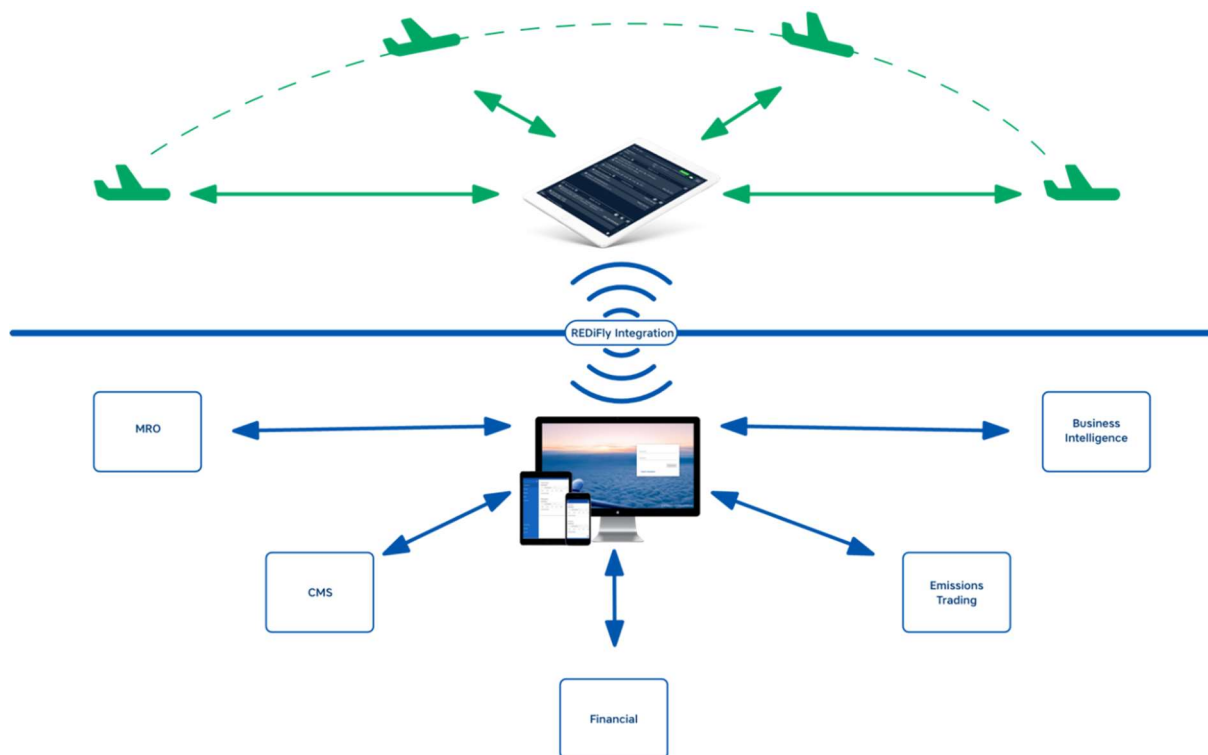
IAS digitizes the current paper-based aircraft technical logbook (ATL) to assist air operators to improve fleet airworthiness, enable preventative maintenance, and future-proof aircraft performance through analyses of real-time data.



REDiFly is a flexible ETL solution that *adapts to an air operator's needs* and helps to utilize the benefits of the digital age through real-time and accurate data.

REDiFly ETL:

- Corporate, Commercial and Cargo solutions
- Device agnostic and runs on all operating platforms (iOS, Windows, Android)
- Versatility in relation to the air operator's EFB device scenarios
 - Pilot-issued
 - Aircraft tail number-issued
- Operates in all wireless connectivity environments (cellular, satellite, Wi-Fi)
- Adaptable to mixed fleets
- Integrates with Flight Scheduling, MRO, Crew Management, Finance and more.
- Customizable to client's needs and preferences (process and data capture)



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