

AEROPodium



13th ECAS
EUROPEAN CORPORATE AVIATION SUMMIT
9th May 2025 | Warsaw, Poland

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PRIMUSAVIA



ECAS AGENDA

9.00 Registration & Networking Coffee

Moderator: To be confirmed

9.30 Opening Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.40 **Financing Business Jets in 2025**

Alexandra Asche, Sales Director Europe, Global Jet Capital

10.00 **The ACJ DNA**

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

10.30 **ASP: Your Financial Co-Pilot for Stress-Free Aircraft Maintenance**

Stephan Krainer, Founder & CEO, Primus Avia

11.00 Networking Coffee Break

11.30 **Room for Manoeuvre - Business Aviation in the Field of Tension Between Global Mobility and Entrepreneurial Families' Challenges**

Tobias Heining, Business Development - Europe, Martyn Fiddler Aviation

12.00 **SAF in European Business Aviation and Challenges for the Future**

Geraldine Pic-Paris, Director of Sales EMEA, ATOBA energy

12.30 **Decarbonization - The Elephant in the Room**

What are the Options for Business Aviation - Ignore the Challenge or Drive Change?

Dr. Ulrike Ziegler, President of The Board of Directors, IMPACT on Sustainable Aviation

13.00 Networking Lunch Break

14.30 **The Future of On-demand Flight Planning Distribution**

Tamas Hess, Co-Founder & CEO, AirTamsi

15.00 **Guardian Jet Consulting: Insights into Aviation**

Alasdair Smith, Regional Sales Associate, Europe, Guardian Jet

15.30 **Invisible Risks in Aircraft Transactions: Navigating Supply Chain Disruptions, Tariff Turbulence, and Potential Balance Sheet Challenges: How Independent Expertise Mitigates Emerging Risks in a Volatile Global Aviation Market**

Rachel McKay, Partner, McXperts & Chairwoman, German Aviation Expert Association (GAEA)

16.00 Concluding Remarks

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.

Tobias Heining, Business Development - Europe, Martyn Fiddler Aviation

Tobias Heining joined Martyn Fiddler Aviation in 2023 to support business development in continental Europe. Prior to joining the Martyn Fiddler team, Tobias gained in-depth knowledge of the structures, business models and markets of Professional Service Firms (PSFs) as a Business Development Director in large international law firms. With over 20 years of driving progress and innovation, Tobias has established a reputation as a thought leader and pioneer in Europe and beyond.

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).

Stephan Krainer, Founder & CEO, Primus Avia

Stephan Krainer is a seasoned aviation expert and the visionary behind Primus Avia, a global leader in private aircraft management and consulting. Since founding the company in 2010,

Stephan has been dedicated to delivering cost-efficient, high-quality solutions tailored to the unique needs of Ultra High Net Worth Individuals (UHNWIs).

Under his leadership, Primus Avia has become renowned for its proprietary spare parts provisioning system and EASA Part CAMO certification, ensuring safety, efficiency, and exceptional service. Stephan's commitment to sustainability and innovation has further solidified his reputation as a forward-thinking leader in the aviation industry.

With a passion for aviation and a relentless drive for excellence, Stephan continues to shape the future of private aircraft management, offering clients seamless, personalized, and reliable solutions.

Rachel McKay, Partner, McXperts & Chairwoman, German Aviation Expert Association (GAEA)

Rachel McKay is a certified aircraft valuation expert with over 40 years of professional experience in the aviation sector. She completed formal training and certification as an Aircraft Maintenance Engineer (equivalent to FAA A&P and EASA Part-66) at Lufthansa Technik in Hamburg.

Throughout her career, she has held instructional and senior roles at Lufthansa, LTU, and Airbus Industrie. Between 1980 and 2012, she also held a pilot license and flew part-time. Since 1993, she has worked as an independent aviation consultant and, from 2001 onwards, focused exclusively on business and corporate aviation.

In this capacity, she served as Accountable Manager of an EASA Part-CAMO organization and was responsible for compliance with European airworthiness and operational regulations.

Rachel McKay is a publicly appointed and sworn expert witness under § 36 of the German Trade Code (GewO), formally certified by the Chamber of Industry and Commerce (IHK) Hanover. Her appointed field of expertise is the valuation of aircraft with a maximum take-off weight (MTOW) of more than 5,700 kg, especially business jets.

In addition to her certification, she is currently serving her third elected term as Chairwoman of the German Aviation Expert Association (GAEA e.V.), the only multi-national network of officially certified aviation experts in the D-A-CH region (Germany, Austria, Switzerland).

Her appraisal work is recognized by courts, leasing companies, and insurers across Europe and internationally.

Alasdair Smith, Regional Sales Associate, Europe, Guardian Jet

Alasdair serves as a Regional Sales Associate for Europe, supporting Guardian Jet's expansion across the region. With a career in aviation spanning a decade, he brings extensive experience in charter brokerage, fleet management, and business development.

He began his aviation career in 2014 with the VIP charter broker Fly Victor, working in London and Santa Barbara, CA. He then joined AIR HAMBURG, Europe's leading charter operator, where he advanced to Head of Flightcare, overseeing fleet optimization and customer service for a fleet of over 30 aircraft, ranging from light jets to ultra-long-range aircraft.

In 2021, Alasdair co-founded Platoon Aviation, an airline operating a fleet of Pilatus PC-24 jets for ad-hoc charter across Europe. Under his leadership, the fleet expanded from two to nine aircraft, establishing the company as a key player in the charter market. His role encompassed multiple facets of the business, including operations, sales strategy, procurement, and marketing.

At Guardian Jet, Alasdair leverages his deep industry knowledge and operational expertise to assist clients with aircraft acquisitions, fleet planning, and strategic asset management.

Dr. Ulrike Ziegler, President of The Board of Directors, IMPACT on Sustainable Aviation

Ulrike Ziegler is President of impact on sustainable aviation e.V., a non-profit association founded in early 2022 by leading financiers in aviation. impact, the largest sustainability-focused aviation industry association with 35+ members, aims to support and promote decarbonization strategies in aviation, i.a. through its unique Milestone Concept and mobilization of capital for decarbonization technologies.

Ulrike has more than 20 years aviation experience and held senior positions at UniCredit Bank as Global Head of Aircraft Finance and at ING Germany as Head of Aviation. She has worked with airlines and lessors around the globe at various stages of their business development. Keen to facilitate change she has spearheaded major strategic projects throughout her career.

Ulrike has spent many years serving on the investment committee of an aircraft fund. Prior to her aviation career she has worked in Project Finance, Export Finance and Syndications.

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Guardian Jet LLC is the world leader in aircraft brokerage, consulting and data analytics, which helps its clients find, buy, sell and appraise jet aircraft. For sellers, Guardian Jet helps aircraft owners secure the maximum value for their pre-owned private jet in the shortest possible time. For buyers, Guardian Jet helps clients identify the right aircraft, and—leveraging the firm’s market intelligence and consulting—helps them purchase it at the right price and at the right time. Every client has 24/7 access to Guardian Jet’s Vault, the most robust aviation asset management portal in the industry. The Vault provides remarkable insights, along with the transparency to help aircraft owners understand the real costs of owning and operating a jet. To learn more about aircraft consulting and brokerage services, visit <https://guardianjet.com>.



Primus Avia is a global leader in private aircraft management, consulting, and technical services, dedicated to delivering unparalleled expertise and cost-efficient solutions to our clients. With over a decade of experience, we specialize in guiding Ultra High Net Worth Individuals (UHNWIs) and businesses in acquiring, managing, and maintaining their aircraft with precision and care.

At Primus Avia, we are committed to redefining excellence in aviation, fostering long-term relationships, and providing personalized services that align with our clients' goals. To learn more about our aircraft management and consulting services, visit <https://primusavia.com>