

**AERPODIUM**

*2<sup>nd</sup> Annual*

## **Malta Corporate Aviation**

Monday 29th November 2021

Virtual Conference

*Hosted by*

**APTN.aero**

*Silver Sponsor*

**Aeromutlu**  
Aviation Services

## AGENDA

**Moderator: Alan Phelan, Founder & CEO, APTN**

12.00 GMT / 13.00 CET

Welcome Remarks

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

*Alan Phelan, Founder & CEO, APTN*

12.10 GMT / 13.10 CET

**Current business aviation market opportunities for European aircraft**

*Giovanni F. Piccione, MD & CEO, G&G Aviation*

12.40 GMT / 13.40 CET

**At the end it's all about People**

*Jaap Hoekstra, CEO, Kilpatrick*

13.10 GMT / 14.10 CET

**MRO IT: Covid-19 - Threat or boost?**

*Nick Godwin, Director, NSGAero*

13.40 GMT / 14.40 CET

Topic TBC

*Adrian Parcell-Jones, Tax Director, Martyn Fiddler Aviation*

14.10 GMT / 15.10 CET

Concluding Remarks

## SPEAKERS

### **Jaap Hoekstra, CEO, Kilpatrick**

In 2003, Jaap took over the executive search firm Kilpatrick™ and built up the business globally to become a leading player in cross border searches, focusing on international searches for both MNC's and Mid-Caps trying to define key players.

Jaap has built a reputation with both clients and candidates that are based on superior communication and project results that exceed expectations. Working at the highest levels, he has successfully built teams for early-stage clients as well as reinvigorated established organizations with new talent.

Jaap's specialty is to manage cultural differences aiming at the best possible return on investment for both Company and executive.

Since 2013, Jaap is the Global CEO of Kilpatrick Group SA, which includes: Kilpatrick Executive Search, Kilpatrick Digital, Kilpatrick Solutions, Kilpatrick Aviation and Kilpatrick Bioprogress.

### **Alan Phelan, Founder & CEO, APTN**

Mr Alan Phelan is the CEO and founder of APTN.aero, the first professional body for aircraft technical professionals. He was formerly Senior Vice President of Marketing and Sales at HaoTong AeroTech and helped set up their technical operation in Dublin. He is an experienced aviation professional with over 30 years' experience in various senior sales, customer support, marketing and aircraft engine leasing roles, most recently with Lufthansa Technik in Hamburg and Dublin and previously with Airmotive Ireland, a jet engine overhaul facility that was located in Dublin. He has an in-depth knowledge of the aircraft leasing business holding the Law Society's Diploma in Aircraft Leasing and Finance and an MBA in Aviation from Embry Riddle. Alan is also a member of ISTAT.

### **Giovanni F. Piccione, MD & CEO, G&G Aviation**

A professional with over 30 year experience in the aviation market, under different roles, he is the MD & CEO of G&G Aviation a representation and consulting company offering products and services to airlines, business jets and helicopters operators, training centres, lessors and finance companies.

After a university degree in Mechanical Engineering and an experience in the Italian Navy, he started his aviation career at Alitalia as Project Coordinator of Fleet Purchasing and Sales. There he took care of the acquisition of new aircraft, engines and simulators for the entire group, leading the negotiation of commercial, contractual and technical aspects with the suppliers including final acceptance.

At the end of 1994 he founded, with a colleague, G&G Aviation which rapidly expanded its field of activities obtaining the representation of various aircraft and equipment manufacturers including SAAB, Dornier, MD Helicopters, One Aviation, Frasca, EDM and others.

Working at complex transactions, from time to time, as representative or advisor of airlines, business aviation clients, manufacturers, lessors and investors, obtained a broad view of the requirements and constrains of each party and gained trust and respect from all such industry players establishing an extensive worldwide network of friendly contacts. He also made several aircraft appraisals and evaluations of aviation companies.

Between 2017 and 2019, in addition of managing G&G, he also took the role of VP Helicopters at Sparfell & Partners.

Giovanni was a teacher at Aviation Masters at La Sapienza and LUISS universities, in Rome, and a speaker or panellist at various aviation events like Airline Economics Growth Frontier Conference, Helitech and Dublin Aviation Summit.

He is a member of the International Society of Transport Aircraft Trading (ISTAT) and regularly attends major Air Shows and aviation conferences.

## SPONSOR



Aeromutlu Aviation Services is an independent Aviation Consultancy Organization founded by Cengiz Armutlu, who has almost 30 years of experience in Aviation Industry. Aeromutlu Aviation Services is on duty with its worldwide experienced pool of Aviation Consultants and cooperation partners for the client projects. The Founder and Senior Consultant Cengiz Armutlu has started his aviation career in 1991 as a licensed Avionic engineer and worked more than 17 years actively in the Line and Base maintenance of Istanbul Airlines, Pegasus Airlines and Lufthansa Technik AG. He holds an EASA Part 66 Cat A/B1/B2/C License and qualified for B737CL/NG and A320 Family aircraft. Moreover, he undertook studies in industrial engineering to strengthen his aviation skills from a management, organizational, and commercial perspective and graduated from the University of Applied Sciences Wiesbaden (now University of Applied Sciences Rhein Main) in 2007 as an industrial engineer (Diplom Wirtschaftsingenieur). Cengiz subsequently undertook a role as Senior Project Manager in the Aircraft Transition department within LHT, thereby managing many internal and third-party client aircraft transition projects until 2014. Cengiz then became a technical operations fleet manager for LHT Maintenance International GmbH, serving as the Fleet Manager and Head of the Maintenance Planning, Archive, and Warehouse departments in Bangkok for a client Airline that operated 30 aircrafts. Cengiz switched companies at the end of 2017 and became the Accountable Manager of Azurair GmbH and its Part 145 organization. After the liquidation of Azurair GmbH in May 2019, he decided to use his many years of aviation experience to establish his own business, Aeromutlu Aviation Services. Cengiz is a DIN ISO EN/IEC 17024 certified Expert Witness for Aircraft Valuation, Engineering and Maintenance and Member of BDSF (Federal Association of German Experts and Appraisers) and ISTAT (International Society of Transport Aircraft Trading).

Aeromutlu Aviation Services with its Professionalism, Flexibility, Reliability and Solution Orientation providing his services to the 100% satisfied customers whenever and wherever clients need. Aeromutlu Aviation Services is in charge of lessors, operators, Investors, Banks, Insurance companies, other consulting companies, MROs, CAMO organizations etc. with its long year experienced consultants.

Aeromutlu Aviation Services can help the clients around the clock and wherever they need with the customer tailored support services such as but not limited:

- Expert Witness Services regarding Aircraft, Engineering and Maintenance, for Courts, and other Clients
- Aircraft Valuation Services from small propeller Aircraft up to big Passenger Jets for Owners, Operators, Banks, Lessors, Insurance Companies
- Aircraft Transition Services for Operators and Lessors, provide aircraft transition support to both operators and lessors through a variety of technical assistance services, such as prepurchase/lease assessment, physical inspection, record review, transition layover

representation, and/or transition project management, to ensure that the client has a smooth and cost-effective transition period.

- Aircraft Document Inspection, Sorting and Scanning, we provide, with our mobile team, high-quality documentation services to the client as needed, with the documentation sorted, scanned, and delivered to the client in the requested format, thereby reducing the stress and costs during aircraft transition or operation.
- Aircraft Physical Inspection and Reporting for pre purchase, prelease or as lease midterm Inspection.
- Aircraft Base Maintenance Representation for the lease In/return layover, Routine Maintenance Checks, Paint Layovers, Modification layovers etc.
- Aircraft Delivery Support for new or used Aircraft, assisting the clients such as physical inspections, test/demo flight attendance, borescope inspection witnesses, MPA run witnesses, and record reviews, to ensure regulatory or contractual compliance, and report any identified issues or risks to the client. We also assist the client during the technical acceptance negotiation
- Project Management / Interim Management, we provide experienced Project Managers / Interim Managers for any kind of clients' project and support them to achieve the goals with ensuring that the defined scope, project goals, timeframe, desired quality, and budget of the project are met.

Aeromutlu Aviation Services is ready to listen customers' needs and find a proper solution which brings them to the success.

For more Information contact: Aeromutlu Aviation Services via [www.aeromutlu.com](http://www.aeromutlu.com) and follow via:

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