

DAILY NEWS

www.aviation-times.aero

≡ 2015 ≡

Day 2



HIGHLIGHTS OF DAY 2

Day two of CEPA Expo & EBAA Regional Forum commenced with joint opening remarks from Dagmar Grossmann & Fabio Gamba, including a video of the highlights of day one.

Day two of CEPA Expo commenced with joint opening remarks from Dagmar Grossmann & Fabio Gamba, including a video of the highlights of day one.

Formal proceedings started with an interesting presentation on a number of innovative solutions to avoid air capacity gridlock. The presentation by Carlo des Dorides, Managing Director, GSA illustrated a number of ways how capacity problems may be averted.

This was followed by a

panel discussion on the impact of CEE Barriers on the acquisition of aircraft. Disparities in VAT and numerous other regulations can

create difficulties when trying to acquire an aircraft in Central and Eastern Europe. This part of the morning concluded with a presenta-

tion about the air navigation services the Czech Republic.

Following the coffee break there was a presentation from Dassault Aviation about

digital flight controls and this was followed by a panel discussion on aircraft safety procedures and the differences around the world.

The final sessions of day two took a look into the future to see how business aviation will progress in Central and Eastern Europe. A fascinating panel discussion saw Dassault Aviation, Aero Vodochody, Embraer and Bell Helicopter give their views on future developments.

CEPA Expo 2015 was brought to a close by Roger Whyte and Brian Humphries, they formally closed the event, thanked delegates for attending and wished them a safe journey home.

"The Future of Business Aviation is taking place today, not Tomorrow!"

Philippe Foulon, Société Générale Equipment Finance



DAY 2 HIGHLIGHTS OF DAY 2 OF CEPA EXPO 2015



JUST CULTURE. IT SHOULD BE A NO-BRAINER, YET ITS DISSEMINATION IS SLOW

"We are busy preparing for the implementation of Part-NCC next August and working with our clients to make sure they are fully aware of the impact on their aircraft operations. We are also keeping a keen eye on the implementation of the Cape Town Convention by the Isle of Man, following ratification by the UK."

Heather Gordon, Legal counsel for the ICM Group

"Glad to be here."

Roman Wiedenhofer, Avcon Jet



PECULIARITIES OF CEE BARRIERS TO AIRCRAFT ACQUISITIONS, A REVIEW



SOLUTIONS TO THE CAPACITY GRIDLOCK WILL COME FROM THE SKY

Managing Director, GSA



AN OEM'S POINT OF VIEW: AFTER FURTHER, ARE FASTER AND/OR CHEAPER THE NEXT REVOLUTIONS?



"I look forward to CEPA Expo each year. It is more than the networking and the education you get. CEPA identifies real issues for Central European Aviation and looks for solutions."

Andrew Charlton, Aviation Advocacy



Pavla Žáková, Ministry of Foreign affairs



Networking Evening@SaSaZu

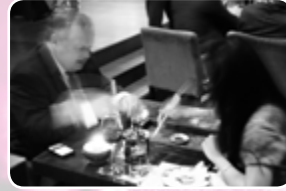
Delegates enjoy a taste of Asia at the CEPA Expo Evening Reception

CEPA Expo delegates were treated to an Asian themed night of exotic food and entertainment last night at the evening reception. Guests were welcomed to SaSaZu, the award winning restaurant and entertainment venue, and were able to relax after a busy first day of presentations and discussions. SaSaZu pull out all the stops to provide an

exotic range of cocktails, a dinner menu comprising of some of Asia's finest cuisine and entertainment to prepare the hard-working delegates for day two of CEPA Expo.

Guests had to pit their wits against their cook in the chopstick competition while those in need of relaxation could take advantage of the Thai massages

that were on offer throughout the evening. A top-flight DJ provided music with the more energetic guests taking to the dancefloor. Many guests left SaSaZu in high spirits and brandishing their CEPA Expo and EBAA branded chopsticks. The reception was kindly sponsored by the insurance company AELIA.



Challenger 300 & 350 remains the most favourite aircraft

Q & A's with Bombardier representatives.



Mirikka Lampinen, Sales Director for Eastern Europe, Bombardier Aerospace

How do you see the market in CEE region?

Based on my daily interactions with the Central and Eastern European market, there is still significant potential for growth as we see both renewals from existing owners as well as new owners coming to the market.

What are the most popular Aircraft requests?

We see demand across our product range from Learjet 75 up to the Global 7000 aircraft; so far the most popular model in terms of requests in the recent years have been the Challenger 300/350 aircraft.

Thomas Fissellier, Manager Market Intelligence and Analysis, Bombardier Aerospace



How does Bombardier see the market in Central Europe?

Over the next 10 years, business aviation outlook in CEE is positive, based on expected economic growth of its key economies, development of trade with Emerging Markets, and growing adoption of business aviation as a business tool.

What are the key trends in aircraft procurement?

As a result, we forecast the fleet in the region to double over the next 10 years, adding 125 aircraft deliveries representing \$3 Billion in revenues.

These deliveries will be mostly weighted towards Light and Medium aircraft. However we expect potential upside in the large category.

Aviation Consult Jetexpert and A/SQUARE join forces

Doru Matei (Chairman of Aviation Consult Jetexpert) and Christina Riess (President & CEO of A/SQUARE) have joined forces to create ATMG LTD. – THE AIRCRAFT TRADER & MANAGEMENT GROUP LIMITED. The joint-venture has already proven its effectiveness by successfully completing a number of projects. ATMG provides sales and acquisition services for a broad range of aircraft including business jets, airliners, propeller aircraft and helicopters.

Doru Matei states "ATMG combines the best features of our



expertise in terms of commercial and technical capabilities." Christina Riess adds: "We are happy to broaden our service portfolio through ATMG and look forward to continuously improving and diversifying our aviation services via our network of valued business partners."

ABS Jets receives two NBAA safety awards

ABS Jets has received two NBAA safety awards. One award is for the number of hours that ABS Jets has flown safely, this represents 11 years (26,937 flying hours) of flying without an accident. The other Award is for maintenance engineer, Vladimir Sip one of ABS Jets most respected maintenance technicians, for the number of years he has worked with corporate aircraft that have been accident free.

ABS Jets CEO Vladimir Petak advises "Our excellent safety record is due to the fact that safety is top of our agen-



da in everything we do. This is further demonstrated by the fact that Vladimir Sip is another member of our team to receive the technician safety award, I congratulate Vladimir and thank him for outstanding job." Petak added "ABS Jets has a culture of putting safety first, the NBAA Safety Awards reflect that commitment. I am very proud of our team members and the ongoing recognition for our safety record."

Colibri Aircraft has a positive view of Aircraft Sales



Marian Jancarik of Colibri Aircraft advises that the overall fleet size of business aircraft

in Eastern Europe and Russia remains resilient despite of the economic and political crisis in Ukraine. Many people have highlighted the fall in business aircraft flights but the overall number of aircraft registered and based in the region has been stable for some years now. Any positive growth in the economy and a firming of the oil price can potentially lead to an increase in activity

in Eastern Europe resulting in more aircraft sales.

Marian concludes that the prospects for the region "Are very positive and I am confident that stability combined with an upturn in economic growth will see an increase in aircraft fleets in the region. The pattern has been stable through some very difficult times, once we see even minor improvements in the economies of

Eastern Europe I am sure this will bring more new entrants into the market. This is a market that has only started to develop over the last 10 years so the growth potential is still enormous. The size of the countries of Eastern Europe and the distances involved means that business aircraft are the best solution for travel throughout the region and to destinations in Europe and beyond."