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Key presentations include European regional airlines:

**Alpi Eagle, Flybaboo, Itali Airlines, Islas Airways, Aer Arann, Swiftair and CityJet**

**Appraisers panel featuring:**

- IBA Group
- Avitas Europe
- Ascend
- MBA
- Avmark

**Banks:**

- HSH Nordbank
- Deutsche Bank
- Natixis Transport Finance

**LCC panel featuring:**

- Vueling
- Amsterdam Airlines
- Flybe
- My Way



# European Aviation Conference

26th–27th November 2007

Hotel Monaco and Grand Canal  
Venice, Italy



## Who should attend?

The conference is primarily targetted at airlines, aircraft lessors, aircraft traders, appraisers, asset managers, banks, engine lessors, hedge fund managers, insurance companies, lawyers, lessees, lenders, manufacturers, portfolio managers and all others with a vested interest in the airline industry.

Conference sponsored by:



# European Aviation Conference

## The European Aviation Conference

is a major networking event for the aviation industry in Europe. This year's conference will include major presentations from 12 European airlines.

Following the success of the previous conferences, this year's event is being held in Venice.

The first day will concentrate on the latest developments in the regional airline industry.

The morning of the second day will concentrate on aircraft and engine appraisal and aircraft/engine remarketing. In the afternoon the conference will focus on financing the industry.

## 25th November – Evening reception

There will be an evening reception prior to the start of the conference, to enable delegates to network and socialise before the proceedings get under way.

Sponsored by **AERONAVALI**



## Day One : Regional Airline Day

Chairman: Nick Godwin (DS-S Systems)

8:30 **Breakfast & Registration**  
Sponsored by **AELIS**



9:00 Chairman's introduction

9:05 **Turboprop manufacturer panel**

*Mario Formica*, VP marketing & sales, ATR  
*Barry McKinnon*, VP marketing & airline analysis, Bombardier

9:50 **The state of the 50-seat regional jet market**

Could the 70-seat regional jet market be already saturated?  
*Peter Crutchfield*, joint managing director, Airstream International Group  
*Rod Sheridan*, president asset management, Bombardier

10:30 **Refreshment Break**

Sponsored by **SUKHOI SUPERJET**



11:00 **Expansion with turboprop aircraft**

*Andreas Blass*, director general, Islas Airways  
*Padraig O'Ceidigh*, managing director, Aer Arran or *Colin Lewis*  
*Fredrik Groth*, managing director, Swiftair

11:45 **Expanding with regional jet aircraft**

*Jeffrey O'White*, CEO, CityJet

12:15 **LUNCH**

Sponsored by **BOMBARDIER**



14:00 **Financing regional aircraft: what are the challenges?**

*Neville Taylor*, partner, MDT Europe  
*Marc Bourgade*, SVP & CFO, Natixis Transport Finance

14:45 **Trading in the regional aircraft market: where to find S/H aircraft?**

*Philippe Lienard*, CEO, Aelis Services  
*Chris Beer*, managing director, Skyways Aviation

15:10 **Regional Aircraft Asset Management panel:  
what are the strategies ahead?**

*Dag Waldenström*, VP SAAB Aircraft Leasing, SAAB  
*Steve Dougherty*, GM BAE Systems Asset Management, BAE Systems

15:40 **Refreshment Break**

Sponsored by **SAAB Aircraft Leasing**



16:00 **The next battle: Large jets in Europe**

Embraer 170/190s:  
*Ricardo Lugris*, senior sales director, Europe, Africa & ME, Embraer

Bombardier CRJ Series:

*Barry McKinnon*, VP marketing & airline analysis, Bombardier

Sukhoi Superjet 100:

*Paolo Revelli-Beaumont*, GM SuperJet, Alenia-Aeronautica

16:45 **Panel Discussion:**

**Larger new aircraft for future expansion plans?**

*Julian Cook*, CEO, Flybaboo  
*Paolo Sinigaglia*, president, Alpi Eagle  
*Giuseppe Spadaccini*, chairman, Itali Airlines  
*Eduardo Badiagli*, managing director, My Way Airlines

17:15 **Conference concludes**

18:00 **Evening reception**

Sponsored by **ATR**



# Venice : 26th & 27th November

## Day Two : Investing in aircraft

Chairman: Laura Mueller, Commercial Aviation Online

8:00 **Breakfast & Registration**  
Sponsored by **CFM International**



8:30 Chairman's introduction

8:35 **Engine Manufacturer Panel: New engine for the narrowbodies?**  
*Stephane Garson*, general manager product marketing, CFM International

9:10 **Aircraft Manufacturer panel: Financing new deliveries**  
*Tom Dreckman*, manager, customer finance, Airbus

9:45 **Managing an aircraft: Transaction documents – limiting the risk**  
*Oliver Stuart-Menteth*, managing director, Fintech Aviation Services

10:15 **Refreshment Break**  
Sponsored by **IBA Group**



10:45 **When is the right time for cargo conversions? Used or new aircraft?**  
*Giuseppe Gambino*, sales manager, Aeronavali

11:15 **Appraiser Panel: What is an aircraft worth these days?**  
*Stuart Hatcher*, senior aviation analyst, IBA Group  
*Steve Jarvis*, managing director, Avitas  
*Chris Seymour*, senior analyst, Ascend  
*Christian Nuehlen*, director Europe, MBA  
*Tom Burke*, partner, Avmark

12:00 **LUNCH**  
Sponsored by **Airbus**



13:30 **The banker's view:**  
– **Is the current global credit squeeze affecting the aviation market?**  
*Olaf Sachau*, SVP head of aviation finance Europe, HSH Nordbank  
*Richard Moody*, VP asset finance & leasing, Deutsche Bank  
– **What future for ECA financing with ASU changes**  
*Marc Bourgade*, SVP & CFO, Natixis Transport Finance

14:30 **The Italian market: what is next?**  
*Franco Pecci*, chairman & CEO, Blue Panorama Airlines

14:50 **Refreshment Break**  
Sponsored by **Republic Financial Corp.**



15:10 **Hedge Funds/Private Equity: What is the forward strategy?**  
*Karl Brunjes*, SVP Aircraft Acquisitions, AerCap

15:30 **LCC Panel: Can this growth continue?**  
*Jacques Bankir*, member of the board, Vueling  
*Matthijs Boertien*, president & CEO, Amsterdam Airlines  
*Eduardo Badiagli*, managing director My Way Airlines

16:15 **Close of the Conference**

## Hotel Monaco

San Marco 1332, Venice, Italy

The hotel, which overlooks the Grand Canal, has majestic views of the Church of Santa Maria della Salute and the island of San Giorgio.

The hotel has recently completed a restoration intended to revive, with a contemporary feel, the atmosphere of this historic building. The Hotel Monaco has 100 rooms, furnished in a grand style.

In the Grand Canal Restaurant, diners can sample traditional Venetian as well as international cuisine, in an impeccable decor and with a delightful atmosphere.

## Transfers from the airport to hotel

There are two main methods of travelling from the airport to the hotel:

1: Alilaguna bus and boat, €11, takes around 1h 10mins

2: Private vaporetto, direct to hotel, €90 to €100



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**FAX THIS REGISTRATION FORM BACK NOW TO**  
**+44 (0)20 8652 8839**  
**FOR YOUR IMMEDIATE REGISTRATION**

## I wish to register:

[Please photocopy for multiple delegates]

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Title: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Post Code: \_\_\_\_\_ Country: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

If you would like to give your permission for your e-mail address to be given to other registered delegates in order for them to contact you before the European Aviation Conference to arrange meetings around the event, please tick here:

By registering for the European Aviation Conference you will be indicating your consent to receiving information on selected events and services by e-mail from Reed Business Information Limited, our parent company, and our affiliated companies within the Reed Elsevier Group unless you object to receiving such messages by ticking the boxes below. **I do not want to receive information by e-mail on products or services from:**

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I wish to book for the European Aviation Conference and I understand this registration is subject to the cancellation terms as stated.

Signature \_\_\_\_\_ Date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

## CONFERENCE FEES

Please tick appropriate events and complete costs

- Regional Airline Day**  
\_\_ Number of delegates at €750\* each € \_\_\_\_\_
- European Aviation Conference**  
\_\_ Number of delegates at €1,650\* each € \_\_\_\_\_
- Both events**  
\_\_ Number of delegates at €2,100\* each € \_\_\_\_\_

**Total** € \_\_\_\_\_

## Discounts:

\*Early booking discount: 10% if booked by 15th October 2007)

\*Second delegate: 10% if booked at same time

\*Third delegate: 15% if booked at same time

Special dietary requirements: \_\_\_\_\_

Special needs: \_\_\_\_\_

## PAYMENT METHOD

- Please invoice my company. Purchase order no .....
- Company VAT Number .....
- Direct bank transfer in € Euros (payable on receipt of invoice)
- Please debit my credit card: MasterCard  Visa  Amex
- Card No:
- Card Security No: \_\_\_\_\_ Expiry Date: \_\_\_\_\_
- Cardholder's name: \_\_\_\_\_
- Cardholder's e-mail: \_\_\_\_\_
- Cardholder's billing address: \_\_\_\_\_

Cardholder's signature: \_\_\_\_\_

## Register by Mail:

Please complete and return the registration form with payment details to:

Louise Palmer, European Aviation Conference Desk, Reed Business Information, 10th Floor, Quadrant House, The Quadrant, Sutton, Surrey SM2 5AS, UK

Tel: +44 (0)20 8652 8583

Fax: +44 (0)20 8652 8839

e-mail: louise.palmer@rbi.co.uk

## DELEGATE INFORMATION

### Registration Fee:

The fee includes admission to the conference and conference documentation when supplied by the speakers, and refreshments and lunch on 26th and 27th November 2007.

**Full registration fee is due before the date of the conference.**

### Cancellations:

All cancellations must be made in writing to the above address. If you cancel on or before 26th October 2007 a full refund will be made. If you cancel after the 26th October 2007 no refund will be given, including non-attendance at the conference.

**You are welcome to make a substitution at any time.**

*Please note:* It may be necessary for reasons beyond the control of the organisers to alter the venue and content, or the timing, of the programme.

### VENUE:

Hotel Monaco & Grand Canal  
San Marco 1332  
Venice 30124  
Italy

Tel: +39 041 520 0211

www.monaco.hotelinvenice.com

### DATE:

Monday 26th and Tuesday 27th November 2007

### TRAVEL & ACCOMMODATION:

Please note that delegates are responsible for booking and arranging their own transport and accommodation.

### SPONSORSHIP & EXHIBITION OPPORTUNITIES:

For sponsorship opportunities please contact Richard Thiele on +44 (0)20 8652 3319 or e-mail richard.thiele@rbi.co.uk

### PLEASE NOTE:

The Organisers reserve the right to change the content, timing, speakers or venue without notice. It may be cancelled due to acts of terrorism, war, extreme weather conditions, industrial action or acts of God or any event beyond their control. In this event we will endeavour to reschedule the seminar. However, the Organisers cannot be held responsible for any cost, damage or expenses incurred by the customer as a result of any postponement or cancellation. You are strongly advised to take out insurance to cover the cost of registration. The completion of this Booking Form indicates the signatory's acceptance of these terms and conditions.



You may be able to reclaim the VAT incurred whilst attending this conference.

For assistance with reclaiming please contact Eurocash

Corporation plc – specialist in recovering European VAT –

Tel: +44 (0)1273 325000, Fax: +44 (0)1273 202555,

e-mail: info@eurocashvat.com, website: www.eurocashvat.com

**PLEASE COMPLETE AND SEND TO**

**Louise Palmer, European Aviation Conference, Events Dept., The Quadrant, Quadrant House, Sutton, Surrey SM2 5AS, UK**

**Tel: +44 (0)20 8652 8583 • Fax: +44 (0)20 8652 8839 • E-mail: louise.palmer@rbi.co.uk**