Matthias Gramolla: Head of Airbus & Airbus Group Procurement Strategy & Services • Airbus

Mr. Matthias Gramolla heads a combined governance function for Procurement Strategy and Services for Airbus and for The Airbus Group, and is responsible for the development and implementation of consistent and comprehensive Procurement strategies, processes and tools. With a focus on Governance, Procurement Performance Management, Procurement Competence Management, Procurement Processes and Tools, Procurement Contracting, and Global Sourcing, he drives transversal initiatives across Airbus Commodities and Airbus Group Divisions. Mr. Gramolla held Procurement Management positions at EADS for Procurement Strategy and at Airbus for implementation of e-Procurement. Before that, he held senior management positions in the Merger Integrations at Airbus and for DaimlerChrysler, building on several years in Corporate Strategy and Development functions at DASA and Daimler. Mr. Gramolla started his career in Satellite Development for Dornier. Mr. Gramolla studied Business Administration at the University of California at Berkeley and Aeronautical Engineering at the University of Stuttgart in Germany.

Robert Thomson: Partner • Roland Berger Strategy Consultants

Mr. Robert Thomson is a Partner in Roland Berger's Aerospace & Defense competence center based in London. Mr. Thomson has extensive consulting experience, encompassing strategy, M&A and operational improvement assignments for leading airlines, aerospace companies and governments in the United Kingdom, Europe, Asia and the United States. Prior to joining Roland Berger, he worked as an investment analyst in the City of London and an engineer at Rolls-Royce. Mr. Thomson holds a Master's Degree in Business Administration with Distinction from the London Business School and a First Class Engineering degree from Cambridge University, where he was elected to the Sir Henry Royce scholarship.

Juan Carlos Ortiz Villajos: Senior VP, Business Development - Corporate • Aernnova

Mr. Juan Carlos Ortiz Villajos is responsible for all business development activities and commercial proposals for new contracts and programs, including the definition and analysis of the "Most Efficient Solutions" from technical, industrial and financial points of view. Previously, he served as the President and Managing Director of Aernnova Engineering US, where he led the start-up and development of all engineering activities of Aernnova in North America. Mr. Ortiz also served for two years as CEO and Managing Director of Composite Aeronautic Group (CAG), a Spanish company devoted to the design, development, certification and production of Light Sport Aircraft for the US market. Before assuming those positions, he enjoyed a career at Gamesa Aeronáutica where he held engineering and management positions. His career began at Boeing in Seattle as a stress engineer for the 737 NG and 757 programs. Mr. Ortiz holds Bachelor’s and Master degrees in Aerospace Engineering from the Polytechnic University of Madrid and an MBA from the University of the Basque Country, Spain.

Simon Beech: Chief Operating Officer (UK) • Nasmyth Group

Mr. Simon Beech is Chief Operating Officer (UK) for the Nasmyth Group, where he manages the operating businesses, manages customer relationships and develops strategies. The group is primarily focused on aerospace, and is a key supply chain service provider for the global aerospace network. Formed in 2003 the business has expanded through organic growth and acquisition, its 4 business streams covering Metallics, Technologies, Systems and Defence and Metal Treatments, supported by an expanding low cost supply chain. Mr. Beech has previous experience as Managing Director of Bulwell Precision, and prior to that, he held a number of roles in sales, business development, project management with Lucas Aerospace and TRW.
James R. Billing: Managing Director, Airline Market Analysis • Boeing Commercial Airplanes

Mr. James R. Billing is the leader of Boeing Commercial Airplanes’ Airline Market Analysis Group. His team is responsible for providing Boeing’s market outlook for the future of air transportation and the demand for commercial jet airplanes. The Market Analysis team consists of experts from a variety of fields including economics, airline strategy, network development, fleet planning, air cargo, aviation infrastructure, product development, and aftermarket services. Each year, Market Analysis publishes Boeing’s “Current Market Outlook”, a forecast of the future of air transportation developments, including an assessment of key industry trends, traffic growth, fleet development, and airplane delivery requirements. The group also prepares the biennial Boeing “World Air Cargo Forecast” which focuses on the future of the air cargo industry, provides a forecast of air cargo growth and the freighter fleet. Market Analysis is also responsible for assessing the current air transportation business environment and near-term airplane and services requirements in support of Boeing’s business planning process. During his career at Boeing, Mr. Billing has also worked in product development, airplane financing, sales support and special projects.

Andrew Gordon: Director, Strategic Marketing & Analysis • Airbus

Mr. Andrew Gordon moved to the Airbus’ headquarters in Toulouse in 2001 and today is the Director of Strategic Marketing and Analysis. As part of this role, he is responsible for facilitating the production of the Airbus Global Market Forecast, which details future demand for all civil aircraft of 50 seats or more. Prior to this appointment, he worked for British Aerospace Airbus as part of the Forecasting & Market Evaluation Team, where he was involved in providing analysis for many of the market and product-related decisions including the A380 project. In 2001, at the creation of Airbus as a single entity, Mr. Gordon moved to Toulouse to work directly for Airbus in the Market Forecasting & Research Group, now part of the Strategy and Cooperation team. His career began with BAE/Airbus in 1991, and prior to that he worked for one of United Kingdom's largest banks. Mr. Gordon has a Master's degree in Marketing from the University of the West of England.

Dr. Marc Le Dilosquer: Director, Market Analysis • MTU Aero Engines

Dr. Marc Le Dilosquer is Director, Market Analysis at MTU Aero Engines in Munich where he leads a team of market analysts, monitoring civil, military and industry gas turbine engine markets and developing delivery, spare parts and MRO forecasts for MTU’s strategic planning and business development. The focus is on the commercial market, including large commercial aircraft, business jets and regional aviation, market segments behind MTU’s organic growth strategy. His career started as an aircraft performance engineer at Rolls-Royce in Derby responsible for the performance and operating economic analysis of Boeing 747/767 variants and their envisaged derivatives. Prior to joining MTU, he held the position of Product Marketing Manager - High Wing Aircraft, at Fairchild Dornier in Germany. Mr. Le Dilosquer holds an Aerospace Engineering Degree from ENSICA in Toulouse, as well as a Master's of Science and PhD in Thermal Power from Cranfield University.

Charles Armitage: Director and Head of European A&D Equity Research • Citibank

Mr. Charles Armitage is a director and head of European Aerospace & Defence Equity Research at Citibank, having been an Aerospace & Defence Analyst for 19 of the last 23 years. Before joining Citi, he has variously been an equity analyst at UBS (2011-16), Merrill Lynch (2000-09) and Lehman Brothers (1995-97), an investor at Putnam (1997-2000) and a strategy consultant at Charles River Associates (2009-11) and OC&C (1993-95). Mr. Armitage is a Rolls-Royce-trained engineer and holds a Bachelor's degree in Mechanical Engineering from the University of Bristol.
Mr. Alexandre Lang worked in sales management and business development positions for the UK-based, parts-trading Flightspares Group and then for Goodrich Aerospace in the Avionics and Aerostructures divisions until 2001. Mr. Lang joined Messier-Dowty (SAFRAN Group, Landing Gear OEM), as Customer Support Director for Central Europe and the Middle East where he spent five years developing innovative business solutions and supporting key customers’ products and services requests. In 2006, he joined Safran Transmission Systems (Hispano-Suiza) as Contract and Sales Deputy Director for three years. Mr. Lang moved on to Safran Aircraft Engines (Snecma) in February 2009 where he first managed the TRU/Engine program as Marketing Product Director and helped launch new projects before heading the Civil Aviation Market Studies and Research organization from 2010. Mr. Lang holds several diplomas in international trading and management, attended Boston College as an MBA exchange student and graduated from the EM Strasbourg College in 1997, and is also a published author of techno-thrillers.

Alexandre Lang: General Manager, Market Studies & Research, Civil Aviation • Safran Aircraft Engines

Mr. Richard Evans is a Senior Consultant with Flight Ascend Consultancy, and is part of their team of more than 20 consultants, where he applies his expertise working on advisory, forecasting and valuations projects across the whole commercial aviation sector. Clients include aircraft and engine OEMs, suppliers, airports, airlines, leasing companies and financiers. In 2014, he joined Ascend after 27 years with Rolls-Royce, where he was Head of Market Analysis in their Civil Aerospace division - publishing industry forecasts and providing analysis of major airline and aerospace industry trends for both internal and external customers. Mr. Evans is well known and widely respected for his informed industry views.

Richard Evans: Senior Consultant • Flight Ascend Consultancy

Dr. Ronald J. Epstein joined Merrill Lynch in 2001 as an industry analyst in Fundamental Equity Research covering the U.S. Aerospace and Defense Sector. Currently, he is a Managing Director at the firm and is the Senior Aerospace and Defense Equity Analyst for the Americas, and actively covers companies in the U.S., Canada and Brazil. In 2015 he made Institutional Investor’s All America Research Team and was ranked as the number one analyst covering the U.S. Aerospace and Defense Sector. Mr. Epstein has been ranked by Institutional Investor among the top three analysts covering the sector for the last seven consecutive years. In 2008, he was identified by Institutional Investor as a “Best Up-and-Comer”. For eight years, he has placed among the top three analyst teams covering Latin American Aerospace and Transportation. Prior to Merrill Lynch, he was a research scientist working in the Applied Aerodynamics Technology Group at the Boeing Phantom Works in St. Louis. During that time, he was also an adjunct faculty member in the Department of Mechanical Engineering at Washington University in St. Louis. Mr. Epstein completed his MBA with honors from the Wharton School at the University of Pennsylvania, and also holds a Ph.D. in Mechanical Engineering from Duke University and a BA with highest honors from Skidmore College.

Dr. Ronald J. Epstein: Managing Director, A&D Global Research • BofA - Merrill Lynch
Speaker Biographies
SpeedNews 17th Annual Aviation Industry Suppliers Conference in Toulouse (AISCT-17)

Richard Apps: Director • Counterpoint Market Intelligence
In 2004, after a career with GKN and Westland, Mr. Richard Apps joined with George Burton to launch Counterpoint Market Intelligence Ltd., an aerospace market research and strategic planning consultancy. Mr. Apps started his aerospace career in production management at Marconi Avionics (now part of BAE Systems). In 1991, he joined Westland Group and stayed on with GKN after it acquired Westland in 1994. Mr. Apps worked on strategic planning, business development and the evaluation of acquisitions and managed GKN’s industrial offset commitments in Kuwait. Mr. Apps holds a Master's degree in Business Administration from Manchester Business School and an Engineering degree from Cambridge University.

Steven Guo: VP, Aviation Research • DVB Bank
Mr. Steven Guo is a Vice President of DVB Bank’s Aviation Division based in London, where his main responsibilities include analyzing aviation markets, aviation assets, and in-depth analysis and evaluation of transactions. Prior to joining DVB, he worked as a Relationship Manager at Global Transportation Group at the headquarters of Fortis Bank (now ABN AMRO) in Rotterdam, where he executed several structured transactions in both shipping and aviation. His career began at the investment consultancy group of Ernst & Young in Holland. Mr. Guo graduated from Erasmus University and completed exchange program at Cambridge University, and also holds a Master's degree in Economy and Finance from Rotterdam School of Management. Mr. Guo has received extensive professional training and education through courses like the New York School of Aviation Finance and fleet planning course with Boeing in Seattle, WA.

Jerrold T. Lundquist: Managing Director • The Lundquist Group
Mr. Jerrold T. Lundquist is Managing Director of The Lundquist Group which provides strategic advisory services to senior management, private equity and other investors focused on the aerospace, defense, high tech and airline industries and is also a Director Emeritus of McKinsey & Company, Inc. Over a 30-year career, he headed the Global Aerospace and Defense Practice and oversaw the Firm’s service to leading aerospace and defense companies worldwide. Prior to joining McKinsey, he was a Vice President of Emery Air Freight Corporation with overall responsibilities for Planning, Pricing, and Worldwide Facilities. During 1985 to 1986, he served a White House Fellowship as Special Assistant to the Secretary of Transportation, focusing on aviation and transport issues for the Department and the White House. Mr. Lundquist has served on the immediate staffs of the Secretary of the Air Force and the Chief of Staff of the Air Force, and in several staff roles on Capitol Hill. A Distinguished Graduate of the United States Air Force Academy, Mr. Lundquist also holds an M.A. in International Affairs from The Fletcher School of Law and Diplomacy and a Master's degree in Public Policy from the School of Government of Harvard University.

Joost van der Heijden: Head of Marketing, Asia & North America • Airbus
Mr. Joost van der Heijden has the responsibility for the overall Airbus marketing activity in Asia & North America regions, including working with airlines, authorities, banks, and governmental groups, as well as representing Airbus at conferences, seminars and media events. After graduating from Delft University of Technology in The Netherlands with an MSc in Aerospace Engineering in 1998, he worked at the same university on commercial projects in the fields of aircraft performance, noise and emissions. His responsibilities included project acquisition, contract proposals and negotiations, engineering work and project management. In this role, he worked on projects for a wide variety of customers, including Amsterdam Airport Schiphol, the Dutch Ministries of Transport and the environment, and Airbus. In 1999, Mr. van der Heijden moved to Toulouse to join Airbus as a Marketing Analyst. In 2005, he took on the role of Airline Marketing Director for Asia, responsible for overseeing and coordinating the Airbus marketing activity with Asian airlines. In 2013 he expanded his role as Head of Marketing Asia with the Deputy Head of Marketing role, and in 2016 was named Head of Marketing for North America in addition to his Head of Asia role.
Zuzana Hrnkova: Vice President, Marketing • ATR (Avions de Transport Regional)

Ms. Zuzana Hrnkova leads the team responsible for Market Strategy, Airline Marketing and Product Development at ATR. Starting her career as a trainee with Airbus and then as Performance Engineer in the Product Marketing group, she moved to the A330/A340 product marketing group where she supported the marketing and entry in service of the A340-500 and A340-600. From 2003 to 2007, Ms. Hrnkova was Payload Accommodation Manager, responsible for explaining Airbus cabin to customers and providing the cabin engineering team with customer and market requirements. Her development continued as Aircraft Interiors Marketing Director, responsible for supporting sales campaigns and supporting cabin interiors developments and working on market strategy, and her last assignment at Airbus was Head of Aircraft Interiors Marketing. Ms. Hrnkova holds degrees from the Air Transport University of Zilina, Slovakia and the French School of Civil Aviation (ENAC) in Toulouse.

Jim Haas: Director, Product Marketing • Boeing Commercial Airplanes

Mr. Jim Haas is Director, Product Marketing for Boeing Commercial Airplanes and leads the team that presents the value of Boeing’s products to airlines, financiers, media and other key stakeholders. This team is also responsible for bringing customer input on product development studies back to Boeing’s design teams. Prior to his current assignment, he served as Director of 747/767/787 Product Marketing, where he led marketing and analysis efforts for those models. In 1997, he joined the Product Marketing department as Regional Director - Product Marketing, covering all Boeing models in support of sales campaigns. Prior to that assignment, he was responsible for airplane performance support for all Boeing aircraft to the Sales, Marketing and Contracts organizations for sales campaigns in the Asia-Pacific region. Mr. Haas began his career at Boeing in 1979 as a configuration design engineer in the 757 aerodynamics organization. Since that time, he has held a variety of assignments in aircraft design and performance in the 757 and 777 programs, and in support of product development activities. Mr. Haas holds Bachelor of Science and Master of Science degrees in Aeronautical and Astronautical engineering from Purdue University.

Cesar Souto Pereira: Head of Consulting, Commercial Aviation • Embraer

Mr. Cesar Souto Pereira is responsible for helping airlines improve their results, fleet and network strategies, and has been at Embraer for 13 years. Starting as Product Development Engineer, he worked in the continued airworthiness of the E-Jets program. Later, Mr. Pereira moved to Market Intelligence where he first worked in Airline Studies. As Director of Sales Engineering, he led the worldwide marketing and sales support activities for all commercial aviation products and more recently has been appointed as Head of Embraer Consulting, focused on helping airlines to improve their results and strategies. Mr. Pereira holds a Bachelor's degree in Civil Engineering, a Master's degree in Aeronautics, and an MBA in Enterprise Management.

Jerome Cheung: Director, Commercial Strategy • Bombardier Commercial Aircraft

Mr. Jerome Cheung leads the development of the commercial strategic plan, product portfolio strategy and mid- to long- term market forecast. Joining Bombardier in 1998, Mr. Cheung promptly assumed increased management duties as Manager and then Director, responsible for leading Commercial Aircraft's Marketing and Airline Analysis activities in China, Asia-Pacific, North America and Latin America. From 2013 to 2015, Mr. Cheung was posted in Shanghai, China, and led the cooperation with Bombardier's industrial partners in China. With over 20 years of experience in the aviation industry, Mr. Cheung joined Bombardier from SAAB Aircraft International Ltd., Hong Kong, where he was responsible for the marketing department and succeeded in placing Saab Aircraft products in China, Taiwan and Japan. Mr. Cheung holds a Bachelor of Aerospace Engineering degree from Carleton University.
Dr. Kevin Michaels: Managing Director • AeroDynamic Advisory

Dr. Kevin Michaels is Managing Director of AeroDynamic Advisory, a consulting firm focused on the global aerospace and aviation industries. His 30 years of aviation experience includes hundreds of consulting engagements for leading aviation and aerospace companies across the globe. Dr. Michaels is a globally recognized expert in the aerospace manufacturing and MRO sectors, and also has significant expertise in business-to-business marketing, customer satisfaction, M&A advisory, technology assessment, cluster development, and strategic planning. His experience spans all major market segments, including air transport, business & general aviation, and military. Previously, Dr. Michaels was a VP with ICF International's Aerospace & MRO consulting practice, was a co-founder and partner with AeroStrategy, until its acquisition by ICF. Prior to that, he was Director - Strategic Development with Rockwell Collins Government Systems, and Principal with The Canaan Group, an aerospace consultancy. Dr. Michaels began his career as a project engineer with aeroengine supplier Williams International. His Bachelor’s degree in Aerospace Engineering, an MBA, was obtained from the University of Michigan, and MSc and PhD degrees in International Relations from the London School of Economics.

Sandrine Lacorre: Product Marketing, General Manager • CFM International

Ms. Sandrine Lacorre is a graduate from ENSMA (Ecole Nationale Supérieure de Mécanique et d’Aérotechnique) and from RMIT (Royal Melbourne Institute of Technology). In 2001, she joined SNECMA (Engineering Research & Technology Department) as an Aerodynamic Engineer, designing high pressure compressor blades. In 2006, she then moved to the CFM Sales Engineering, working on sales campaigns for either Airbus A320 or Boeing 737. In 2011, she joined the CFM marketing team and became the LEAP Product Marketing Director. Currently, she is at the head of the Safran Aircraft Engines' product marketing team.

Paul Finklestein: VP, Product Marketing • Pratt & Whitney

Mr. Paul Finklestein leads the Marketing team for Pratt & Whitney’s Commercial Engines division, and in this role, has marketing responsibility for all Pratt & Whitney products and services worldwide. In 1979, he joined Pratt & Whitney and has held numerous positions in engineering, program management and customer service organizations. Prior to leading the marketing activity, he was the Program Manager for the PW4000 engine family, and then most recently the Regional Director of Customer Service in the Asia Pacific region. Mr. Finklestein holds a Bachelor's degree in Mechanical Engineering from Boston University, a Master's degree in Engineering from Rensselaer Polytechnic Institute and a Master's degree in Business Administration from the University of Connecticut.

Peter Johnston: VP, Marketing • Rolls-Royce

Mr. Peter Johnston joined Rolls-Royce in 1990 as an aircraft performance analyst, after working in aerodynamics and marketing with British Aerospace. Since then, he has worked in various marketing and engineering roles in Rolls-Royce and subsidiary companies, including BMW Rolls-Royce, where he was heavily involved with launch of the Boeing 717, and International Aero Engines, where he was responsible for Product Strategy. From 2004, Mr. Johnston took responsibility for Business Development for powerplants on a variety of new aircraft programmes. In 2010, he moved to the Marketing team, and was then appointed Head of Customer Marketing, Airbus Programmes. In this role, he led Marketing on all Trent 700, Trent 500 and Trent 900 opportunities. From 2015, he has led Rolls-Royce’s Marketing on all Airbus programmes as Vice President, Marketing. In addition, he is responsible for Rolls-Royce’s marketing activities with airlines. Mr. Johnston holds a degree in Aeronautical Engineering.
Arun Chhabra: Chief Executive Officer • 8tree

Mr. Arun Chhabra co-founded 8tree to disrupt the decades-old status quo of general-purpose 3D inspection equipment. His goal has been to make 3D surface inspection more readily accessible to a broader array of industries -- commercially, technically and by simplifying the user experience. Strong market acceptance and industry certifications of 8tree’s products is reinforcing the company’s approach. Previously, during a 15-year career at Texas Instruments, he held a variety of engineering, sales and business development roles in the photonics, medical, telecom and consumer electronics segments. Mr. Chhabra received an MBA from The Wharton School at the University of Pennsylvania, an MSEE from University of Michigan and a BSEE from the Delhi College of Engineering, India.

Richard Nordstrom: Sr. Director, Global Marketing • Rockwell Collins

Mr. Richard Nordstrom brings 15 years of experience in Air Transport connectivity products and telecommunications marketing to this role. Previously, Mr. Nordstrom was Managing Director for North America at OnAir, managing OnAir’s commercial and corporate relationships in North America, in addition to representing SITA’s nose-to-tail capabilities for the market. Mr. Nordstrom is a veteran of the satellite communication market for both air transport and maritime sectors. Before joining OnAir, he was Director Sales and Marketing at Connexion by Boeing and a strategic consultant to satellite providers for their aviation market. Mr. Nordstrom holds a Master’s degree in marine ecology from the University of Connecticut.

Joanna Speed: Managing Director, A&D and SpeedNews Conferences • SpeedNews

In 1979 Gilbert and Ann Speed launched SpeedNews, the aviation industry’s most innovative newsletter. In 1994 their daughter Joanna Speed joined the company putting to use her degree from Cal Poly State University San Luis Obispo and her acumen for business and marketing. While beginning her informal education in commercial aviation under Publisher Gil Speed, she studied business in the Pepperdine University graduate program. Over the years, Ms. Speed streamlined the company to increase revenue and reduce costs, led the effort toward online distribution, and created new marketing programs for large corporate subscribers. When SpeedNews Conferences emerged as influential forecasting and intelligence forums, she refined and expanded marketing strategies for the Aviation Suppliers Conferences. As Managing Director, she introduced three more forecasting and intelligence forums for the Aerospace & Defense Industry. SpeedNews has been part of Penton’s Aviation Media Group since 2006. Following Penton’s acquisition of Aviation Week in 2013, Ms. Speed was promoted to Managing Director, Aerospace & Defense Events, with an expanded portfolio of Conferences that now includes AerospaceDefenseChain, formerly SpeedNews Annual Aerospace & Defense Suppliers Conference, Aviation Week’s A&D Programs, Defense Technology & Requirements and Executive Roundtables.