**Richard Aboulafia: Vice President, Analysis • Teal Group**

Mr. Richard Aboulafia manages consulting projects in the commercial and military aircraft field and analyzes broader defense and aerospace trends. Mr. Aboulafia has advised numerous aerospace companies, including most prime and many second- and third-tier contractors in the US, Europe and Asia. Also, he advises numerous financial institutions on aerospace market conditions. Mr. Aboulafia writes and edits Teal Group’s World Military and Civil Aircraft Briefing, a forecasting tool covering over 135 aircraft programs and markets. In 2012 through 2015 and in 2018, he served on the National Aeronautic Association Collier Trophy Selection Committee. Mr. Aboulafia presents a yearly lecture to the National Defense University/Industrial College of the Armed Forces and has served as an expert witness in aerospace markets. Before he joined Teal Group in 1990, he analyzed the jet engine market at Jane’s Information Group, served as an aerospace industry consultant for an international trade advisory company and supported research projects at the Brookings Institution. Mr. Aboulafia has a Master's degree in War Studies from King’s College, University of London and a Bachelor's degree from George Washington University.

**Dr. Kevin Michaels: Managing Director • AeroDynamic Advisory**

Dr. Kevin Michaels is Managing Director of AeroDynamic Advisory, a specialty consulting firm focused on the global aerospace and aviation industries. His 32 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, he was a VP with ICF’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 degree, was obtained from the University of Michigan, and MSc and PhD degrees in International Relations from the London School of Economics.

**Charles Armitage: Director & 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.

**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. At the creation of Airbus as a single entity, he 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.
Wendy R. Sowers: Director, Product Forecasting • Boeing Commercial Airplanes

Ms. Wendy Sowers leads Boeing Commercial Airplanes’ analysis of the airline industry. In her current role, she directs the development of Boeing’s annual Current Market Outlook – a 20-year global forecast for air traffic and airplane demand, as well as near and midterm market analyses supporting Boeing Commercial Airplanes’ business and strategic planning. Ms. Sowers has been with BCA for 20 years in a variety of roles including product marketing, competitor analysis and strategy, and supply chain management.

Peter Johnston: Vice President, Customers - Airbus • 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 its subsidiary companies, including BMW Rolls-Royce, where he was heavily involved with the launch of the Boeing 717, and International Aero Engines, where he was responsible for Product Strategy. From 2004, he 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 led Rolls-Royce’s Marketing on all Airbus programmes as Vice President, Marketing. In addition, he was responsible for Rolls-Royce’s marketing activities with airlines and has now moved to represent Rolls-Royce in Toulouse as Vice President, Customers – Airbus. Mr. Johnston holds a degree in Aeronautical Engineering.

Alexandre Lang: General Mgr., Market Studies, Forecasts & Research, Civil Aviation • Safran Aircraft Engines

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 (now Safran Landing Systems), 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, then 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, Forecasts and Research team 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.

Francis Tran: Managing Director • Lincoln International

Mr. Francis Tran has extensive expertise in advising clients on mergers and acquisitions, capital raising and other strategic advisory assignments globally. His clients include large-cap aerospace and defense corporations, owner entrepreneurs, and A&D-focused private equity firms. Mr. Tran has extensive A&D experience working with companies operating in a variety of aerospace & defense subsectors, including aerostructures and components, interiors, aftermarket services / MRO, engineered systems, electronics and composites / advanced materials, among others. Prior to joining Lincoln International in 2011, he worked in a dual role at Barclays Capital in the Financial Sponsors Group while also working to build up the firm’s middle-market investment banking effort. Mr. Tran holds a Master of Business Administration from the University of California at Los Angeles, and dual Bachelor of Arts degrees in Economics and Chemistry from the University of California at Berkeley.
Robert Thomson: Partner • Roland Berger

Mr. Robert Thomson is a Partner in Roland Berger’s Aerospace & Defense competence center based in London and 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.

Peter Zimm: Principal, Aerospace & MRO Advisory • ICF

Mr. Peter Zimm has over 20 years of aerospace experience in strategy development, acquisitions and integrations, market management, and marketing communications. Since joining ICF, he has helped clients improve performance through market studies, strategy development, acquisition searches, market due diligence, and operations and supply chain due diligence projects. His areas of market expertise include aerospace supply chain, manufacturing and raw materials; product, process and aircraft technologies; and MRO. Mr. Zimm also has experience in operations and supply chain assessment and improvement. Prior to joining ICF, he held various Business Development, Marketing and Sales management positions for Timken Aerospace and Timken Aftermarket Solutions. Mr. Zimm holds a Bachelor’s degree in Economics and Government from Dartmouth College and an MBA from Boston University.

Dr. Matthias Miermeister: Head, Field Engineering - Global Aerospace • Aleris

Dr. Matthias Miermeister acts as Head of Field Engineering and Early Vendor Involvement for the global aerospace industry with focus on all major OEMs. In April 2002, he joined Aleris, a global manufacturer of flat rolled aluminum products with manufacturing sites in the US, Europe and China. Prior to his appointment at Aleris, he has served in various technical and leading positions at Aluminium Rheinfelden in Germany and started his career in the aluminum industry in 1995. Dr. Miermeister holds a Ph.D. in design of light-weight structures and a Master’s degree in Aerospace Engineering from RWTH Aachen, Germany.

Jasper Brouwers: Manager, Strategy - Aerospace • Constellium

Mr. Jasper Brouwers is a strategy, business development and marketing manager within the aerospace and transportation business unit of Constellium with a focus on the aerospace industry. Prior to joining Constellium he has taken multiple positions in corporate strategy at SR Technics and several advisory engagements at Swiss Aviation Consulting and Accenture. Mr. Brouwers holds a Master’s degree in aerospace engineering from Delft University of Technology.
Joaquín Toro-Prieto: Head of Market Analytics & Messaging • Airbus

Mr. Joaquín Toro-Prieto was appointed to his current position in September of 2015. His aeronautical career began as a junior engineer for Gamesa, then joined Airbus in 2000 as a Marketing Analyst. Mr. Toro-Prieto has been based in two continents, three countries and four cities. Positions he has held within Airbus Commercial Division ranged from being responsible for the Latin America Marketing team to support the initial launch of the A320neo Family. Mr. Toro-Prieto holds a Master's degree in Aeronautical Engineering from the Technical University of Graz, Austria.

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, he 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.

Michael Stromberger: Director, Special Materials, Aerospace & Automotive • voestalpine BÖHLER Edelstahl

Mr. Michael Stromberger has been leading a global sales team, as well as the Product Management and Strategy team in the mill, for the Aerospace & Automotive business area of voestalpine BÖHLER Edelstahl where he started his career as a trainee in Sales and Marketing. In 2010, he became chairman of the Nickel Alloy Group at EUROFER. Since 2015, he has coordinated the marketing activities for all voestalpine BÖHLER Companies under the umbrella of BÖHLER Aerospace. Following the investments in vacuum melting and re-melting technologies in 2000, he held responsibility for business development of Ni Alloys and all products for the Power Generation Industry. Mr. Stromberger holds a Master's degree in Mechanical Engineering from the Technical University of Graz, Austria.

Zuzana Hrnkova: VP, Marketing • ATR (Avions de Transport Regional)

Ms. Zuzana Hrnkova has 24 years’ experience in aviation business and 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, she 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 as cabin interiors developments, working on market strategy, with her last assignment at Airbus as 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.
**Speaker Biographies**

**SpeedNews 19th Annual Aviation Industry Suppliers Conference in Toulouse (ATC)**

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**Ross Mitchell: VP, Commercial Operations • Bombardier Commercial Aircraft**

Mr. Ross Mitchell is Vice President, Commercial Operations for Bombardier Commercial Aircraft, a role which encompasses Strategy, Deal Management and Industry Affairs for Commercial Aircraft. In 1998, he joined Bombardier in the Contracts Department of Regional Aircraft. In 2000, he transferred to Sales in the International region, working in Europe, Africa and the Middle East. In 2010, he moved to Bombardier Business Aircraft taking a role in the European Sales team and working in the Strategic Accounts Group. In 2014, he was tasked with running the European region for Bombardier Commercial Aircraft as Regional Vice President, European Sales. From August 2014 to October 2015, he assumed the role of Vice President, Business Acquisition. Prior to joining Bombardier, he practiced law at McMillan Binch. Mr. Mitchell holds a Bachelor’s degree in Economics from McMaster University and a Juris Doctor from the University of Toronto.

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**Máximo Gainza: VP, Sales Strategy • Embraer**

Mr. Máximo Gainza's aviation career began in 2004 by collaborating for a major aircraft fleet database which later opened the door for him into Ascend. There, he worked briefly as a data analyst before transitioning into the company's reputable Consultancy division, before joining Embraer in 2015 at their European office in Amsterdam. At Embraer, he initially worked in Sales and Marketing as a Market Manager for Europe and the CIS. At the start of 2017 he took on a more global and tactical role in Sales Strategy, reporting directly to the VP Marketing while working closely with the VP Leasing to map opportunities and closely match E-Jet supply with demand, in conjunction with Embraer’s lessor partners. Together with Sales Finance, he provides regular updates on both generations of E-Jet to the investor and appraisal communities. Mr. Gainza's market expertise and worldwide fleet knowledge helps to anticipate developments at both micro and macro levels, ensuring the continued growth of Embraer's customer base.

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**Francois Chopard: Chief Executive Officer • Starburst Accelerator**

Mr. Francois Chopard founded Starburst Accelerator and has over 20 years of experience in strategy consulting, entrepreneurship and business development. Starburst Accelerator is the 1st incubator/accelerator dedicated to aerospace start-ups. Mr. Chopard specializes in the Aviation Aerospace and Defense industries featuring high stakes technology, and has developed a wide experience of innovation-related issues. Mr. Chopard started his career as an Airbus Engineer, and spent two years in a US Airforce research lab. Currently, he works on topics like future trends, product strategy and open innovation for companies mainly from the aerospace industry as well as investment funds. Prior to joining Starburst, he was a Paris-based partner at Oliver Wyman and Founder & CEO of Arendi Consulting. Mr. Chopard received his MS in Electrical Engineering from the Ecole Supérieur d’Électricité (Supélec) in Paris, France.

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**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. His aerospace career in production management started 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.
## Speaker Biographies

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### Paul Finklestein: Vice President, 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.

### Sandrine Lacorre: General Manager, Product Marketing • 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.

### David Stewart: Partner • Oliver Wyman

Mr. David Stewart has 35 years of aviation industry and consulting experience, and is a subject matter expert in multiple aspects of the airline, aerospace and maintenance supply businesses. Currently, he is a Partner in Oliver Wyman’s Aviation and Aerospace practice, based in London and is supporting the establishment of CA VOK in Europe, Oliver Wyman's airline technical consulting business. During his consulting career, he has led assignments with leading aerospace manufacturers, service suppliers and airlines in Europe, the Middle East, Asia Pacific, Africa and North America. Mr. Stewart is a recognized expert in the aircraft maintenance and air transport manufacturing sectors and airline technical operations. The majority of his project experience has focused on strategy development, market analysis, transaction support, aircraft acquisitions/fleet planning and restructuring.

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

In 1979, Gilbert Speed, one of the aviation industry's respected entrepreneurs, launched SpeedNews, along with his wife Ann Speed, which quickly became the aviation industry's most innovative newsletter. Under the tutelage of her father Gil, Joanna Speed began her informal education in commercial aviation at SpeedNews, and studied business in the Pepperdine University graduate program. Ms. Speed then took on an executive management role with greater responsibility within the company, 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 the nation's most influential forecasting and intelligence forums, Ms. Speed refined and expanded marketing strategies for the Aviation Suppliers Conferences. As Managing Director, she introduced four successful forecasting and intelligence forums for the Aerospace & Defense Industry. In 2006, SpeedNews was purchased by Penton and following Penton’s acquisition of Aviation Week in 2013, she was promoted to Managing Director, Aerospace & Defense Events for the Aviation Week Network, with an expanded portfolio and launched DefenseChain, featuring Program Excellence and Banquet, A&D Mergers & Acquisitions Conference, and Executive Roundtables. Penton was acquired by Informa in 2016.