



**Max Motschmann** has made vital contributions to aviation as a pilot, entrepreneur, senior-level corporate executive and consultant to aviation organizations and governments. He has played key roles in fostering growth of the aviation industry in the Philippines and in spearheading industry-changing AsBAA initiatives in the country.

In 2021, Max led Asia's first efforts to combat systemic illegal charters in Asia, which led to the creation of AsBAA's Illegal Charter Reporting System (ICRS), the first such system in Asia. His dialogues with the Philippine Civil Aeronautics Board (CAB) led to CAB's formal endorsement of ICRS, a major win for the fledgling project. In the current year, Max has represented AsBAA in advising the Philippine congress regarding the formation of the Philippine Transportation Safety Board (PTSB).

Max began representing AsBAA in the Philippines in 2017 when he made the organization's first door knock call to the Civil Aviation Authority of the Philippines (CAAP) and formed the AsBAA Philippine Chapter. In 2018, he cooperated with the chapter Chairman and members to organize an AsBAA information and investment delegation to the country, and jump started the Philippine Chapter Aviation Safety Day and Pilots' Day.

Other of Max's crucial contributions to AsBAA include playing an instrumental role, in 2019, in helping to craft the new AsBAA Articles of Association and By-laws.

Max is also the father of Mio Motschmann, the AsBAA Discovery Program Mascot, and is guiding Mio on his path towards becoming a certified pilot and lifelong aviation enthusiast.

A native German from the Bavarian capital of Munich, Max joined the German Air Force in 1973 as a student pilot cadet. After stints in various flying units, he served in management at the Munich Riem

and Frankfurt airports before joining the newly set up German airline Aero Lloyd in Frankfurt, operating its Caravelle S210 aircraft and subsequently becoming the project manager of a newly acquired DC-9-32 from GARUDA Airlines. In 1982, he joined a Middle East operator as a business aircraft pilot.

In 1983, Max relocated to the Philippines and became managing director of Multi Commerce & Management Corp. and chief executive officer of EURO KONSULT Inc. In the latter position he consulted on various aviation projects in the Philippines, Vietnam, Cambodia, Indonesia, Thailand, and Myanmar.

From July 2004 to January 2010, Max was senior consultant for operations and security to the general manager of the Manila International Airport Corporation. He then served for a year as senior consultant to the director general of the Civil Aviation Authority of the Philippines, where he was responsible for air operations as well as relations with FAA, EASA and other national and international aviation-related bodies.

In 2011, he founded YourJet Flight Services Inc. – now known as NavFix Flight Services Inc. – in the Philippines. After the acquisition of NavFix by International Jet Management GmbH, he was tasked in November 2012 to open and operate International Jet Management Asia Ltd, where he still serves as chief executive officer to this day.

In recreational aviation, Max has served as team captain of the Philippine National Skydiving team and has played key roles in entering the team into various regional and international events. He has also been president of the Philippine Association of Parachutists and was one of the founding directors of the Aero Sports Federation of the Philippines. In 1993, he became one of the three founders of the Philippine Hot Air Balloon Fiesta in Clark, an event that would become the largest gathering of general aviation aircraft in the Asian region. He has also been involved in designing and directing aerial stunts for several international and local movies.

# **How to move the Asian Business Aviation Association forward**

A Roadmap for the Growth of AsBAA from 2022 to 2024

**Vision:** To be the leading Business and General Aviation Association in Asia by adopting economic and environmental standards necessary to move the industry forward in a world of uncertainties

**Mission:** To restructure the AsBAA into a professional organization led by the vision of senior industry leaders for the whole of Fareast and Southeast Asia

**Goals:** To achieve international recognition as a leader in Business and General Aviation by fellow Regional Industry Associations as well as by unilateral and multilateral government and non-government organizations. To expand the membership through innovation and relationships.

## **How to move forward:**

**Organization** – Professionalize the management of AsBAA

Funding – expand the reach to members with business interests in Asia, organize social gatherings and tradeshow

**Expand** membership in Asia by allowing chapters to organize their own country organizations and to be a recognized in the country as an industry leader

**Cooperate** with National and Multinational Organizations in Asia as well as worldwide when it comes to matters of business and general aviation

**Enhance** the networking capabilities of the Association through online, hybrid, and personal events, and enhance the Discovery program in each country