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ACI World
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Incorporating the ACI-World Bank Annual Aviation Symposium



ACI 9TH ANNUAL AIRPORT ECONOMICS & FINANCE CONFERENCE & EXHIBITION

RADISSON BLU PORTMAN HOTEL, LONDON
20 – 22 MARCH 2017

Join us in London at the world's premier airport economics forum



ABOUT AE&F

Join Airports Council International (ACI) for the comprehensive ACI 9th Annual Airport Economics & Finance Conference & Exhibition in London from 20 to 22 March 2017, held at the Radisson Blu Portman Hotel, London.

The event will host 250+ delegates from over 50 different countries around the world including airport chief executive officers, chief financial officers, accounting and commercial managers, investment banks and financial institutions, rating agencies, airport finance consultants, airport investors, airports seeking investment, regulators and insurance companies.



Angela Giffens, Director General, ACI World



Olivier Jankovec, Director General, ACI EUROPE



Patti Chau, Regional Director, ACI Asia-Pacific

REASONS TO ATTEND

As an attendee you will benefit from:

- Expert opinions and cutting edge presentations from the airport, investor and financial communities
- Discovering the latest trends, key issues and challenges facing our industry
- Exclusive networking opportunities with members from ACI World, ACI EUROPE and ACI Asia-Pacific, as well as 250+ delegates from around the world
- Exciting social networking events including Welcome Reception, Gala Dinner, refreshment breaks and lunches

ABOUT THE WORLD BANK

The twin goals of the World Bank are to:

- End extreme poverty by decreasing the percentage of people living on less than \$2.25 a day to no more than 3%
- Promote shared prosperity by fostering the income growth of the bottom 40% for every country

ABOUT ACI

Airports Council International (ACI) is the only global trade representative of the world's airports.

Established in 1991, ACI represents airport interests with governments and international organizations such as ICAO, develops standards, policies and recommended practices for airports and provides information and training opportunities to raise standards around the world.



ACI-WORLD BANK ANNUAL AVIATION SYMPOSIUM PROGRAMME

MONDAY, 20 MARCH 2017 - 09.00 – 17.30

The ACI-World Bank Annual Aviation Symposium will be led by Charles Schlumberger, Lead Air Transport Specialist, The World Bank who will create an interactive and exciting forum of discussion. He will be joined by senior representatives from airports, investment banks and financial institutions around the world.

SESSION ONE: PUBLIC PRIVATE PARTNERSHIPS (PPPS) – THE FUNDAMENTALS

SESSION TWO: PPP – WHAT ARE THE ISSUES RIGHT NOW?

SESSION THREE: GROUP EXERCISE – BUILD YOUR ACTION PLAN

SESSION FOUR: BRIEFINGS BY MULTILATERAL INVESTMENT AGENCIES

CONFIRMED SPEAKERS*

Mark Barges, Solicitor, **Linklaters LLP**

Dr. Fethi Chebil, Airport Safety Expert, **ICAO**

Giles Darriau, Director General, **AERIA**

Dr. Ralf Gaffal, Vice President International Business, **Munich Airport**

Emmanuel Goldstein, Head of Transportation & Infrastructure for Europe, Middle East & Africa,

Morgan Stanley

Ian Twinn, Global Head Transportation, **IFC**

** confirmed speakers as at 9/12/16
Speakers and topics are subject to change*



Register for 2 days
includes AE&F Conference and
networking events

OR

Register for 3 days
includes Symposium, AE&F Conference
and networking events

FOR DELEGATE AND PROGRAMME INFORMATION

Alison Grinter: +44 (0) 7495 611 205
alison@aviationmedia.aero

FOR MEMBERSHIP INFORMATION

Danielle Michel, Director Membership Services
and Events, ACI EUROPE
danielle.michel@aci-europe.org

ACI AIRPORT ECONOMICS & FINANCE CONFERENCE PROGRAMME - DAY ONE

TUESDAY, 21 MARCH 2017 - 09.00 – 17.30

The conference will consist of numerous high-level sessions including cutting edge presentations and panel discussions from industry leaders, top level decision makers and other airport professionals.

SESSION ONE: AVIATION COMPETITION DYNAMICS AND THEIR IMPACT ON AIRPORTS

The airline industry continues to transform itself-creating both winners and losers amongst airports. How are airports responding to on-going airline consolidation? What are the implications of new airline business models and what do airports need to do to leverage growth opportunities and avoid being left behind?

LIVE INTERVIEW – HURDLES TO LIBERALISATION IN AFRICA

SESSION TWO: NEW THINKING AND INNOVATION IN AIRPORT REGULATION

The aviation industry has undergone massive change in recent years, but the airport-airline conflict on charges remains unchanged and in some cases has deteriorated further. What regulatory approaches are available which are tailored to today's aviation market and do any of these offer opportunities for a longer-term improvement in airport-airline relations?

SESSION THREE: THE BREXIT CONVERSATION

Traffic rights, regulatory consistency, airline ownership and duty free shopping are some of the of the many questions marks in the aviation sector that have been thrown up by the prospect of Brexit. The panel will discuss potential implications and the next steps in this uncertain and political process.

CONFIRMED SPEAKERS*

Stefano Baronci, Director Economics, **ACI World**
Sarah Branquinho, President, **ETRC**
Guillaume Burghouwt, Head Air Transport Section, **SEO Economic Research**
Andy Carlisle, Managing Director, **Airport360**
Patti Chau, Regional Director, **ACI Asia-Pacific**
Dan Elliott, Director, **Frontier Economics**
Simon Fagan, Head of Planning & Regulation, **DAA**
Angela Gittens, Director General, **ACI World**
Andrew Haines, Chief Executive Officer, **UK Civil Aviation Authority**
Sheik Aimen bin Ahmed Al Hosni, Chief Executive Officer, **Oman Airports Management Company**
Olivier Jankovec, Director General, **ACI EUROPE**
Paul Kehoe, Chief Executive Officer, **Birmingham Airport**
Andrew Lobbenberg, Head of Transport Equity Research, **HSBC**
Jeremy Robinson, Partner, **Watson Farley & Williams**
Dr. Charles Schlumberger, Lead Air Transport Specialist, **The World Bank**
Léon Verhallen, Head of Aviation Marketing, **Brussels Airport Company**

** confirmed speakers as at 9/12/16
Speakers and topics are subject to change*



ACI AIRPORT ECONOMICS & FINANCE CONFERENCE PROGRAMME - DAY TWO

WEDNESDAY, 22 MARCH 2017 - 09.00 – 14.00

The conference will consist of numerous high-level sessions including cutting edge presentations and panel discussions from industry leaders, top level decision makers and other airport professionals.

SESSION FOUR: THE TRUE VALUE OF AIRPORTS INVESTMENT

Airports have the potential to be generators of value for many different stakeholders including passengers, airlines, investors and surrounding economies and communities. The Panel will describe these different impacts and discuss how all parties can collectively benefit from this value-added.

SESSION FIVE: BEST AIRPORT BUSINESS STRATEGIES

In an increasingly uncertain world, long-term investments into fixed airport infrastructure is becoming more and more risky. It is impossible to completely escape risk. It can only be managed by coherent and comprehensive business strategies. What considerations should underpin a strong airport strategy, and what are the keys to its successful implementation?

CONFIRMED SPEAKERS*

Andrew Blease, Associate Managing Director, Infrastructure Finance, **Moody's Investors Services**

Michael McGhee, Partner, **Global Infrastructure Partners**

Brian Pearce, Chief Economist and Director, **IATA**

Amit Rikhy, President and Chief Executive Officer, **CCR USA**

John Strickland, Director, **JLS Consulting Ltd**

Yevgen Treskunov, Board Member, Chairman of Strategic Development & International Relations Committee,

Association 'Airports of Ukraine' CA

Stewart Wingate, Chief Executive Officer, **Gatwick Airport**

** confirmed speakers as at 9/12/16
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networking events

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FOR DELEGATE AND PROGRAMME INFORMATION

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alison@aviationmedia.aero

FOR MEMBERSHIP INFORMATION, CONTACT:

Danielle Michel, Director Membership Services and
Events, ACI EUROPE
danielle.michel@aci-europe.org

NETWORKING EVENTS

WELCOME RECEPTION

Monday, 20 March 2017
Radisson Blu Portman Hotel, London

All participants are invited to attend the Welcome Reception to meet fellow delegates, sponsors, exhibitors and speakers in a relaxed atmosphere.

The Welcome Reception will be the official opening of the ACI 9th Annual Airport Economics & Finance Conference & Exhibition. Taking place in the exhibition hall, the reception will allow delegates to visit exhibition booths, meet old friends and forge new relationships.



A previous Welcome Reception

GALA DINNER

Tuesday, 21 March 2017
One Whitehall Place, London
Sponsored by GIP

Enjoy an evening of networking with fellow delegates, sponsors, exhibitors and speakers at One Whitehall Place, a unique and prestigious central London venue steeped in history and boasting many wonderful architectural features,



Sponsored by GIP
GLOBAL INFRASTRUCTURE PARTNERS

One Whitehall Place, London

VENUE & ACCOMODATION

ABOUT THE VENUE

The event is taking place at the Radisson Blu Portman Hotel which is situated on Portman Square, in the heart of London's fashionable West End.

The hotel is conveniently located five minutes away from Paddington Station which has direct links to Heathrow Airport. The nearest tube stations are Marble Arch (Central Line), Bond Street (Jubilee Line) and Baker Street (Bakerloo, Circle, Jubilee, Metropolitan and Hammersmith and City Lines).



HEADQUARTERS HOTEL

The hotel is situated in London's fashionable West End. It is an impressive hotel and offers guests a convenient location, comfortable guest rooms, modern amenities and outstanding customer service.

To book a room please visit: www.miceconciierge.com/events/ACIAEF



Radisson Blu Portman Hotel

SPONSORSHIP OPTIONS

WHY SPONSOR?

The ACI sponsorship programme is designed to give you increased exposure to the airport industry's top leaders. With four main levels of sponsorship, as well as a number of ad sponsorship opportunities, our packages will:

- **Help you target the right people in the industry**
- **Heighten your brand exposure**
- **Ensure that you stand out as a leader in an established market**
- **Give you the opportunity to cultivate new and existing relationships**

The advantage of ACI's role in the airport community

As the voice of the world's airports, ACI plays an important role in the airport community. The Annual Airport Economics & Finance Conference & Exhibition is the time and place where our airport and WBP/Associate members come together. Sponsoring makes a positive impact on airport executives' purchasing decisions.

FOR SPONSORSHIP OPPORTUNITIES:

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andrewh@aviationmedia.aero

EXHIBITION FLOORPLAN

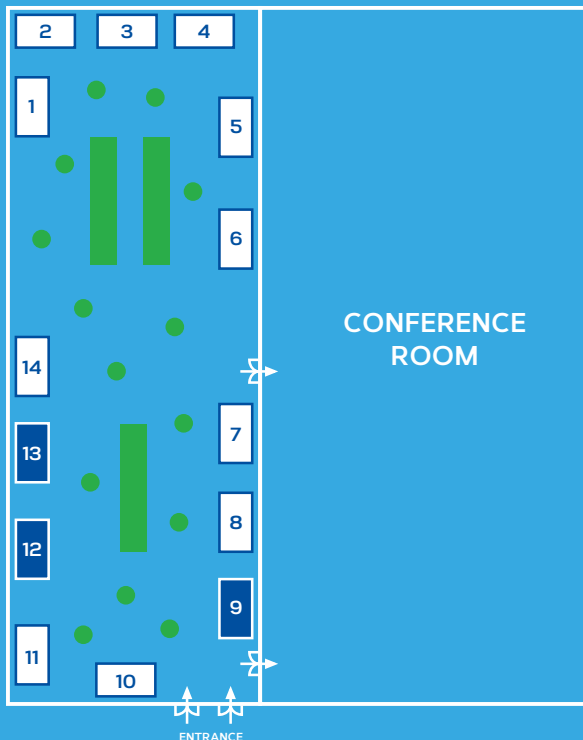
TABLE TOP RATE

ACI MEMBER RATE: **€3,500**

NON-ACI MEMBER RATE: **€5,500**

Tabletop exhibition stands allow your company to be positioned in the main networking area where all lunches, refreshment breaks and the Welcome Reception are held.

The exhibition rate includes TWO free conference passes.



EXHIBITORS

- 9 **Mott MacDonald**
- 12 **Edinburgh Airport**
- 13 **Gatwick Airport**

* denotes World Business Partner



FOR SPONSORSHIP OPPORTUNITIES:

Andrew Hazell: +44 (0)7495 611 215
andrewh@aviationmedia.aero

Available booth Sold booth Refreshments



PERSONAL DETAILS

Title _____ First Name _____ Last Name _____
 Job Title _____ Name of Organisation _____
 Postal Address _____
 City/State _____ Postcode _____ Country _____
 Fax _____ Tel _____
 Mobile _____ Email _____

CONFERENCE REGISTRATION FEES (Early Bird Rates end 31 December 2016)

THREE DAY REGISTRATION FEES: Includes Symposium, Welcome Reception, AE&F 2017 Conference & Gala Dinner

	EARLY BIRD RATES	STANDARD RATES
<input type="checkbox"/> ACI Members & World Business Partners	€1,795*	€2,155*
<input type="checkbox"/> ACI Economics Committee Members	€1,435*	€1,795*
<input type="checkbox"/> Non-ACI Members	€3,480*	€4,310*
<input type="checkbox"/> Airlines	€1,795*	€2,155*

TWO DAY REGISTRATION FEES: Includes Welcome Reception, AE&F 2017 Conference & Gala Dinner

	EARLY BIRD RATES	STANDARD RATES
<input type="checkbox"/> ACI Members & World Business Partners	€1,555*	€1,795*
<input type="checkbox"/> ACI Economics Committee Members	€1,195*	€1,555*
<input type="checkbox"/> Non-ACI Members	€3,110*	€3,590*
<input type="checkbox"/> Airlines	€1,555*	€1,795*

*All registrations include VAT (20%).

GROUP BOOKINGS For bookings of more than 3 people, please contact us: contactus@aviationmedia.aero

ACCOMPANYING PERSON REGISTRATION FEES (Fee includes Welcome Reception and Gala Dinner)

<input type="checkbox"/> ACI Members	€240*	
<input type="checkbox"/> Non-ACI Members	€360*	*All registrations include VAT (20%).

PAYMENT

I will pay a total of: _____ inc VAT (20%). Company VAT number: _____

Cheque or bank draft made payable to Aviation Media Ltd, PO BOX 448, Feltham, TW13 9EA, United Kingdom

Visa, Mastercard or American Express credit card as authorised below:

Card Type: _____ Card Number: _____ Start Date: _____

Expiry Date: _____ Security No: _____

Name on Card: _____ Date: _____

Billing address: _____

Please register me for this event. I agree to abide by these terms, ticking the box will be accepted as a digital signature.

Terms & conditions

Aviation Media Ltd occasionally makes its delegate lists available to selected industry third parties. By completing this form, attendees give permission to pass their contact details to attendees and exhibitors of this event.

If such permission is denied please tick this box.

By providing your details you agree to Aviation Media Ltd contacting you about this or other relevant events or publications by post or email. If you do not wish to receive these please tick the box.

Aviation Media Ltd has a 14-day payment policy and registration and entrance will only be confirmed (as well as joining instructions sent out), once full payment is complete. Conference fees include attendance at the conference, all social networking activities and all conference documentation, morning and afternoon refreshment breaks.

Delegate cancellation policy: cancellations must be made in writing and sent to aviation media (contactus@aviationmedia.aero). Cancelling more than 6 months before the event will incur a 20% administrators fee. Cancelling 2-6 months before the event will incur a 50% charge. No refunds will be issued within 2 months of the event taking place. No-shows will be billed for the full amount and will not be refunded.