The Global MRO Procurement Expo

30 May 2017 | Hilton Olympia Hotel, London, UK
31 May - 1 June 2017 | Grand Hall, Olympia London, UK

Register before April 18 and save $150!

HEAR FROM SPEAKERS INCLUDING:

- Ken Aso
  Director, Parts Category Management
  The Boeing Company

- Richard Brown
  Principal
  ICF International

- Risto Mäeots
  CEO
  Magnetic MRO

- Abdol Moabery
  President & CEO
  GA Telesis

- Roland Rainer
  Director, Head of Technical Planning
  Swiss International Air Lines

- Gary Smith
  Business Lead – Neo & futureCabin
  easyJet

REASONS TO ATTEND

A UNIQUE forum for all stakeholders in the aftermarket supply chain to meet in an open and discursive environment

Receive an up-to-date ANALYSIS of regional and international MRO trends

EXAMINE the latest technologies and best practices to reduce cost and increase efficiency

ANALYSE business opportunities and risks in a growing and highly competitive market

Make NEW CONTACTS and renew existing relationships in an intimate networking environment
On the 30 May 2017 the ap&m Summit returns to London at the Hilton Olympia.

2016 saw airlines achieve record profitability, with $35bn reported for the year – largely focused in North America. However globally, strong air travel demand and a need to replace ageing aircraft is fuelling a steady fleet growth of 3.2% CAGR in the next decade, although low oil price has softened the rate of retirement to some extent.

This scenario has created challenges and opportunities for stakeholders throughout the aftermarket value-chain as airlines identify how to make the best use of existing aircraft and introduce new fleets. However suppliers in some markets are jockeying in a crowded field and the requirement to demonstrate leadership and commercial understanding is key.

Forming part of the ap&m Europe event programme, the summit provides an opportunity to engage with your peers and discuss the issues determining the aviation aftermarket today. Bringing together stakeholders throughout the value chain to meet, analyse and discuss the shape of the industry today and its future evolution.

"Very good opportunity to make new contacts and learn modern trends in the industry."

Alya Fursayeva, Director - MRO & Insurance, Ukraine International Airlines

FREE PLACES FOR AIRLINE OPERATORS

We work closely with airlines to overcome their toughest challenges and address their core issues, and their presence at our events is integral to our success. Therefore we warmly invite all airline operators to attend the ap&m summit and exhibition free of charge. That means free attendance for the duration of the conference and exhibition and a chance to meet and network with suppliers, industry leaders and peers at our exclusive networking functions. Complimentary attendance is subject to airlines agreeing to take part in the ‘Meet The Buyers’ sessions on the 31 May at Olympia Exhibition Centre.

For further details please contact
Genevieve Richards:
T: +44 (0) 207 975 1663
E: airlineassistant@aviationweek.co.uk

Visit: www.apmexpo.com/agenda

AGENDA: 30 May 2017

8:00 Registration & Refreshments
9:00 Chairman’s Opening Remarks
Richard Brown, Principal, ICF International
9:10 The Aviation Aftermarket Industry – Trends & Analysis
• An overview of the current state of the MRO industry and how it compares at a global level
• What is driving development in the MRO industry?
• What are the opportunities and challenges generated from current and future MRO trends?
• What are the key investment opportunities as the industry develops?
• What influences might challenge development?
Richard Brown, Principal, ICF International
9:40 PANEL DISCUSSION: Business Development in the Aftermarket – Concentration or Fragmentation?
• For years the aftermarket has seen plethora of M&A activity and vertical integration, is this set to continue?
• When assessing industry growth, what sectors in the aftermarket is this primarily driven by?
• Are we moving towards a market dominated by a handful of large integrated service providers?
• What impact will Next Generation platforms with fewer scheduled maintenance checks and lower manpower-hour requirements have on providers?
• How will this shift in maintenance scheduling feed through to airlines and what will the financial reality be?
• Brexit may still be two years away, while the final negotiations are open to speculation, what are the projected implications for the aviation industry dependent on the nature of the final deal?
Yasin Birinci, SVP Production Planning and Control, Turkish Technic
Risto Mäeots, CEO, Magnetic MRO
Abdol Moabery, President & CEO, GA Telesis
Pascal Parant, Vice President Marketing, AAR
10:40 Morning Coffee Break
11:20 OEMs and the Aftermarket – Market Perspectives & Strategy
• How do OEMs in the aftermarket sectors (airframe, engine, component) view their position in the market and relationship with non-OEM service providers?
• Are OEMs focusing on serving operators through partnership and JV-style set-ups or is there an interest in establishing fully owned and controlled operations?
• With an increasing amount of the schedule NG fleets entering service, how are OEMs ensuring there is support available to service these?
Ken Aso, Director, Parts Category Management, The Boeing Company
Alistair Forbes, Acting Head of Customer Marketing – Services, Rolls-Royce
12:00 **Entry Into Service…and Beyond – Experiences and Results**

- What are the key challenges when embarking on an EIS process?
- How can operators, OEM and service providers best work together to ensure a smooth process?
- How do you best scope and evaluate performance over the course of initial operations phase?
- What KPIs and performance objectives should airlines focus on?
- How can airlines best plan to address initial operational challenges and work with manufacturers to solve these?
- How can operators and other stakeholders transfer the lessons learnt from an EIS process to future projects?

*Roland Rainer, Director, Head of Technical Planning, Swiss International Air Lines Representative, Airbus*

12:40 **Lunch**

13:40 **PANEL DISCUSSION: Maintenance and Procurement Selection in a Comoditised Market**

- Are maintenance offerings now standardised across the board, regardless of service provider ‘type’?
- Is service provider selection simply a matter of price; what are airlines looking for in a provider?
- As global markets converge on price, are we likely to see a trend towards right-/near-shoring?
- How has the continued low oil price altered airline spending? Is there an increased focus on discretionary upgrades and lifetime extension?
- How are airlines approaching maintenance selection for NG platforms vs legacy aircraft?
- How are airlines and service providers working together to identify opportunities to add-value beyond standard contract obligations?
- Is there an appetite for airlines to return outsourced services in-house?

*Oliver Grassmann, SVP Component Services, SR Technics
Sonny Stern, VP Sales MRO Services, Delta TechOps*

14:30 **Quantifying the Impact of Big Data and Health Monitoring for Airlines**

- What is the impact of health monitoring on spares provisioning and repair scheduling and financial planning?
- There are a plethora of solutions available for different aspects and areas of the aircraft, can these be integrated?
- Who owns and who can use the data (OEM, airline, lessor or MRO)?
- How can MRO operations prepare for the implied cybersecurity considerations?

*Gary Smith, Business Lead – Neo & futureCabin, easyJet*

15:00 **Afternoon Coffee Break**

15:30 **PANEL DISCUSSION: Lessors on the Aftermarket**

- What are the key trends driving the contemporary leasing industry?
- What aircraft types are lessors investing in?
- How do lessors view NG platform technologies as an investment, will business strategies and service offerings have to change?
- How do lessors in the NG, mid-life and mature fleet markets view the impact of low oil price on their segments, and how does this impact on business strategy?
- Should lessors be more hands-on in regards to maintenance prior to lease return?
- Is the dynamic between lessor, airline and MRO changing?

*Alistair Forbes, Acting Head of Customer Marketing – Services, Rolls-Royce
Jaime Nieto, Vice President, Airline Leasing & Sales, BOC Aviation*

16:20 **PANEL DISCUSSION: Perspectives on the Parts Supply Market – Current Trends and Forecast Impact of NG Platforms**

- The parts supply market continues to appear strong, with estimates of 40+ companies directly involved in the segment. What lies behind the buoyancy of the current market?
- Pricing of parts and materials has become a contentious issue, with leaders in the industry pointing towards unrealistic price inflation and uncompetitive bidding wars. To what extent is this driven by competition in the market vs customer demand?
- What has been the impact of low oil price and deferred retirements on the used serviceable material market?
- Which fleets have been most affected by deferred retirements and is this a regionally specific anomaly or global trend?
- Will the ‘disposable’ design of NG technology mean a contraction of the USM market as these aircraft begin to form a larger proportion of the global fleet?

*Mike Cazaz, President and CEO, Werner Aero Services
Thom Grobben, VP Technical Sales & Support, AFI KLM E&M
Andrea Luebke, VP Purchasing MRO, MTU Maintenance
Patrick Markham, VP Technical Services, HEICO Representative, Lufthansa Technik*

17:10 **Chairman’s Concluding Remarks**

*Richard Brown, Principal, ICF International*

17:20 **End of Conference**
LEADING INDUSTRY SPEAKERS INCLUDE:

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  Director, Parts Category Management
  The Boeing Company

- Yasin Birinci
  SVP Production Planning and Control
  Turkish Technic

- Richard Brown
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  Vice President Marketing
  AAR

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  VP Sales MRO Services
  Delta TechOps

For a full list of speakers visit: www.apmexpo.com/speakers
HEAR FROM OUR 2016 PARTICIPANTS

“THE AP&M SUMMIT HAS ESTABLISHED ITSELF AS THE REFERENCE CONFERENCE IN MRO PROCUREMENT FOR AIRLINES, ALLOWING ATTENDEES TO REACH PROPER DECISION MAKER LEVEL, MAINLY THE BUYERS. A CONFERENCE OUT OF WHICH OPPORTUNITIES ARE TURNING INTO BUSINESS FOR ATTENDEES.”

Pascal Parant, Vice President Marketing, AAR

“EXCELLENT SUMMIT, IT KEEPS IMPROVING YEAR ON YEAR”

Ben van Sleeuwen, Director Business Development, Parker Aerospace

2016 ATTENDEE BREAKDOWN

- Airline: 23%
- Consultant/Legal: 7%
- Ground Support: 1%
- Leasing/Finance: 4%
- Parts Supply: 13%
- Software: 3%
- OEM: 15%
- MRO: 26%
- Supply Chain: 8%

YOUR SUMMIT PASS GIVES YOU ACCESS TO:

- 8 educational sessions led by industry experts at the AP&M Summit on 30 May
- Fantastic networking opportunities at the VIP Welcome Reception on 30 May
- Over 200 international suppliers at the AP&M Europe exhibition on 31 May – 1 June
- VIP lounge and lunch vouchers for both days of the exhibition

Visit: www.apmexpo.com/summit
BOOKING RATES

NON AIRLINE OPERATOR BOOKING RATES

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<tr>
<th>EARLY BIRD RATE</th>
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<tr>
<td>Book up to and including 18 April 2017</td>
<td>Book after 18 April 2017</td>
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<td>$750</td>
<td>$900</td>
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All prices are subject to applicable VAT. *Saving on individually booking the conference at standard rate

AIRLINE OPERATOR BOOKING RATES

Conference only  Please register delegate(s) for a FREE PLACE*

For information on discounts available when you book a team of 3 or more call us on +44 (0) 207 975 1679

GROUP BOOKING DISCOUNTS

For general assistance with registration please call +44 (0) 207 975 1679 or email events@aviationweek.co.uk

TERMS AND CONDITIONS:

1. The Conference is organised by MRO Exhibitions Limited (the “Organiser”), whose office is at Christchurch Court, 10-15 Newgate St. London, EC1A 7AZ, UK.
2. You agree to pay for the ticket to the Conference by completing the Order Form. The Organiser may at its absolute discretion accept or refuse your application. A binding contract will be formed only when the Organiser provides you with its written acceptance of your application.
3. By purchasing a ticket to the Conference, you agree to comply with any joining instructions in respect of the Conference and any associated events.
4. The Organiser reserves the right, due to unforeseen circumstances, to alter the content; location; timetable; or format of the Conference.
5. You may transfer your ticket to another individual within the same company or group of companies PROVIDED that the recipient of the ticket has not been accepted to purchase the ticket at the price that you paid for it.
6. You may cancel your ticket to attend the Conference if you provide written notice which is acknowledged by the Organiser in accordance with section 6, provided unless written notice is received at least 30 days prior to the commencement of the Conference and the Organiser provides written acknowledgement of such notice.
7. If you provide notice in this way, you will be refunded if you have already paid for your ticket.
8. The Organiser’s liability for any losses you may suffer as a result of us breaching these terms and conditions or in connection with the Conference or the provision of our services to you.
9. To the maximum extent permitted by law, neither the Organiser nor any of its directors, employees or other representatives will be liable for any of the following losses or damages (however caused and whether such losses were foreseeable or not): loss of profit; breach of contract; loss of business or opportunity; loss of reputation or goodwill; and/or any indirect, consequential or special loss; whether arising in connection with the Conference or the provision of our services to you.
10. Nothing in these terms and conditions shall exclude the Organiser’s liability for (i) death or personal injury as a result of its negligence; (ii) fraud or fraudulent misrepresentation; or (iii) any liability that cannot be limited or excluded by law.

AVIATION WEEK NETWORK

Aviation Week Network is the premier organizer of aviation and aerospace conferences, exhibitions, awards ceremonies, symposiums, and roundtables around the world.

For more information, please visit www.apmexpo.com/venue

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