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AVIATION WEEK

MRO SOUTHEAST ASIA

6-7 MARCH 2019
INTERCONTINENTAL KUALA LUMPUR, MALAYSIA

DEVELOPING CAPABILITIES AND MRO TO ALIGN WITH REGIONAL GROWTH IN SOUTHEAST ASIA

REGISTER BEFORE JANUARY 23 AND SAVE $200!
QUALIFYING AIRLINES ATTEND FOR FREE!

HEAR FROM SPEAKERS INCLUDING:

Amartya De
Management Consultant - Public Sector, Aviation, Defence, Security, Frost and Sullivan

Martin Eran-Tasker
Technical Director
Association of Asia Pacific Airlines (AAPA)

Sunmuga Kanaratnam
Head of Engineering Department
Air Asia India

Chung Mak
Aviation Advisor to President and Vice Commanding Officer
S.F. Express

Eke Nazri
Head of Airline Engineering
Malaysia Airlines

Devan Ramasamy
Senior Technical Advisor
Civil Aviation Authority (CAA) International

Pierre Reville
CEO
Sepang Aircraft Engineering

Derwin B. Sandoval
Director – Engineering & Maintenance
Bassaka Air
On the 6-7 March 2019, Aviation Week Network will bring MRO Southeast Asia to Kuala Lumpur, Malaysia after two hugely successful shows in Seoul and Hanoi.

Asia-Pacific is currently the key market driving the development of the aviation industry globally. Fleet orders have spurred a parallel interest and investment in MRO facilities and the supply chain but while demand and growth are high, there is a gap between demand and local capabilities. A key focus area addressed during this conference will be how the regional MRO industry needs to evolve to support this growth.

It was really a good experience learning from other MROs on how they handle new start-up MROs. In addition, for engine MROs I have learnt how they would apply such management on the engines to optimize the engine life and cost.”

Renz Kristian Inocencio
Deputy Manager, Engine Team Leader
Vietjet Air

DON’T MISS: MEET THE BUYERS:

‘Meet the Buyers’ is our signature networking session, providing a platform for attendees to meet with airline buyers, face to face, in 10 minute meetings slots.

Exclusively available to delegates at MRO Southeast Asia, each supplier will get to choose from a list of available buyers on the day of the conference, with meetings taking place at 4pm on 6 March 2019.

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 conferences is integral to our success. Therefore, we warmly invite all airline operators to attend MRO Southeast Asia free of charge*. That means free attendance for the duration of our interactive and informative conference sessions and a chance to meet and network with suppliers, industry leaders and peers at our exclusive networking functions and during the Meet The Buyers session.

For further details please contact Juliet Trew:
T: +44 (0) 207 017 7175
E: juliet.trew@aviationweek.co.uk

* Qualifying airline representatives must hold a job function within the areas of purchasing, maintenance, overhaul, engineering, supply chain or technology. Representatives in sales/business development/marketing/customer service roles or from third party maintenance affiliates do not qualify for a free place. Qualifying procurement and purchasing representatives must take part in Meet The Buyers in order to obtain a complimentary place.

Visit mroaseastasia.aviationweek.com/register
14:00 **Big Data and Predictive Maintenance: Tools for Success**
- Software that can analyse big data from aircraft and daily operations to enable it to be a powerful tool for predictive maintenance is critical to success in an increasingly competitive market.
- A number of digital tools and IT systems have been rolled out by the manufacturers to optimise maintenance and improve supply chain.
- Are these tools delivering as promised and what is adding real value and ROI? Have they improved predictive maintenance and are they revolutionizing operations as expected?
- What has been the impact on MRO of these digital platforms offered by the market and what will be their influence in the future?
- What else is needed by these tools that isn’t currently being achieved?

14:45 **PANEL DISCUSSION: The Operator Perspective**
- What are the primary concerns and expectations of the airlines and what are they looking for from the market to fulfill their needs and requirements?
- How do the needs of low cost carriers differentiate from those of legacy carriers and how are their needs being catered for?
- What are they looking for from partners to enable them to operate at an optimal level?
- How are operating patterns changing and what challenges are they preparing for in the months to come?

15:30 **PANEL DISCUSSION: Role of Innovation to Increase Efficiency and Competitiveness**
- What challenges exist for market players and what technology and innovation exists that can respond to those demands?
- VR and AR, robotics, blockchain, 3D printing, additive manufacturing: What has already effected real change in MRO and can demonstrate success stories and added value?
- How are new technologies improving productivity and efficiency and lowering the operations cost?
- How could AI and related technologies help with the labour shortfall and cover the shortages?

16:00 **Coffee Break and Meet the Buyers**
An opportunity for both airlines and suppliers to meet face to face in 10-minute sessions. Airlines are invited to take their seats, saving time and effort by conducting a series of meetings with suppliers who can help them achieve greater efficiencies. Attendees are able to pre-book sessions from a list of available buyers on the day whilst onsite.

17:00 - 19:00 **Networking Reception**

**Day Two – Thursday 7 March 2019**

8:30 **Registration and Refreshments**

9:30 **Opening Remarks**
**Paul Burton, MD Asia Pacific Region, Aviation Week Network**

9:40 **Assessing the Impact of Rising Fuel Prices on Regional MRO**
- With fierce competition and rising fuel prices, what will be the impact on capacity and the supply chain?
- Will yields improve to compensate for the increase and what will be the effect on the end customer?
- Will higher fuel prices lead to the demise of inefficient carriers and prevent new entrants from coming into the market?
- Are there alternatives to offset the rise? How can we guarantee financial stability, efficiency and our place in the market and what will be the impact of rising fuel prices on capacity/supply chain?

**Amartya De, Management Consultant - Public Sector, Aviation, Defence, Security, Frost & Sullivan**

10:10 **PANEL DISCUSSION: Considering Regulatory Practices and Procedures in South East Asia and the Impact on the MRO Business**
- Since different countries have their own internal markets, regulations and discrepancies, how can SEA countries get aligned and become more harmonious in approach?
- Many Asian national airworthiness authorities have their own rules, discrepancies and multiple countries, internal markets and local approval authorities can cause issues.
- Is there a need for an Asian equivalent of the FAA/EASA? What would be required of this regulator?
- As Part M is rolled out across South East Asia countries we look at the state of compliance and coordination.
- What queries and challenges remain on the OEM, MRO and authority side? Where do responsibilities lie and who has ownership?
- What support is needed from a Governing body to allow for development and growth among stakeholders?
- Assessing the impact of the Chinese market and a strong local presence and growth among stakeholders?
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10:45 **Morning Coffee Break 🌞**

11:15 **An Operator Update from Malaysia Airlines**
**Eke Nazri, Head of Airline Engineering, Malaysia Airlines**

11:45 **PANEL DISCUSSION: Fleet and Leasing Choices in the Region: What is the Future?**
- There is a large fleet of narrowbody aircraft in the South East Asia region and this looks set to continue. The model of sale and lease-back continues to gain majority share in the aircraft leasing and purchasing business.
- Assessing dry lease v wet lease: Which model is the best choice for start-up airlines?
- Is the sale and lease-back method the right choice for ULCC and LCC airlines that are dominant in the region and what can influence this choice?
- Domination of PEH: increasing numbers of business jets in Vietnam: What trends are we seeing and what is in the pipeline?
- Small OEMs are being merged into larger OEMs to explore the bigger market and to optimize the operation costs, what will this mean for MRO?
- What trends do we expect to see change, and what will continue for regional market players?

12:30 **Conclusion of Conference and Networking Lunch 🍽️**

13:30 **Depart for Sepang Aircraft Engineering Facility Tour**

16:00 **Return to Conference Venue or Airport**

**Find out more at mroeastasia.aviationweek.com/tour**
CONFIRMED SPEAKERS:

Hervé Alexandre
Director of Business Development
AFI KLM E&M

Amartya De
Management Consultant
- Public Sector, Aviation, Defence, Security
Frost & Sullivan

Amrul Zeflin Anim
Director & Accountable Manager
Dilog Training & Services

Paul Burton
Managing Director, Asia-Pacific Aviation Week Network

Tom DeGeytere
Chief Sales Officer
AJW

Alain Dupuis
VP Industrial Development
Unabiz

Martin Eran-Tasker
Technical Director
Association of Asia Pacific Airlines (AAPA)

Sunmuga Kanaratnam
Head of Engineering Department
Air Asia India

Terry Lim
Regional Director, Business Development – Asia
Triumph Group

Chung Mak
Aviation Advisor to President and Vice Commanding Officer
S.F. Express

Eke Nazri
Head of Airline Engineering
Malaysia Airlines

Trinh Quoc Cuong
Commercial Director
Vietstar Aero Engineering Co.

Devan Ramasamy
Senior Technical Advisor
Civil Aviation Authority (CAA) International

Pierre Reville
CEO
Sepang Aircraft Engineering

Derwin B. Sandoval
Director – Engineering & Maintenance
Bassaka Air

For a full list of speakers, visit: mroeastasia.aviationweek.com/speakers
HEAR FROM OUR 2018 ATTENDEES:

“The outcome of this conference was very fruitful and beneficial. It helped us to understand more about the MROs who had been providing services for us. We gained more insight into the MRO trends and interests, especially on learning latest technology of data analytics.”

Siti Humaira Idrus, Executive Finance, Malaysia Airlines Berhad

“It was our first time and we were very pleasantly surprised. It is big enough to be relevant, yet small enough to be very useful, and superb for networking.”

Brian Price, Project Manager, Spire Flight Solutions

2018 ATTENDEE BREAKDOWN:

- Airline Operator: 29%
- MRO: 21%
- Components/Rotables: 10%
- Other: 8%
- Engines/Propulsion/APUs: 8%
- Supply Chain: 6%
- OEM: 5%
- Consulting Services: 4%
- Leasing/Finance: 3%
- Engineering: 3%
- Logistics/Freight Forwarding: 2%
- Ground Support Equipment: 1%

THE REGION IN NUMBERS

Southeast Asia’s commercial fleet in 2018 consists of almost 2,150 aircraft, generating $5.8 billion in MRO demand

APAC region is estimated to account for $7.7 billion of MRO demand over the next decade

The Malaysia market alone generated $1 billion of MRO demand in 2018

*Source: Aviation Week Fleet & MRO Forecasts

SPONSORSHIP OPPORTUNITIES:

As a sponsor, your organisation will gain a competitive advantage by engaging directly with your target audience in an intimate environment, maximizing your return on investment.

Benefits of sponsoring:

- Heighten your brand exposure in a rapidly expanding region
- Demonstrate your commitment to the region
- Drive new business
- Confirm your place as a market leader
- Forge new relationships in an environment perfectly suited for business

SHOWCASE – TABLE TOP PACKAGE:

The MRO Southeast Asia Showcase will enable you to display your products and services to the 200+ senior level attendees throughout both days of the conference. The intimate setting allows for superb networking, giving you time to explain, demo and create long lasting business relationships.

To discuss sponsorship or exhibition opportunities contact Victoria Keeble:

T: +44 (0) 207 017 7148
E: victoria.keeble@aviationweek.co.uk

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MRO SOUTHEAST ASIA
6-7 MARCH 2019 / INTERCONTINENTAL KUALA LUMPUR, MALAYSIA

BOOKING RATES

NON AIRLINE OPERATOR BOOKING RATES

| Early Bird Conference Rate | Up to and including 23 January 2019 | $1,399 |
| Standard Conference Rate | Book after 23 January 2019 | $1,599 |

ALTERNATIVE OPERATOR BOOKING RATES

| Conference only | Please register a delegate for a FREE PLACE* |

GROUP BOOKING DISCOUNTS

For information on discounts available when you book a team of 3 or more, call us on +44 (0) 20 7017 7714

VENUE & ACCOMMODATION:

MRO Southeast Asia 2019 takes place at the InterContinental Kuala Lumpur, 165, Jalan Ampang, Kuala Lumpur, 50450, Malaysia.

We have secured an exclusive hotel room rate at the InterContinental Kuala Lumpur of MYR 491 (USD $121) inclusive of buffet breakfast and wifi (and exclusive of government taxes). The rate is valid from the 2 - 7 March 2019, subject to availability. All rooms are allocated on a first come first served basis so please make your reservation as early as possible to secure a room at this rate. For more information and details on how to book please visit: mroeastasia.aviationweek.com/venue

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AVIATION WEEK NETWORK

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

Aviation Week Network’s MRO focused series of conferences and exhibitions is the largest event series dedicated to the aviation maintenance industry.

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2. You apply for a ticket to the Conference by completing the Order Form. The Organizer may at its absolute discretion accept or refuse your application. A binding contract will be formed only when the Organizer provide 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 comply with the health and safety provisions and other rules put in place by the Organizer to ensure safe operation of the Conference; and otherwise comply with any of the following loses or damage (howsoever arising and whether or not limited or excluded by law).

4. The Organizer reserves the right, due to unforeseen circumstances, to alter the content; location; timetable; speakers; and/or other technical or administrative details in respect 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 would have been eligible 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 to the Organizer which we receive at least 30 days’ prior to the commencement of the Conference and the Organizer provides written acknowledgement of such notice. If you provide notice in this way, you will be refunded if you have already paid for your ticket.

7. You are required to provide us with written notice which is acknowledged by the Organizer in accordance with section 6, if you are required to pay the full cost of your ticket. If you have already paid for your ticket, no refund will be given.

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11. These terms and conditions and any dispute or claim arising out of or in connection with them or their subject matter, shall be subject to English law and the exclusive jurisdiction of the English courts.

12. All bookings made within 30 days of the conference must be paid by credit card only.

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