

1st Annual

# IRANIAN AVIATION CONFEX 2017

Industrial & Governmental Endorsers



## TRANSFORMING THE POST-SANCTIONS IRANIAN AVIATION LANDSCAPE

18th - 19th April | Tehran, Iran

# 200+

### PARTICIPANTS

Networking, liaising and learning prospects & opportunities in Iranian airline and airport business

# 100+

### COMPANIES

Representing the key stakeholders in Iran and from international countries across the whole value chain

# 30+

### SPEAKERS

Presenting & debating on the post-sanctions challenges and opportunities facing the Iranian aviation industry

# 20+

### EXHIBITORS

Showcasing the latest aircrafts, engines, technologies, solutions & equipments for Iran to renew its aviation sector



## Benefits to Attend

Gain an expert insight into the post-sanctions aviation & airport industry in Iran

Understand the most topical trends in the booming aviation market

Learn from expert technical overviews and market forecasts

Take part in discussion about the prospects, challenges and opportunities

Analyze the investment needs and partnership building with local companies

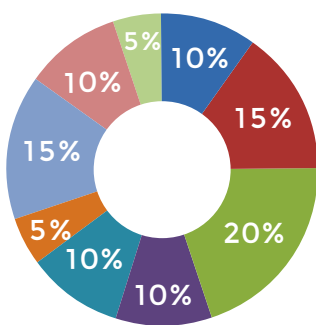
Acquire strategies to enter the market with first mover advantage

Network, close business deals with peers from local and international aviation companies



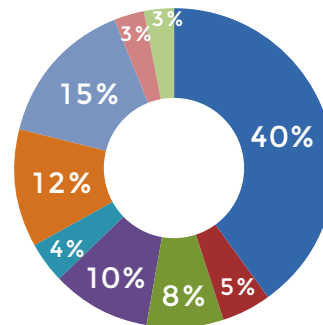
## Who Will You Meet

### by Industry



- Aviation Authorities
- Airport Operators
- Airlines
- OEMs & MROs
- EPC Contractors
- Lawyers & Consultants
- Technology Providers
- Ancillary Revenue Service Providers
- Others

### by Country



- Iran
- France
- Germany
- Ireland
- Malaysia
- Turkey
- UAE
- U.K.
- Rest of World



## Diversified Networking Opportunities


Informative Presentations, Cocktail Reception, Panel Discussions, Coffee Breaks, Networking Luncheon, etc.



### SESSION 1: Market Outlook and Opportunities



- 08:00 Registration & Morning Coffee
- 08:50 Welcoming Remarks from Organizer & Chairman
- 09:00 **Governmental Keynote:** Iran's Return to the Business and the Preparation for Growth  
Senior Representative, Iran Civil Aviation Organization
- 09:30 **Airline Keynote:** Aircraft Fleet Expansion Strategies  
Senior Representative, Iran Air
- 10:00 **Airport Keynote:** Airports Development Plans and Investment Opportunities in Iran  
Rahmatollah Mahabadi, CEO & Chairman, Iran Airports Holding Company
- 10:30 **Coffee Break & Refreshment** 
- 11:00 **Keynote:** Building the Bridge between Iranian Aviation Industry and Intl Business Community  
Dr. Manteghi, Chairman of Iran Aviation Technology Development Headquarters (IATDH)  
affiliated to Vice Presidency for Science and Technology
- 11:30 Expansion Plans to the Middle East and Iran as a Top Destination  
Suren Ratwatte, Chief Executive Officer, SriLankan Airlines
- 12:00 **Panel Discussion:** New Routes and New Challenges  
✓ Air traffic expectations to and from Iran  
✓ Performance of the newly opened routes  
✓ Will Iran be able to catch up with Turkey and United Arab Emirates in this industry?  
✓ What areas shall be improved for Iranian airlines to Compete with International Airlines?
- 12:40 **Networking Lunch** 

### SESSION 2: Aircraft Acquisition, Leasing and Financing

- 14:00 Regional Market Outlook and Iran's Potential as A Regional Hub  
Ali Mirmohammad, Sr. Consultant & Business Development Manager, MENASA, Iran, Frost & Sullivan
- 14:30 Air Travel Market in Iran and Economic Impact of Tourism in the Region  
Mohammad Hassan Kermani, President, Association of Air Transport & Tourist Agencies of Iran
- 15:00 How Iran's Return to the Business Will Transform the Landscape of the Aviation Market  
Domestically and Internationally  
Capt. Zuhair Al Khashman, CEO, Jordan Aviation
- 15:30 **Coffee Break & Refreshment** 
- 16:00 Aircraft Fleet Leasing and Contracting: Powering the Transformation  
James Stewart Kim, Group Managing Director, AvCon Worldwide (Holdings) Limited
- 16:30 Navigating the Post-Sanctions Legal Framework to Do Business in Iran
- 17:00 Financing and Leasing Hurdles & Solutions for Iranian Aviation Industry  
Michael Adams, Business Development Manager, Solenta Aviation
- 17:30 **End of Day 1 Conference**



### SESSION 3: MRO

- 09:00 Middle East MRO Market Outlook and Iran's Potential  
**Abolfazl Mohammadi Raad, Deputy MD of Engineering & Maintenance, Iran Air**
- 09:30 Case Study: Critical Factors to Establish a Successful MRO Joint Venture  
**Fidiarta Andika, SVP Marketing & Business Development, GMF AeroAsia**
- 10:00 Iran Aviation Technology Road Map after Sanctions: Which Technologies to Invest and Why  
**Alireza Saedi, DMD Engineering and Maintenance, CAMOTech Parvaz**
- 10:30 **Coffee Break & Refreshment** 
- 11:00 The Market Needs Independent MRO Providers  
**Klaus-Peter Leinauer, Vice President, SR Technics**
- 11:30 Innovations to Reduce MRO Cost for Iranian Airlines  
**Halil Tokel, Chief Advisor, Turkish Technic**
- 12:00 Human Factors in Maintenance  
**Bahman Eftekhari, CEO and Chairman, Parse Aerotech**
- 12:30 **Networking Lunch** 

### SESSION 4: Training

- 14:00 Aviation Training in Iran and Human Resources Challenges for Airlines  
**Mrs. Farzaneh Sharafbafi, Member of the Board, HR & Training, Iran Air**
- 14:30 Developing Innovative Training Programs for Iranian Market  
**Ismael Faraji, Member of Faculty, Civil Aviation Technology College**
- 15:00 Aviation Training and International Collaborations  
**Eric Schoonderwoerd, Manager Marketing & Sales Strategies, JAA TO**

### SESSION 5: Innovation

- 15:30 Bringing the Iranian Airlines to the Next Level of Innovation and Efficiency  
**Daryoush Niknam, Former ICT Director General, Iran Air**
- 16:00 From the Airport to the Aircraft - Emerging Trends and the Role of IT within the Entire Passenger Journey  
**SITA Group**
- 16:30 **End of Conference**



# Welcome Remarks

Dear Colleagues,

We invite you to join us for Iranian Aviation Confex 2017 (IAC 2017), scheduled during 18th - 19th April 2017, in Tehran, Iran, a booming aviation market with great potential poised for huge growth and substantial change! The theme of this year's event is: Transforming the Post-sanctions Iranian Aviation Landscape.

With the effective lifting of international sanctions against Iran in January 2016, the Iranian aviation industry is back to business. Iranian government officials and top aviation executives have signaled their ambitious revamp of the country's aviation industry; moreover, international companies are seeking to sell modern aircrafts to Iran, renew its aging fleets and refurbish its aviation infrastructure.

Abbas Akhundi, Iran's Minister of Roads and Urban Development predicts that the country will require at least 500 new aircrafts in the next 5 years just to restock the fleets of various Iranian airlines. Most notably, Iran signed MOAs respectively with Airbus and Boeing to buy more than 200 planes and US authorities permitted some deals in September, marking a significant milestone in the Middle Eastern country's return to the international marketplace.

Meanwhile, Iran's airport development is also top priority for the government as only 10 out of 67 airports of the country are currently operating efficiently. 27 airports will be undergoing major rehabilitation and refurbishment program with new terminals also coming up, making Iran a dynamic hotspot for airport development.

For air travel market, as the sky is open, new flights have been launched or planned to Tehran by international carriers, including Air Arabia, Air Canada, Air France, Air India, Air Serbia, British Airways, Flydubai, Korean Air, Thai Airways, etc. At the same time, Iran Air, the national flag carrier has plans to expand its services into North America, Australia and Europe.

In summary, with deliveries of new aircrafts, modernized and newly-built airport infrastructures, new flight routes launched domestically and internationally, and latest technologies coming in, we are confident the landscape of the Iranian aviation industry will be transformed dramatically in these aspects in the near future.

IAC 2017 aims to be an indispensable platform where all the stakeholders in the aviation industry could get together in Tehran and discuss the current outlook of the Iranian aviation industry, the opportunities and challenges for aircraft acquisition & aviation infrastructure investment, and envision the bright future. We expect that 30+ industry leaders and 200+ senior executives will join this high profile event. No matter what your business activities are, IAC 2017 a must-attend aviation show.

Look forward to meeting you in Tehran!

Organizing Committee of Iranian Aviation Confex 2017



## Agenda at A Glance

18 <sup>th</sup> April <i>Tuesday</i>	AM	Market Outlook, Prospects, Opportunities & Challenges
	PM	How Iran's Return to the Business Will Transform the Landscape of the Aviation Market Domestically and Internationally
19 <sup>th</sup> April <i>Wednesday</i>	AM	Training the Necessary Workforce & Expertise for the Expansion Using IT to Drive Innovation and Improve Efficiency for Airlines & Airports
	PM	Track A: MRO Market Potential, Joint Venture, Infrastructure, Standards
		Track B: Airport Planning, Investment, Design, Construction, ATM, Passenger Experience

## Cocktail Reception

18:00 - 20:00, April 18, 2017

Liase with local airline leaders, business partners and potential clients while enjoying the traditional Iranian food and drinks



### Sponsor Wanted!

The cocktail reception sponsor will win a complimentary speaking opportunity, a short speech before the cocktail and 1-on-1 meeting arrangement service. For more information, please contact [info@innowinn.com](mailto:info@innowinn.com)