



# AIRPORT EVOLUTION: ASIA

13 – 15 December 2011 • Macau, China

Development, modernisation and expansion strategies  
for airport operators, regulators and suppliers

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11 NOVEMBER

[www.airport-evolution-asia.com](http://www.airport-evolution-asia.com)

## THE DEDICATED EVENT FOR ASIA'S AIRPORT INNOVATORS, FOCUSING ON THE REGION'S LARGE-SCALE CAPITAL PROJECTS



**Dr Sotiris Pagdadis**  
Principal  
**PricewaterhouseCoopers**



**Rhys Boswell**  
General Manager,  
Planning and Environment  
**Christchurch Airport**



**Carlos Madeira**  
Vice President  
**ANA - Aeroportos de  
Portugal**



**Guangming Tang**  
Deputy General Manager  
of Capital Operation  
Department  
**Beijing Capital Airports  
Holding**



**Andy Carlisle**  
Vice President  
**SH&E**

- **Hear** from leading airport operators, owners, airlines and concessionaires how airports in the Asia Pacific region are financing and refinancing their CAPEX projects
- **Learn** about innovative design concepts for low cost, high quality terminals to address the capacity challenges
- **Understand** how to develop and exploit retail opportunities to maximise revenue
- **Benefit** from dynamic roundtable sessions examining the implications for security stakeholders to produce the best airport security plan
- **Enhance** the passenger's experience through effective airport-airline partnerships in the Asian market



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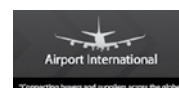
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## WELCOME TO AIRPORT EVOLUTION: ASIA 2011 – CREATED BY INDUSTRY EXPERTS TO OPTIMISE COSTS, MAXIMISE PRODUCTIVITY AND PERFORMANCE

Airports and airlines in Asia operate in an increasingly complex environment. Competitive pressures in the airline industry, heightened sensitivity to environmental concerns, and waning government support for airport expansion create onerous challenges and exciting opportunities for airport administrators. While some airports seem unable to shake a public-utility mentality that is ill suited to the dynamics of today's air transport business, other airports are excelling through creative management strategies and innovative approaches.

Taking place in **Macau** from the **13-15 December 2011**, **Airport Evolution: Asia 2011** is designed for senior management and key department heads (finance, commercial, operations and IT), from Asia's leading airports, airlines, government and regulators. This is a conference packed with in-depth strategic and practical information on the challenges and dilemmas facing Asian airports as they look to maintain and develop their status as key international or regional hubs.

### CONFIRMED SPEAKERS INCLUDE:

**Rui Alves**  
Deputy Airport Manager  
**Porto Airport**

**Andy Carlisle**  
Vice President  
**SH&E**

**Simon Chan**  
President  
**Civil Aviation Authority of Macau**

**Gordon Griffith**  
Assistant Airport Development  
**IATA**

**Dr Deng Jun**  
Chairman  
**CAM Macau International Airport**

**Dr Kerry Kirwan**  
WMG  
**Warwick University**

**Kevin Lam**  
Director of Airport Infrastructure and Air Navigation  
**Civil Aviation Authority of Macau**

**Allan Lee**  
Lead Portfolio Management Specialist and Member of TCOP Advisory Team for Water and Air Transport  
**Asian Development Bank**

**Carlos Madeira**  
Vice President  
**ANA - Aeroportos de Portugal**

**Nuno Moreira**  
Retail Strategic Planning and Revenue Manager  
**ANA - Aeroportos do Portugal**

**Dr Sotiris Pagdadis**  
Principal  
**PricewaterhouseCoopers**

**Dato' Azharuddin Abdul Rahman**  
Director  
**Civil Aviation Authority of Malaysia**

**Nitinai Sirismatthakarn**  
Senior Executive Vice President of Business Development and Marketing  
**Airports of Thailand**

**Wolfgang Weil**  
Chief Operating Officer  
**Xi'an Xianyang International Airport**

**Allan Young**  
Head of Airport Authorities, Airport Operations  
**Virgin Atlantic Airways**

### KEY TOPICS INCLUDE

#### From vision to reality

The clear vision and commitment to develop an efficient and highly sustainable aviation system, the challenges ahead, national boundaries collaboration, airport and airlines collaboration and innovation

#### Airport economics and finance

Capital and maintenance program, business and strategic planning, BOT process management, financing approaches, fees and charges, cost control and privatisation

#### Asset management strategies

Asset management, assets optimisation, asset maintenance, costs and downtime, sustaining performance, application of new technologies, strategies to enhance productivity and increase reliability

#### Airport design and planning

Traffic forecasting, capacity planning, assessment and simulation, master planning, terminal programming, airfield and terminal concept development, and airport system planning

#### Process integration: from planning to optimisation of operations

Intelligent technologies integrated airport operations, IP-converged technologies, procurement of airport automation systems, and measuring return on investment

#### Retail planning and revenue generation

Concessions planning, solicitation, selection, concessions programs, airport revenue improvement, terminal planning and design assistance, airport commercial property management, advertising, and car park

#### Airport sustainability practices

Green airport, sustainable design and planning, energy efficiency and conservation, emission reduction, economic sustainability

#### Regulations and security

Legislation and regulations, airport security programs, screening operations, service standards, installation design, hold baggage, passenger pre-board screening, access security systems design and implementation

*"I learned a lot, shared new ideas and met interesting business partners".*

**Sergio Miranda**, Baggage Handling System Manager, **ANA Aeroporto de Lisboa**

**Book before 11th of November 2011 and SAVE USD 300**

## CONFERENCE HIGHLIGHTS



### THE FUTURE OF AIRPORTS IN ASIA

What lies ahead for airports in Asia? Hear exclusive updates from government officials in the region on their vision in transforming their aviation sector, including leadership structure, modernisation programmes, incentives, supply chain management, innovation and safety planning.



### INVESTMENT STRATEGIES AND OPPORTUNITIES FOR YOUR AIRPORTS

The airport industry is going through an exceptional transformation that has driven the market towards increasing levels of competition. Major investment programs are required to meet the expected growth in demand. Hear from leading financiers and investors on how Asian airports are financing and refinancing their CAPEX projects.



### FOCUSED SESSION ON ASSET MANAGEMENT STRATEGIES

Airport Evolution: Asia 2011 will focus on the strategies, challenges and processes in optimising life cycle costs whilst maximising productivity and performance from your airport infrastructure. Learn from leading airports from the region and globally, who have already adopted asset management principles and seen dramatic improvements in asset performance and cost optimisation.



### A SUSTAINABLE FUTURE AIRPORT

With ambitious projects going on in the Asia Pacific region, it is important that airports adopt a sustainable planning approach to yield economic, environmental and social benefits. This session will give you insights on how to deliver a sustainable future for aviation and securing future growth of the airport within environmental limits.



### MEETING THE CAPACITY CHALLENGE

Capacity management remains a key issue for airports and airlines due to passenger growth. Hear from leading airport operators on how airports in Asia should plan and deliver appropriate capacity improvement in the face of ever-increasing and complex restrictions and delayed decision making processes.



### AIRPORT EVOLUTION 2011: ASIA DRINKS RECEPTION

All attendees are invited to join us for drinks and canapés following the first day of the conference. This provides you with a fantastic opportunity to network with colleagues and future business partners in more relaxed and informal environment.

*"I thoroughly enjoyed attending this conference. I thought that the conference format, the topics and themes covered were very relevant to today's airport business. There was a very good balance of delegates from airports, airlines and suppliers and the networking opportunities were excellent."*

**Jeff Ashe**, Associate Director, **ARUP**

*In an industry facing tremendous challenges, it can often be difficult to take a forward-looking perspective on the trends and developments that will have a meaningful impact in the years ahead. With Airport Evolution, Global Transport Forum is proud to be at the forefront of the aviation business, and we look forward to supporting the industry through our world class, industry leading events.*



**Alex Williamson**  
Managing Director  
Global Transport Forum

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## CONFERENCE DAY ONE TUESDAY 13 DECEMBER 2011

08:00	<b>Networking breakfast and registration</b>
08:55	<b>Global Transport Forum welcome address</b> Giulia Lorenzini, Conference Producer, <b>Global Transport Forum</b>
09:00	<b>Opening Remarks</b> Kevin Lam, Director of Airport Infrastructure and Air Navigation, <b>Civil Aviation Authority of Macau</b>

### 1. THE VISION AND STRATEGIC PLAN FOR THE NEXT GENERATION OF AIRPORTS

09:05	<p><b>Chairperson's introduction:</b> Dr Sotiris Pagdadis, Principal, <b>PricewaterhouseCoopers</b></p> <p><b>Session overview:</b> The aviation industry in Asia Pacific has been enjoying a very positive growth in recent years, driven by a number of different factors. This has resulted in airport congestions and the eventual requirement of upgrades to accommodate an increase in passenger and cargo traffic, as well as larger amounts and size of aircrafts.</p> <p><b>Session themes:</b> In this session, five government officials in the Asia Pacific region will unveil their progress made over the past years and formulate aspirations and plans for the next five years in delivering airport modernisation and expansion projects in order to increase capacity and cope with future demand.</p>
09:15	<p><b>Government insight:</b> Determining the long term aviation infrastructure requirements for Macau and the capability of the existing aviation assets to meet the forecasted market demand Simon Chan, President, <b>Civil Aviation Authority of Macau</b></p>
09:30	<p><b>Leading Association Insight:</b> Developments in the Asia-Pacific aviation industry and capitalising on recent growth. Chair of <b>ASEAN Air Transport Working Group / Civil Aviation Authority of Singapore</b> Senior Representative, <b>ASEAN Secretariat</b></p>
09:45	<p><b>Government insight:</b> Opportunities, issues &amp; challenges facing the Indian aviation sector Shri V.P. Agrawal, Chairman, <b>Airports Authority of India</b> (pending final confirmation)</p>
10:00	<p><b>Government insight:</b> The Malaysian civil aviation infrastructure strategic planning – how to stay ahead of the curve as an airport operator Dato' Azharuddin Abdul Rahman, Director, <b>Civil Aviation of Malaysia</b></p>
10:15	<p><b>Question and answers with session speakers</b> Leading government heads and aviation experts will discuss the four key challenges facing the aviation sector in Asia Pacific. These include: <b>1. Capacity:</b> the demand, <b>2. Investment:</b> the opportunity, <b>3. Regulation:</b> the constraint, <b>4. Sustainability:</b> the future</p> <p>Dr. Sotiris Pagdadis, Principal, <b>PricewaterhouseCoopers</b> Simon Chan, President, <b>Civil Aviation Authority of Macau</b> Shri V.P. Agrawal, Chairman, <b>Airports Authority of India</b> (pending final confirmation) Dato' Azharuddin Abdul Rahman, Director, <b>Civil Aviation of Malaysia</b></p>
11:00	<p><b>Morning coffee and networking</b></p>

### 2. AIRPORT DEVELOPMENT: CAPITAL NEEDS, FUNDING SOURCES & FINANCING OPTIONS



	<p><b>Session overview:</b> Airport infrastructure development has huge potential in developing countries of the Asia-Pacific region. Emerging economies in this area need billions of dollars in private funding to spark airport infrastructure investment. Problems such as tariff regulations, concessions commitments, poor governance and corruption has led to a failure to attract the necessary supply of private investment in airport development projects.</p> <p><b>Session themes:</b> In this session, we will discuss best practice models for airport infrastructure development and address the importance of close co-operation and partnership among host governments, concessionaires and financiers in promoting and supporting infrastructure development.</p>
11:40	<p><b>Case study:</b> The development of the concession framework for Phnom Penh Airport Chea Aun, Director General, State Secretariat of Civil Aviation, <b>Cambodia</b> (pending final confirmation) Emmanuel Menanteau, Chief Executive Officer, <b>Cambodia Airport Management Services</b> (pending final confirmation)</p>
12:00	<p><b>Financial insight:</b> Offering a fresh perspective in financing airport capital development Dr Sotiris Pagdadis, Principal, <b>PricewaterhouseCoopers</b></p>

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12:20	<b>Papua New Guinea Civil Aviation Development Investment Programme</b> Allan Lee, Lead Portfolio Management Specialist and Member of TCOP Advisory Team for Water and Air Transport, <b>Asia Development Bank</b>
12:40	<b>Panel discussion:</b> Promoting reliability in airports and economic stability in airport funding through long term investment Chea Aun, Director General, State Secretariat of Civil Aviation, <b>Cambodia</b> (pending final confirmation) Emmanuel Menanteau, Chief Executive Officer, <b>Cambodia Airport Management Services</b> (pending final confirmation) Dr Sotiris Pagdadis, Principal, <b>PricewaterhouseCoopers</b> Allan Lee, Lead Portfolio Management Specialist and Member of TCOP Advisory Team for Water and Air Transport, <b>Asia Development Bank</b>
 13:00	<b>Lunch</b> 
<b>3. ASSET MANAGEMENT STRATEGIES – CONTROLLING COSTS &amp; PROTECTING ASSET VALUE</b>	
<b>Session overview:</b> The operating models of airports worldwide are changing, with the break up of aviation monopolies and government disposals through PPP acquisitions. We are also witnessing increasing levels of ownership by the private sector, which is driven by financial performance and return on investment. These factors have created a vacuum in investment, particularly with few signs of the liquidity constraints easing.	
<b>Session themes:</b> In this session, we will look at how a balanced asset management plan and strategy will allow owners and investors to maximise ownership of their assets and realise unlocked value through disposal, especially those that are already operational in their life cycle	
14:05	<b>Case study:</b> Delivering an effective asset management strategy to become a successful international aviation hub Guanming Tang, Deputy General Manager of Capital Operation Department, <b>Beijing Capital Airports Holding</b>
14:20	<b>Case study:</b> Delivering and maximizing productivity through an effective asset maintenance strategy Dato' Ir. Abdul Nasir Abdul Razak, General Manager, Planning and Development, <b>Malaysia Airport Holding</b> (pending final confirmation)
14:35	<b>Case study:</b> Leveraging the value of existing airport assets in Thailand Nitinaï Sirismatthakarn, Senior Executive Vice President of Business Development and Marketing, <b>Airports of Thailand</b>
14:50	<b>Panel discussion:</b> Benchmarking and evaluating an asset management programme to maximise value from airport investment Dato' Ir. Abdul Nasir Abdul Razak, General Manager, Planning and Development, <b>Malaysia Airport Holding</b> (pending final confirmation) Nitinaï Sirismatthakarn, Senior Executive Vice President of Business Development and Marketing, <b>Airports of Thailand</b> Guanming Tang, Deputy General Manager of Capital Operation Department, <b>Beijing Capital Airports Holding</b>
 15:30	<b>Afternoon coffee and networking</b> 
<b>4. OPTIMISING PROCESS INTEGRATION: FROM PLANNING TO OPERATIONS</b>	
<b>Session overview:</b> New airline alliances and low cost operators, together with airport privatisation and acquisition, are resulting in a far more competitive environment between airports. Operational efficiency needs to be taken to a more advantageous cost base without compromising growth and quality. This requires increased automation and integration of the airport systems, and a clearer, consistent and timely view of airport operations and management.	
<b>Session themes:</b> In this session, leading technological innovators will present their views on the concept of system integrators. Airport operators and airlines will put forward their challenges. We will discuss about intelligent technologies, IP-converged technologies, procurement of airport automation systems, and measuring return on investment.	
16:10	<b>Case study:</b> Creating a responsive and agile environment through efficient and effective systems Rhys Boswell, General Manager, Planning and Environment, <b>Christchurch Airport</b>
16:25	<b>Case study:</b> How better planning can create a more comfortable passenger experience Rui Alves, Deputy Airport Manager, <b>Porto Airport</b>
16:40	<b>Case study:</b> The challenges and implications of investing in an integrated approach to operating an airport as a single process Reserved for Industry Expert
16:55	<b>Innovation debate:</b> Effective planning and management of multi-modal operations for profitable business models Rhys Boswell, General Manager, Planning and Environment, <b>Christchurch Airport</b> Rui Alves, Deputy Airport Manager, <b>Porto Airport</b>
17:25	<b>Chairperson's closing remarks</b> Dr Sotiris Pagdadis, Principal, <b>PricewaterhouseCoopers</b>
 17:30	<b>Airport Evolution: Asia 2011 networking drinks reception</b> 

Book 3 places and get a 4th place FREE!

## CONFERENCE DAY TWO WEDNESDAY 14 DECEMBER 2011

 08:00	<b>Networking breakfast and registration</b>	
09:00	<b>Global Transport forum welcome address</b> Giulia Lorenzini, Conference Producer, <b>Global Transport Forum</b>	
09:05	<b>Opening Speech:</b> Dr Deng Jun, Chairman, <b>CAM Macau International Airport</b>	

### 5. MEETING CAPACITY, DEMAND & COMPETITION

**Session overview:**

Session Overview: Airports in the Asia Pacific region are being confronted with increasing requirements for providing the sufficient airside and landside capacity to accommodate the growing aircraft movements, passengers and freight shipments. New concepts and methods will have to be used for improved operations and performance.

**Session themes:**

In this session, we will discuss short-term and long-term solutions for matching capacity to demand in order to mitigate expected congestion and delays.

09:30	<b>Case study:</b> Meeting the operational challenges of capacity for future expansion in a dynamic industry Dr Deng Jun, Chairman, <b>CAM Macau International Airport</b>	
09:50	<b>Case study:</b> Building capacity to meet future demand: historic growth activity, changes in fleet mix and types of airfield capacity improvement Wolfgang Weil, Chief Operating Officer, <b>Xi'an Xianyang International Airport</b>	
10:10	<b>'Open Sky' initiative:</b> how Asia Pacific will face increased regional and international competition. Investment opportunity or operational challenge? Dr Deng Jun, Chairman, <b>CAM Macau International Airport</b> Wolfgang Weil, Chief Operating Officer, <b>Xi'an Xianyang International Airport</b>	
10:50	<b>Chairperson's summary of the session</b>	
 11:00	<b>Morning coffee and networking</b>	

### 6. RETAIL PLANNING AND REVENUE GENERATION

11:30	<b>Chairperson's introduction to the session</b> Andy Carlisle, Vice President, <b>SH&amp;E</b>	
	<b>Session overview:</b> Given the need to finance future capital expenditure and maximise shareholder value, airports are under increasing pressure to optimise revenues they generate from commercial sources. This can be achieved through adopting policies that can unlock the considerable potential that exists within many airports to fully develop and exploit commercial activities to increase revenue.	
	<b>Session themes:</b> Concessions planning, solicitation, selection, concessions programs, airport revenue improvement, terminal planning and design assistance, airport commercial property management, advertising, car park	
11:40	<b>Case study:</b> Running efficient and effective commercial operations in true partnership with airline partners – understanding the way forward for airports Gordon Griffith, Assistant Airport Development, <b>IATA</b>	
11:55	<b>Case study:</b> Parking operations, rate structures and opportunities for revenue growth Nuno Moreira, Retail Strategic Planning and Revenue Manager, <b>ANA - Aeroportos de Portugal</b>	
12:10	<b>Case study:</b> Optimising terminal retail revenue through advertising opportunities and new display technologies Reserved for leading organisation	
12:25	<b>Panel debate:</b> Identifying and discussing the best potential for non-airline revenue and getting the best value from commercial contracts	
13:00	<b>Lunch</b>	

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## 7. TOWARDS SUSTAINABLE AIRPORT DEVELOPMENT: FUTURE STRATEGY AND PLANNING

### 14:00 Chairperson's introduction to the session

Rhys Boswell, General Manager, Planning and Environment, **Christchurch Airport**

#### Session overview:

Airports around the world are developing sustainability programs or are incorporating sustainable practices into their existing operations. These efforts have resulted in the development of a wide range of practices developed for different purposes. With ambitious projects going on in the Asia Pacific region, it is important that airports adopt a sustainable planning approach to yield economic, environmental and social benefits.

#### Session themes:

This session will focus on the benefits of incorporating sustainability into master planning and discuss how to meet aviation standards while reducing environmental impacts through better design, planning, construction, operation, decommissioning of airport infrastructure and supply chain management.

**14:05 Case study:** An update in regulations for applying sustainability principles for airports  
Carlos Madeira, Vice President, **ANA - Aeroportos de Portugal**

**14:25 Case study:** Incorporating design and construction practices in the development of an airport system  
Carlos Madeira, Vice President, **ANA - Aeroportos de Portugal**

**14:45 Case study:** Increasing business value through improved sustainable performance - an airline perspective  
Mark Watson, Head of Environmental Affairs, **Cathay Pacific Airways** (pending final confirmation)

**15:05 Panel discussion:** Identifying and discussing an integrated approach in promoting understanding, cooperation and collaboration with stakeholders for strong sustainable industry  
Rhys Boswell, General Manager, Planning and Environment, **Christchurch Airport**  
Carlos Madeira, Vice President, **ANA - Aeroportos de Portugal**  
Mark Watson, Head of Environmental Affairs, **Cathay Pacific Airways** (pending final confirmation)

**15:30 Afternoon coffee and networking**



## ROUNDTABLE SESSIONS

The roundtable sessions offer the ideal platform to engage, examine and exchange views on key industry challenges. Moderated by subject matter experts, these interactive sessions allow participants an opportunity for in-depth, honest discussion and learning in a small, informal setting within the conference room.

## 8. SECURITY CHALLENGES IN THE ASIAN AVIATION INDUSTRY

### 16:00 Chairperson's introduction to the session

Seiuli Alvin W. Tuala, General Manager, **PASO** (pending final confirmation)

#### Session overview:

The increase in air traffic also brings increased threats and makes security requirements at airports a top priority, necessitating the development of infrastructure plans at airports that are upgrading their security systems to comply with the new government regulations and prepare for terrorist threats in the region. Some airports, however, are lagging behind due to tighter budgets, complex procurement patterns and inconsistent security policies.

In this session, high-profile industry experts will discuss issues, new findings and solutions to:

**Topic 1:** The concept of regional security partnership model for Asia Pacific

**Topic 2:** Challenges and constraints in implementing an airport-by-airport security model

**16:50 Chairperson final remark**

**17:00 Global Transport Forum closing remarks and close of day two**



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## WORKSHOPS THURSDAY 15TH OF DECEMBER 2011

On day three delegates will have the opportunity to see theory in practice by participating at workshops. The workshops offer participants access to detailed insights that delve deeper into the specific technical challenges discussed throughout the conference. Led by subject matter experts, the intimate format encourages maximum interaction and idea sharing amongst workshop leaders and participants. airport of the future.

1. THE SUSTAINABILITY CHALLENGE	2. RETAIL & ADVERTISING
<p><b>09:30</b>    <b>Workshop moderator:</b>  <b>Dr Kerry Kirwan, WMG, Warwick University</b></p>	<p><b>09:30</b>    <b>Workshop moderator:</b></p>
<p><b>Workshop overview:</b>                      There is a greater recognition that the application of sustainability principles to the construction and operation of airports is crucial for the Asian aviation industry development. With a noticeable increase in the demand for a more sustainable society, coupled with new international global legislation affecting the way materials and fuels are used and disposed of, there is an increasing need for airport owners, airlines managers, manufacturers and suppliers to focus on sustainable products and processes.</p> <p>WMG will provide attendees with an innovative perspective and new thinking on the sustainability challenges faced by the aviation sector drawing interesting parallels with the motorcar industry.</p>	<p><b>Reserved for leading organisation</b>                      The efforts of airports to develop their commercial revenue have driven strong growth in the airport retail sector. Retail operators face the challenge of responding to the airports' new expectations:</p> <ul style="list-style-type: none"> <li>• How can airports maximise retail revenues and what are the best practices from the top-performing airports?</li> <li>• What impact will retail maximisation have on the value chain?</li> <li>• How can the retail choice available attract a higher passenger rate?</li> </ul> <p>We are looking for a leading organisation with a success story to tell our audience. If you are interested in running this workshop, please contact:  <b>Giulia Lorenzini</b>, Conference Producer  <b>T:</b> +44 (0) 207 045 0912  <b>E:</b> giulia.lorenzini@globaltransportforum.com</p>

## TECHNICAL SITE VISITS THURSDAY 15TH OF DECEMBER 2011

Behind-the-scenes technical visits give access to the industry's leading projects and offer visual insights into how airports are delivering the cost-effective, sustainable and efficient  
 Details of the technical visit will be available soon. Please check our website - [www.airport-evolution-asia.com](http://www.airport-evolution-asia.com) for an update.

### Testimonial from Airport Evolution: Europe 2011 - technical site visits

*"Airport Evolution: Europe 2011 was extremely helpful to activate a network of potential clients. I've received up-to-date information directly from the top management of main European airports regarding activities and future development trends. Besides, I had the possibility to visit the BMW research centre. Its technological excellence and innovative design are literally impressive. The BMW R&D centre and Munich International Airport are real examples of knowledge transfer from the automotive industry to the airport sector."*

**Karolina Loshuk**, Account Manager Airports and Couriers, **Elsag Datamat**



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## SPONSORS AND PARTNERS

### SUPPORTER

**ANA Aeroportos de Portugal SA** currently manages and operates ten airports in Portugal (four in the mainland Portugal – Lisbon, Porto, Faro and Beja, four in the Azores Islands – Ponta Delgada, Horta, Flores and Santa Maria and two in Madeira Islands – Funchal and Porto Santo). Overseas we provide technical assistance to 12 regional airports in Peru. Through our subsidiary, Portway, we offer a complete range of ground handling services to our valued customers and airlines. Reflecting our focus on sustainability, we are proud to be the only airport operator in the world simultaneously certified in the following management systems: quality, environment, occupational health & safety, social accountability and innovation.



### ASSOCIATE SPONSOR

**Huawei Technologies** is a leading global information and communications technology (ICT) solutions and service provider. Huawei Enterprise Business is committed to create maximum value for enterprises to penetrate in transportation (including aviation, railway, etc), government & public, energy, finance, smart grid and ISP business by providing comprehensive solutions and services. Through our dedication to customer-centric innovation and strong partnerships, we have established end-to-end advantages capabilities in ICT solution and service. Our solutions have been deployed in over 140 countries and serving more than one third of the world's population.

Huawei has provided plenty of aviation solutions for airports and airlines based on their specific requirement globally. Huawei has successfully deployed Wimax On-Ground Dispatching system for nearly 180 airports; CCTV systems, etc.

The mainly related solutions are Operational On-Ground dispatching communication solution delivered through Wireless Broadband system, which can be easily migrate to TDD-LTE standard, protecting customers future investment and Airport Campus Network using CSS (cluster switch system) clustering technology provides greater capacity, high reliability and better user experience.



### LEAD MEDIA PARTNERS

**Asian Aviation** is a specialist magazine published out of Singapore by Asian Press Group Pte Ltd. It is dedicated to the rapidly expanding civil aviation industry in the Asia-Pacific region and prides itself on its incisive but balanced approach to worldwide developments affecting the regional end-user. Asian Aviation has established itself as a leading independent source of relevant, timely and objective information on all aspects of the Asia-Pacific region's civil aerospace industry. The controlled, audited circulation encompasses a broad but carefully selected range of management personnel and key decision makers at airlines, MRO's, airports, manufacturers and associated industries, as well as regulatory bodies and relevant government departments.



The low-cost and regional airline sectors are constantly evolving, driven by the initiatives of those who work in this competitive industry. **Low Cost & Regional Airline Business** magazine offers detailed, accessible analysis of these business strategies and the technologies that transform working practices.

This is essential reading for executives at airports, airlines and companies within these sectors that are looking to stay ahead of trends.

Low Cost & Regional Airline Business is available on a FREE, controlled basis to professionals working within the industry. From the same publisher comes Airport Yearbook: the contact book for all of your specialist buying needs.

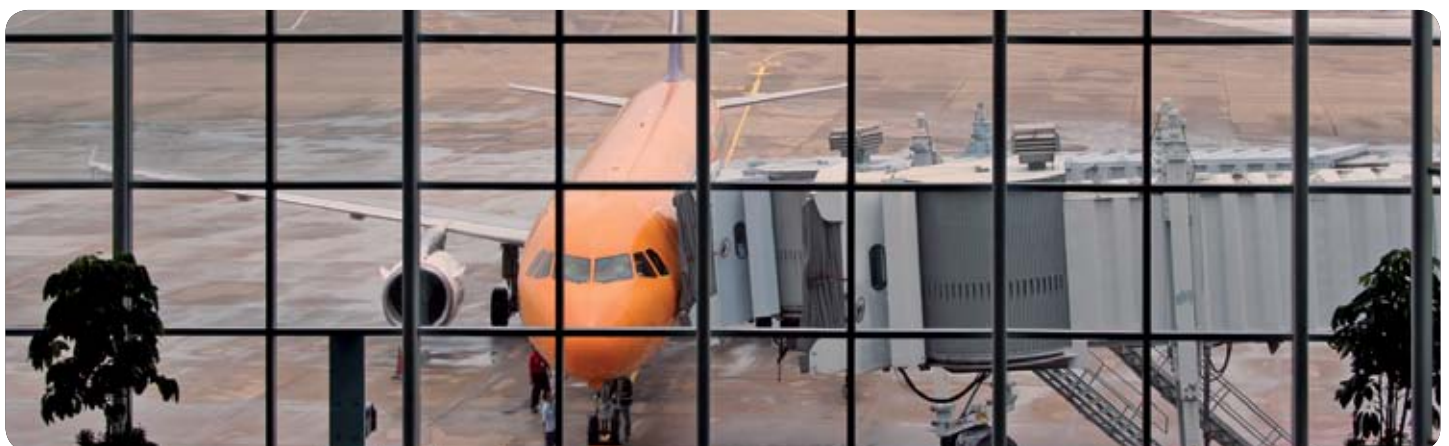


### MEDIA PARTNERS

**Airport International** is an airport information and suppliers platform delivering the latest aviation news and information to users around the world. The portal forms an invaluable business resource for industry professionals, providing complete supplier profiles searchable by their products and services. The features offered by Airport International also include detailed events and exhibition listings, videos and image galleries, supplier article publications, the latest contracts and tenders and job vacancy listings within the industry.



**Airport-Suppliers.com** is the global airport industry's number one meeting place for buyers, vendors, specifiers, decision makers, architects, consultants and system integrators. The portal encompasses all aspects of airport equipment, technology, design and services. We provide a comprehensive breakdown of products and services from leading industry contractors, with up-to-date news and press releases when exciting developments occur. With links to the most important airport related organisations and governing bodies in the world.



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## SPONSORSHIP AND EXHIBITION OPPORTUNITIES

**Airport Evolution: Asia 2011** offers a unique platform for you to deliver your message, raise awareness and network with airport industry leaders who hold the budgets and make purchasing decisions for the primary airport development projects across the region. Position yourself as the supplier of choice and demonstrate how your organisation has the power to help the region's governments, civil aviation authorities and airport operators to deliver their projects on time and on budget.

### DEMONSTRATE THOUGHT LEADERSHIP

We understand the innovations across all facets of airport development, but do your customers? You may be pioneering these advances, but do they know what differentiates you from your competitors?

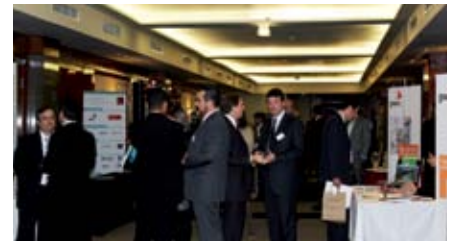
**Utilise targeted, editorially reviewed keynotes, case studies and white papers to demonstrate thought leadership to your target audience.**



### RAISE BRAND AWARENESS

There are multiple high-value airport development tenders out on the Asian market. Airports have numerous options and competition is fierce. Your organisation must be at the forefront when these decisions are made.

**Cement your leadership position with targeted branding and profiling campaigns directed at Asia's major airports.**



### MEET AND NETWORK WITH DECISION MAKERS

Thought leadership, branding and profiling are converted into contracts through extensive face-to-face contact. To secure these tenders you need to meet the decision makers from the industry's major government bodies, civil aviation authorities and airports.

**Maximise your presence and meet all the key players in one place at one time, giving yourself the best possible chance of influencing key decision makers.**



### WHO SHOULD SPONSOR?

Air traffic management system providers

Airport retail operators

Architecture, design and planning firms

Baggage and passenger system providers

Construction companies

Consultancy firms

Engineering firms

Financiers and investors

IT and technology providers

*"CH2M HILL's sponsorship of Airport Evolution 2011: Latin America provided a unique opportunity to meet and network with aviation clients, stakeholders, and industry thoughts leaders to discuss challenges and solutions to Latin America's growth demand."*

Thomas P. Klin, Vice President, CH2MHILL Aviation



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Airport Evolution is an exciting series of events focused on the development of a new generation of airports around the world. The aim is to provide unrivalled solutions and guidance through innovative conference programmes featuring visionaries, leading strategists and technical and operational experts from across the airport and airline industry.

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*"During the event it was a pleasure to share with the best players the state of project design and innovation in the Middle East framework: fantastic"*

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