



EASTERN
EUROPE,
BALTICS
AND RUSSIA

May 23-24, 2012 • Crowne Plaza • Vilnius, Lithuania

Aviation Week introduces the first Regional MRO, focused exclusively on the aircraft maintenance and airline industry in Eastern Europe, the Baltics and Russia.

Achieve Success in this Market

- Learn how regional MROs can compete on a global scale.
- Gain access to new technology and a good quality workforce in the region.
- Broaden MRO capabilities and diversify and expand offerings in order to attract in new customers.
- Assess the impact of developing regions and shifts in traditional markets.
- Get 'lean' and reduce costs – eliminate waste and ensure profitability.
- Analyze the latest trends and developments within the region.

Featured Presenters:



Jonas Butautis, CEO, FL Technics
The MRO Quandary – Outsourcing vs. In-house Capabilities



Dick Dam, VP Lean Six Sigma, KLM Engineering & Maintenance
Maintenance Cost Reduction New Technologies and Leaner Processes



Mariusz Olechno, VP Technical, Enter Air
Low Cost Airline Model – The Blueprint for All?



Sandor Szomora, Deputy Chief Executive, Lufthansa Technik Budapest
Remaining Competitive in a Fast Moving Environment – Strategies for MRO Growth

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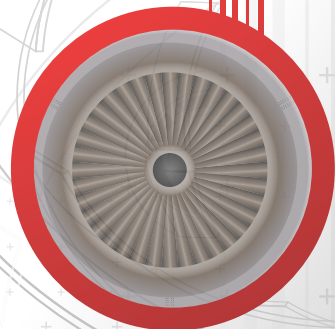
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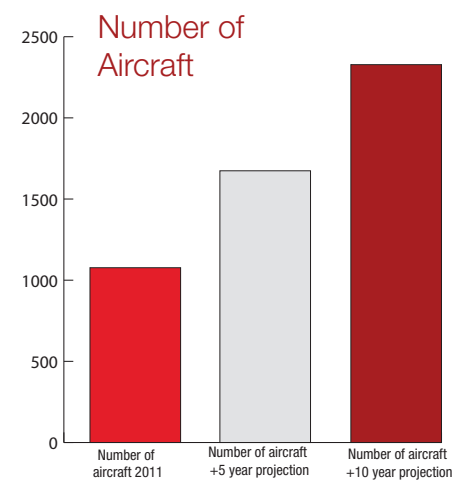
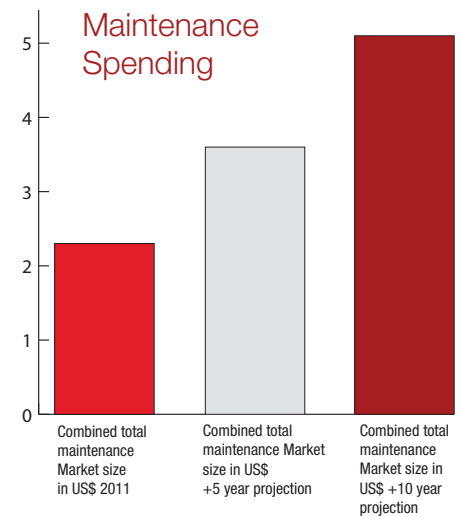
With the increase in next generation and western aircraft, regional MROs need to prepare their businesses to embrace new technologies and platforms and secure the financing to expand their service offerings. Airlines need to increase their knowledge base in training, efficiency and cost effectiveness when procuring maintenance services and understand how to compete in a volatile environment.

The MRO landscape in this fast developing region is characterized by strong competition and cost pressures. Regional MROs need to look at how to evolve and expand their customer base. In addition, the region's airlines need to understand how these changes will affect them and what is the best course for them to obtain the most economical and customer focused maintenance services.

Utilizing case studies, best practices and industry expertise, Aviation Week's MRO Regional delivers the knowledge required for sustaining growth plans and ensuring success.

- Prospects for the Russian MRO market
- Remaining Competitive in a Fast Moving Environment – Strategies for MRO Growth
- Maintenance Cost Reduction – New Technologies and Leaner Processes
- Low Cost Airline Model – The Blueprint for All?
- Inventory Strategies and Supply Chain Management
- Diversifying and Improving MRO Offerings – Ensuring Better Capabilities, Quality and Performance
- Leased and Spare Engine Availability
- Evolving your Workforce – The Importance of Managing Competencies
- Regional Fleet Development and MRO Demand
- Contracting Engine Maintenance – What are the Options?
- The MRO Quandary – Outsourcing vs Inhouse Capabilities

MRO Market Forecast for Eastern European Region



*Graph information courtesy of Aviation Week's MRO Prospector

Growth in Eastern Europe/CIS is estimated at 4.7% CAGR — well above the global average.

*Statistical information courtesy of Aviation Week's MRO Europe and David Stewart, VP, ICF SH&E

FEATURING: FL Technics Facility Tour

Forum attendees will visit FL Technics' 13,700 square metre facility at Vilnius International Airport. FL Technics is one of the largest integrated aircraft support and maintenance providers in Eastern Europe, the CIS and the Baltic States and their hangar is capable of accommodating 5 aircraft undergoing maintenance at any one time. They act as a one stop maintenance solution provider for both commercial and business aviation. Attendees will see first-hand their modern hangars and workshop spaces, equipped with the latest fire-safety, human movement control



and heating systems. Delegates will also see how FL Technics has used innovative solutions and strategically planned their facility lay-out to ensure maximum effectiveness and efficiency whilst delivering MRO services.

Please note you must be registered for the Forum before you can register for the tour and must complete a separate registration to participate in the tour.

Day One – Wednesday 23rd May 2012

8:30 am	Registration and Continental Breakfast	
9:00 am	Welcome and Opening Keynote	
	Jonas Butautis, CEO, FL Technics	
9:30 am	Outlook for the Regional MRO Market and its Global Position	
	Ian Ferguson, Senior Manager, ICF SH&E	What is the state of the MRO market in this region? An update on how the industry is changing and what the key drivers for these developments are. What potential opportunities and threats will arise from current MRO trends? What pressures will the region face going forward? This session will focus on this evolving market from a regional perspective and also indicate how it sits in a global context.
10:10 am	Regional Fleet Developments and MRO Demand	
	Olga Razzhivina, Valuations Services Manager, Ascend	Fleet development is a pivotal factor in changing the MRO landscape in Eastern Europe, the Baltic States and Russia. What changes are taking place in the region's fleets? What patterns are emerging in aircraft retirement and delivery? What impact will this have on MRO demand and services? As fleet developments take hold will it change the market beyond recognition? A look at what aircraft will be coming into the region in the next decade and what effect this will have on the maintenance providers servicing them.
11:20 am	Panel Discussion: Diversifying and Improving MRO Offerings – Ensuring Better Capabilities, Quality and Performance	
	MODERATOR: David Hygate, Director – Europe, TeamSAI PANELISTS TO INCLUDE: Lars-Olof Bolinder, Managing Director & CEO, Air Maintenance Estonia Zoran Bozic, Engine Shop Department Manager, JAT Technika Mirjana Ceh, Deputy CEO, Adria Airways Tehnika Martin Mencl, Deputy Director Marketing & Sales, CSA Technics	With the increase of new aircraft and rapidly developing fleets, the need to diversify and expand maintenance services is key to strengthening the region's MRO offering. How can you develop the correct infrastructure and technical knowledge to broaden capabilities? How can regional MROs strengthen their edge in terms of pricing and quality? What new services are best to focus on to satisfy current demand? Are joint ventures or collaborative approaches a route to consider? We hear from the region's maintenance providers on how they are addressing this issue and what future services will look like.
12:10 pm	Maintenance Cost Reduction – New Technologies and Leaner Processes	
	Dick Dam, VP Lean Six Sigma, KLM Engineering & Maintenance	Fluctuating fuel prices and a volatile economic environment, means that the pressure to reduce costs and increase efficiency is at the heart of every organisation. What are the key areas of opportunity for driving down costs in maintenance services? A look at how new technologies and leaner processes can assist in increasing cost effectiveness and controlling budgets.
12:50 pm	Lunch	
1:50 pm	Contracting Engine Maintenance – What are the Options?	
	Ziad Abu Ain, General Manager, Jordan Airmotive Enrique Hernandez, General Manager, Turkish Engine Center Vesa Paukeri, VP, Finnair Engine Services	Engine maintenance is the largest segment of total MRO spend and therefore one of the biggest cost drivers for operators. With requirements only set to increase over the next decade the need to procure cost effective engine MRO services is key to controlling budgets and ensuring profitability. In this session, we investigate the engine maintenance options available in the marketplace and identify the critical differentiators that impact engine MRO selection.
2:45 pm	Lease and Spare Engine Availability	
	Jon Sharp, President & CEO, Engine Lease Finance Corporation	Keeping your fleet in the air is the foremost priority for all operators and leasing spare engines is a cost effective way to reduce AOG as well as capital outlay and financial risk. There are various solutions available and in this session we will delve into what the benefits of each option are and how to successfully manage your portfolio to maximise these advantages and lower operating costs.
3:40 pm	Inventory Strategies and Supply Chain Management	
	John Avery, Director of Supply Chain Services, AJ Walter Aviation	Airlines face many challenges in managing their inventory and this session will focus on how to optimise inventory and supply chain processes to reduce costs and minimize downtime. How do you increase parts availability and keep adequate stock levels without detrimentally impacting cash flow? How do you manage stock for mixed fleets? How can you improve TATs and reliability in your supply chain? A look at the options available for improving approaches to inventory management.

4:20 pm **Evolving your Workforce – The Importance of Managing Competencies**

Steve Bentley, Managing Director, Sofema Aviation Services

Access to a good quality workforce is vital in sustaining and growing the regional MRO market. The challenge facing the industry is how to recruit, train and retain enough engineers to fulfil current and future MRO demand. In this session, we ask what specialised training and recruitments processes should be put in place to make sure that this manpower gap is filled. How do you ensure that engineers are trained to the correct standard with the right experience?

5:00 pm **Panel Discussion: Low Cost Airline Model – The Blueprint for All?**

PANELISTS TO INCLUDE:

Mariusz Olechno, VP Technical, Enter Air

With the success of low cost carriers in the region, should all airlines look to adopt this model? What maintenance strategies do low cost airlines employ in this region and why? Do they differ from legacy carrier approaches to maintenance? What tactics and business model are best employed to streamline operations and eliminate waste to secure cost savings? We hear from some key regional operators to compare and learn about their experiences and to discuss best practices in MRO.

5:45 pm Close of Day One and Cocktail Reception

Day Two – Thursday 24th May 2012

8:30 am Continental Breakfast

9:00 am **Welcome and Opening Remarks**

9:05 am **Prospects for the Russian MRO Market**

Vladimir Perekrestov, CEO, S7 Engineering

With growing passenger numbers and a rapidly expanding and diversifying fleet, the Russian market is set for MRO growth. How can MROs of western built and regional aircraft explore and capitalise on these potential openings? What challenges are Russian operators facing in maintaining their fleet? An overview of the existing and future MRO demand and the impact of the influx of new aircraft types. Do any potential barriers exist to doing business in Russia?

9:40 am **The Rise of the OEMs in MRO – How can the Region React?**

David Hygate, Director – Europe, TeamSAI

The involvement of aircraft, engine and component OEMs in the MRO business is growing significantly with increasing interest from OEMs in offering aftermarket services. What is the significance of the shift in market dynamics for independent and airline related MROs in the region? How can businesses respond to this challenge and which products are the best targets? A look at OEM incursion into MRO and how this will impact the MRO landscape.

10:15am **Remaining Competitive in a Fast Moving Environment – Strategies for MRO Growth**

Sandor Szomora, Deputy Chief Executive, Lufthansa Technik Budapest

In a market characterised by strong competition and cost pressures, what are the best strategies to employ to ensure MRO growth? In this session we look at how regional MROs can best equip themselves to compete on a global scale and tap into potentially lucrative markets. What is the best route to diversifying your customer base and expanding into new specialities whilst maintaining existing services? What advantages can regional MROs capitalise on to expand their business?

10:50 am **The MRO Quandary – Outsourcing vs. In-house Capabilities**

Jonas Butautis, CEO, FL Technics

The recent economic downturn has accelerated the trend for airlines to focus more on their core business of flying passengers and to look to external providers to perform MRO services which were traditionally done in-house. What factors should be taken into consideration when developing an outsourcing strategy? How do you select an MRO provider or partner that is best suited to your organisation and needs? Is developing in-house capabilities still a viable option and if so how best can this be executed? A look at the options available to airlines and what benefits a well managed outsourcing process can bring.

11:25 am **Facility Tour of FL Technics**

Experience FL Technics' 13,700 square metre facility at Vilnius International Airport, one of the largest integrated aircraft support and maintenance providers in Eastern Europe, the CIS and the Baltic States.

1:00 pm **Tour/Forum Concludes and Buses Return to Hotel**

1:30 pm Arrive Back at Hotel

General Information

venue/hotel information

Crowne Plaza Vilnius
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register/fees

	By April 13	After April 13
*Airlines	Free	Free
Standard Rate	US\$595	US\$895
Sponsor/Exhibitor Rates	US\$495	US\$895
3+ from same company	US\$495	US\$895
**Government/Active Military	US\$295	US\$895
Press	Free	Free

Note: registrations made on or after May 18, 2012 will be subject to an additional charge of \$250 per registration.

*Airline Personnel: Must be a Manager, Director, VP (or higher) of Purchasing, Maintenance, Overhaul, Engineering or Technology at an Airline to qualify. Sales, Marketing and Business Development positions do not qualify. Must be employed by an Airline (cargo or passenger). Does not include Third Party Maintenance affiliates

**Government/Military: ID Required. Must hold active rank in any of the services to apply; industry or retired personnel not included.

A non-deductible \$79 USD will be applied to a one-year digital subscription of *Aviation Week & Space Technology*. The subscription is only applied to full/paid conference registrations.

CANCELLATION POLICY

Conference Cancellation and Credit Card Authorization Policy: Written cancellations received on or before March 5, 2012 will receive a refund less a processing fee of \$300 on the conference registration; \$150 for Military/Government. If no moneys are received, registrants are still responsible for the processing fee. **VERBAL CANCELLATIONS ARE NOT ACCEPTABLE.** Please fax your written cancellation to +1(212) 904-3334 or email events@aviationweek.com. No refunds will be given after March 5, 2012 however a substitute may be sent. Any fees not paid by original registrant will be applied to substitute's fees. By submitting this registration, you authorize McGraw-Hill to invoice you for any unpaid portion of your registration fees.

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Transform your MRO Business at MRO Regional, Eastern Europe, Baltics and Russia

- Gather up to date information on the latest trends in this fast moving market
- Discuss strategies for growth and routes to expand your business
- Share best practices in contracting MRO services
- Review and benchmark your processes to ensure maximum profitability and ROI
- Explore the impact of evolving fleets on MRO in the region
- Learn how to ensure a qualified and quality workforce
- Investigate the optimum tactics to guarantee cost effective MRO practices
- Understand the regional opportunities and how to capitalize on them

Because of the age of the demographics of the fleet, airframe heavy maintenance will be a key driver of growth in Eastern Europe.... expected at 5.2% CAGR

*Statistical information courtesy of Aviation Week's MRO Europe and David Stewart, VP, ICF SH&E

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