

# GLOBAL AVIATION ISSUES CONFERENCE

11 – 12 NOVEMBER 2024, RIYADH, SAUDI ARABIA



ORGANIZED BY



HOSTED BY



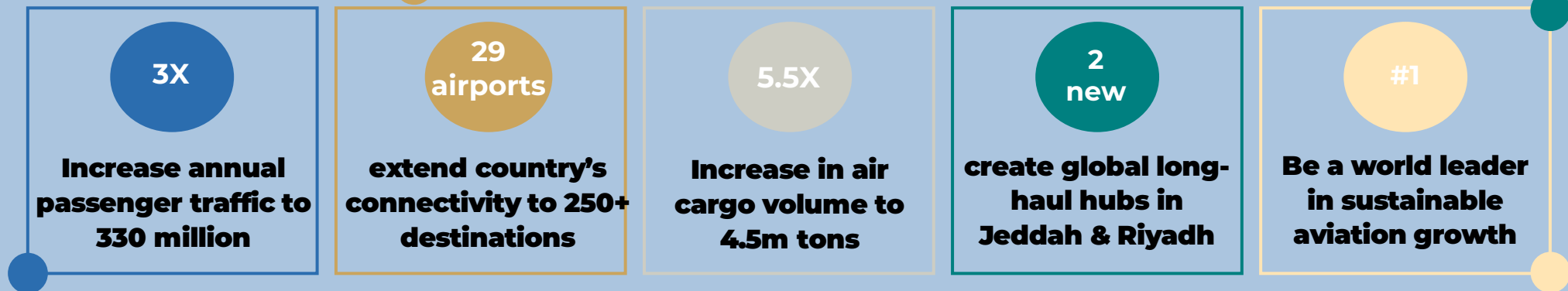
# INTRODUCTION

**Global Aviation Issues Conference** is a two-day conference that brings together over 500 attendees – including transport and aviation leaders and global experts and suppliers from the Middle East and around the world, to discuss how they can collaborate to deliver global aviation strategies and wider industry growth, sustainability and profitability. The conference is held concurrently with Saudi Airport Exhibition, recognized as the largest airport procurement event in the region.

## SAUDI AVIATION STRATEGY

Key to the event is the Saudi Aviation Strategy, backed by a **US\$100 billion** aviation investment plan that will transform the Middle East's largest aviation market to become among the Top 5 air passenger transit hubs globally. The ripple effects of these investments are expected to be monumental to the regional economy. By 2030, the civil aviation and air transport sector is predicted to contribute **US\$74 billion** to Saudi Arabia's GDP, a substantial leap from **US\$21 billion** in 2018.

## KEY TARGETS FOR 2030



# WHO WILL YOU MEET?

**Global Aviation Issues Conference will welcome hundreds of global leaders and professionals from across the aviation ecosystem, providing Saudi aviation authorities the expertise and connections necessary to deliver the Saudi Aviation Strategy.**

- **Airline Navigation Service Providers**
- **Airlines**
- **Airport Authorities**
- **Airport Security**
- **Airports**
- **Cargo Handling**
- **Civil Aviation Authorities**
- **Consultants / Industry Experts**
- **Contractors / EPC**
- **Customs**
- **Education and Training**
- **FBOs**
- **Government Representatives / Regulators**
- **Ground Handlers**
- **Immigration Authorities**
- **Military / Defence**
- **Police and Law Enforcement**
- **Suppliers / Manufacturers**
- **Systems Integrators / Contractors**
- **Trade Officials**
- **Transport Departments**
- **Vertiports**
- **VIP Security**

# 2023 SPEAKER HIGHLIGHTS



**Abdul Razzak Mikati**  
Managing Director  
DTP



**Adam Ekman Pedersen**  
Airport Commerce &  
Customer Experience  
Advisor NACO,  
Netherlands Airport  
Consultants



**Alexander Larisch**  
Managing Director  
Fraport



**Ayce Celikel**  
President, Green Airport  
Working Group at  
PROAVIA - French Trade  
Association for Airport  
Technology



**Ing. Bruno Rampinelli Rota**  
Aviation Division  
Managing Director  
To70 Italia



**Carissa Vandermey**  
TSA Senior Liaison Officer  
to CISA and Cybersecurity  
Coordinator for Security  
Operations,  
Transportation Security  
Administration (TSA)



**Carole Dupré**  
Head of ATM activities  
Egis



**Dr. Dan Wong**  
(Ph.D. MITE)  
Associate Professor and  
Aviation Program Leader,  
Department of Management  
Prince Sultan University



**David Adebiyi**  
Chief Commercial Officer  
Global Air Navigation  
Services LLC



**Delip Prasad**  
Head of Market MENA  
Munich International Airport



**Prof. (Dr.) Dewakar Goel**  
Chairman, Aero Academy of  
Aviation Science and  
Management, Ex. Executive  
Director Airports  
Authority of India, Director Indian  
Aviation Academy, Govt of India



**Dominik Hogl**  
Key Account Manager  
EIZO



**Dominic Storey**  
Management Partnership  
Director  
daa International



**Eng. Ahmad Sagr**  
Chief Operating Officer  
Saudi Sicli



**Ertugrul Ozkaptan**  
Head of Commercial & CFO  
AVITO



**George Fenergi**  
Regional Vice President,  
Middle East & North Africa  
SITA



**Giulio De Carli**  
Managing Partner  
OneWorks



**Holly Ackerman**  
Associate Vice President,  
Global Operations  
American Association of  
Airport Executives (AAAE)



**Ian Bache**  
Director of EuMEA Airports  
Collins Aerospace



**Jens Harvendel**  
Director  
Kohn Pederson Fox



**Joyce Abou Moussa**  
Deputy Director of  
International Development  
Groupe ADP



**Lodewijk de Boer**  
Senior Project Manager  
NACO, Netherlands Airport  
Consultants



**Mahmoud Idris**  
Commercial Director  
Bagpoint for Information  
Technology



**Mahmoud Almashriqi**  
Business Development  
Manager  
HUB Parking / FAAC  
Technologies

# 2023 SPEAKER HIGHLIGHTS



**Manik Arora, PE**  
President & CEO  
Arora Engineers



**Marios Sentris**  
Program Director and  
Practice Lead - Aviation  
Parsons



**Massimo Cugusi**  
International Business  
Development Manager  
General Security Italy-Forte  
Secur Group



**Mauro Roncari**  
CEO  
Softech



**Mohammad T. Kushan**  
Senior Representative,  
Middle East and North Africa  
Federal Aviation  
Administration



**Mohammed Aburiyaleh**  
Director  
Bagpoint for Information  
Technology



**Mohammad Idriss**  
Solution Architect Manager  
Red Hat



**Professor Mohammad  
Nurunnabi**  
Aide to the President and  
Chair in Accounting  
Prince Sultan University



**Mohammed Salem**  
Corporate Planning Director  
Yemenia



**Dr. Mohammed Yeahiya**  
Assistant Professor,  
Department of Management  
Prince Sultan University



**Mustafa Chehabeddine**  
Principal  
Kohn Pedersen Fox



**Eng. Nabeel Ashram**  
Aviation Expert and  
Consultant, Ex-Director  
Airport Operations  
King AbdulAziz International  
Airport, Jeddah



**Capt. Naif AlShammari**  
Decision Support  
Center Co Director  
Boeing International



**Nesreen Yacoub Kashgari**  
Director, Talent Acquisition  
& Human Capital Operation  
Saudia Technic



**Osama Shasha**  
General Manager  
Middle East Task Company  
(METCO)



**Peter Bellew**  
Chief Operating Officer  
Riyadh Air



**Sanjiv Edward**  
CEO  
GMR Cargo



**Sara Ali Al Gaeiti**  
Executive Director Human  
Capital Strategy  
SAL Saudi Logistics Services



**Dr. Senthil Chinnasamy**  
Chief Scientific Officer  
AARKSEE Group of  
Companies



**Vicki Hughes**  
Aviation Associate Director  
& Head of Sustainability  
Egis



**Viknesh Subramanian**  
VP - Sustainability  
AARKSEE Group of  
Companies



**Volker Brandt**  
CEO  
Tramak



# CONFERENCE SPONSORSHIP PACKAGES

**Global Aviation Issues Conference will host international aviation leaders, decision-makers, C-level executives, and experts to discuss how the global aviation industry can collaborate to deliver sustainable growth.**

**The event will bring together over 500 attendees from airports, transport authorities, civil aviation entities, investors and aviation stakeholders together to build new partnerships and opportunities.**



# WHY SPONSOR?



**Share your vision in the high-level conference covering policy, strategy, innovation and investment opportunities.**

**Provide expert advice to Saudi and regional leaders looking to transform and grow their national aviation industry.**

**Highlight your business to key aviation officials responsible for procuring the latest solutions and innovations for their airports.**

**Enhance your brand to an elite audience of global aviation decision makers and influencers.**

**Position your business as a supporter of innovation and development in the global aviation sector.**

**Promote your commercial activities across the Summit's extensive international marketing campaign.**

**Host parallel VIP and closed-door networking events for your clients and regional leaders.**

# CONFERENCE SPONSORSHIP PACKAGES

Package Inclusive Of

Principal Sponsor  
Exclusive  
US\$ 60,000

Diamond Sponsor  
Limited to 2  
US\$ 50,000

Platinum Sponsor  
Limited to 3  
US\$ 40,000

Gold Sponsor  
Limited to 4  
US\$ 25,000

Silver Sponsor  
Limited to 6  
US\$ 15,000

Exclusive title as chosen SPONSOR at the conference	✓	✓	✓	✓	✓
Welcome Keynote Address to delegates at the conference	✓	✓			
Keynote Address to delegates at the conference			✓	✓	
Opportunity to nominate speaker on a session of your choice	2 sessions (one per day)	2 sessions (one per day)	1 session	1 session	1 session
Exclusive: Opportunity to provide exclusive lanyards for all conference attendees	✓				
Exclusive: Right to add a topic of your choice (owning a complete session)	✓				
Opportunity to host a workshop on one of the conference days	✓	✓			
Delegate passes to all conference days with full access to all the sessions and networking areas	14	12	10	6	4
100 words company profile and logo to be featured on the event website and Programme Guide	✓	✓	✓	✓	✓



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US\$ 25,000

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Limited to 6  
US\$ 15,000

<b>Web banner on the event website</b>	✓	✓	✓	✓	✓
<b>Roll up banners to be placed within the Conference Area and exhibition centre (excluding production)</b>	6	4	3	2	1
<b>Sponsor logo on the Delegate Folder</b>	✓	✓	✓	✓	✓
<b>Opportunity to include one insert (brochure or flier) in the delegate bag</b>	✓	✓	✓	✓	✓
<b>Advertisement in the Conference Programme Guide (premium position)</b>	Full-page	Full-page	Full-page	Full-page	Half-page
<b>Your banner on dedicated e-shots that will promote the conference</b>	3	2	2	1	1
<b>VIP parking passes</b>	4	3	2		
<b>Opportunity to distribute branded gifts to delegates</b>	✓	✓	✓	✓	
<b>Interview during the conference and pre-event press mention</b>	✓	✓	✓	✓	✓

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Limited to 6  
US\$ 15,000

<b>Video slots (up to 3 minutes each) - each conference day (morning, afternoon and at the end)</b>	3	2	2		
<b>Acknowledgement in the Welcome Address</b>	✓	✓	✓	✓	
<b>Special reserved table with complimentary tickets for lunch</b>	10	10	10		
<b>Right of first refusal as chosen SPONSOR at the next edition of the conference</b>	✓	✓	✓	✓	✓
<b>Your logo included:</b>					
<b>In all conference marketing collateral including the event page, printed brochures and eshots</b>	✓	✓	✓	✓	✓
<b>Conference stage backdrop</b>	✓	✓	✓	✓	✓
<b>A dedicated page in the show catalogue for the conference</b>	✓	✓	✓	✓	✓
<b>The front cover of the Conference Programme distributed at the event</b>	✓	✓	✓	✓	

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Gold Sponsor  
Limited to 4  
US\$ 25,000

Silver Sponsor  
Limited to 6  
US\$ 15,000

	Principal Sponsor Exclusive US\$ 60,000	Diamond Sponsor Limited to 2 US\$ 50,000	Platinum Sponsor Limited to 3 US\$ 40,000	Gold Sponsor Limited to 4 US\$ 25,000	Silver Sponsor Limited to 6 US\$ 15,000
All conference VIP invitations	✓	✓	✓		
The table flags in the delegate dining area and conference registration desks	✓	✓	✓	✓	
The holding slide between the sessions	✓	✓	✓	✓	✓
All conference Social Media promotion	✓	✓	✓	✓	✓
All conference advertising (trade and news media)	✓	✓	✓	✓	✓
All conference digital advertising	✓	✓	✓	✓	✓
All digital signage at the Venue	✓	✓	✓	✓	✓

# CONFERENCE SPONSORSHIP PACKAGES

## Session Sponsor

**Limited to one per session only**

**US\$ 8,000**

- **Known as the SESSION SPONSOR of the conference**
- **Opportunity to nominate a speaker on the session you sponsor**
- **Exclusive: Sponsor will have exclusive input towards developing the Strategy Session you have chosen to sponsor – which includes determining the session format, topics covered, VIP panelists and invitees**
- **Exclusive: Sponsor to receive exclusive branding next to sponsored session on: Conference brochure, Conference Guide, On-site Agenda Boards and Website**
- **4 delegate passes to the conference with full access to all sessions & networking areas**
- **100 words company profile and logo to be featured on event website and Programme**
- **One half page advertisement in the Conference Programme Guide**

### Your logo included:

- **In all conference marketing collateral including the event page, brochures and eshots**
- **Conference stage backdrop**
- **A dedicated page in the show catalogue for the conference**

## Networking Lunch Sponsor

**Limited to one per day**

**1 Day: US\$ 8,000**

**2 Days: US\$ 12,000**

- **Known as the NETWORKING LUNCH SPONSOR of the conference (choice of one or both days)**
- **Exclusive: Digital advertising opportunities in the delegate dining area**
- **3 delegate passes to attend the conference with full access to all the sessions and networking areas**
- **100 words company profile and logo to be featured on event website and Conference Programme**
- **Exclusive: 4 Roll up banners to be placed within the Delegate Dining Area (excluding production)**

### Your logo included:

- **In all conference marketing collateral including the event page, printed brochures and eshots**
- **Conference stage backdrop**
- **A dedicated page in the show catalogue for the conference**
- **Table flags in the delegate dining area**

## Bronze Sponsor

**Limited to four only**

**US\$ 7,000**

- **Known as the BRONZE SPONSOR of the conference**
- **2 delegate passes to attend the conference with full access to all the sessions and networking areas**
- **100 words company profile and logo to be featured on event website and Conference Programme**

### Your logo included:

- **In all conference marketing collateral including the event page, printed brochures and eshots**
- **Conference stage backdrop**
- **A dedicated page in the show catalogue for the conference**

# CONFERENCE SPONSORSHIP CONTRACT

## SPONSORSHIP OPPORTUNITIES

Events are sold on a first-come, first-served basis. Have a unique sponsorship idea that you do not see listed below? We'd love to hear from you! Contact Holly Ackerman at [holly.ackerman@aaae.org](mailto:holly.ackerman@aaae.org).

<input type="radio"/> <b>Principal Sponsorship: US\$ 60,000</b>	<input type="radio"/> <b>Session Sponsorship: US\$ 8,000</b>	Monday, November 11	Other Sponsorships
<input type="radio"/> <b>Diamond Sponsorship: US\$ 50,000</b>	<input type="radio"/> <b>Bronze Sponsorship: US\$ 7,000</b>	<input type="radio"/> <b>Day One Breakfast: US\$ 4,500</b>	<input type="radio"/> <b>Badge Sponsorship: US\$ 5,000</b>
<input type="radio"/> <b>Platinum Sponsorship: US\$ 40,000</b>	<input type="radio"/> <b>Networking Lunch Sponsorship</b>	<input type="radio"/> <b>Day One Morning Break: US\$ 4,000</b>	<input type="radio"/> <b>Delegate Bag Sponsorship (sponsor provides): US\$ 5,000</b>
<input type="radio"/> <b>Gold Sponsorship: US\$ 25,000</b>	<input type="radio"/> <b>One Day: US\$8,000</b>	Tuesday, November 12	<input type="radio"/> <b>Lanyards Sponsorship (sponsor provides): US\$ 4,000</b>
<input type="radio"/> <b>Silver Sponsorship: US\$ 15,000</b>	<input type="radio"/> <b>Two Days: US\$12,000</b>	<input type="radio"/> <b>Day Two Breakfast: US\$ 4,500</b>	
		<input type="radio"/> <b>Day Two Morning Break: US\$ 4,000</b>	

## SPONSORSHIP INFORMATION

**Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_ **Airport/Company:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City/State/Zip:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

<input type="radio"/> <b>Payment by Bank Transfer</b> <b>BENEFICIARY NAME: American Association of Airport Executives</b> <b>Bank Name: Capital One Bank</b> <b>Routing Number: 065000090</b> <b>SWIFT CODE: HIBKUS44 (International wires only)</b> <b>Account number: 4670299249</b>  <b>Please include the invoice number or event name and sponsored event. You must mark your transfer instructions with "Payment at no cost to the beneficiary"</b>	<input type="radio"/> <b>Payment by Credit Card</b> <b>(online payment link will be sent to you upon receipt of Sponsorship Contract)</b>  Signature: _____  <i>Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sexual orientation, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.</i>
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RETURN COMPLETED FORM TO:  
American Association of Airport Executives  
Attn: Holly Ackerman, 601 Madison Street, Suite 400, Alexandria, VA 22314, Fax: (703) 820-1395  
E-mail: [holly.ackerman@aaae.org](mailto:holly.ackerman@aaae.org)

Thank you for you agreeing to sponsor this IAAE/AAAE event. By submitting this sponsorship contract, the above-named company agrees to pay AAAE for the sponsorship selected above no later than **Friday, October 11**, in order to guarantee execution of all sponsorship benefits. Rates for sponsored items and events do not reflect the full cost, and contributions made to IAAE/AAAE for sponsorship will be used to defray overall costs of the conference. IAAE/AAAE reserves the right to list companies as co-sponsors unless otherwise stated. Rosters will only be shared with sponsoring companies after all fees have been paid. This contract serves as a binding legal document.

### QUESTIONS?

Please visit the event website for more information, or contact Holly Ackerman, AAAE, at [holly.ackerman@aaae.org](mailto:holly.ackerman@aaae.org) with additional questions or to submit your registration