

ACI EUROPE'S
**REGIONAL
AIRPORTS'
FORUM** ✈️

4TH ANNUAL CONFERENCE



**Cagliari, Italy
May 9-11, 2011**

Airport host



Platinum sponsor



Co-located at



Organised by



Sponsor



Located at



FEATURING
a two-day exhibition
and the 13th ACI
EUROPE'S Regional
Airports' Forum
Meeting -
May 12, 2011

www.aci-europe-rac.com

WELCOME



Dear Delegate,

I am delighted to announce that our 4th ACI EUROPE's Regional Airports' Conference and Exhibition will be co-located this year with Routes Europe from 9 to 11 May. Following the 1st SMAG (the Small and Medium Sized Airports Action Group) Conference in May 2008, this year's event will be the first since SMAG's recent evolution into ACI EUROPE's Regional Airports' Forum.

The Regional Airports' Forum now comprises some 138 ACI EUROPE members (some of which manage more than one airport) plus six national airport associations and 10 World Business Partners. We have already successfully raised the visibility of regional airports with EU institutions and with the renewed focus of the Regional Airports Forum, we will continue to highlight the challenges and opportunities which are specific to regional airports. The events programme has been carefully designed by the group, taking into account not only all the challenges currently facing regional airports, but also some more creative solutions to optimising traffic and boosting revenue.

I am particularly pleased that this event will take place in Sardinia, at the invitation of Cagliari Airport, a dynamic gateway that is particularly active in the Regional Airports' Forum. Cagliari Airport has worked hard in securing the perfect conditions for extensive networking and exchange of ideas, and the co-location with Routes Europe should provide even more opportunities for networking. The first-class hospitality promises to be exceptional and I am confident that you will enjoy a successful and memorable conference.

I hope that this event will meet all your expectations and look forward to meeting you in Cagliari.

Yours sincerely,

Olivier Jankovec
Director General, ACI EUROPE

Not yet a member of ACI EUROPE's Regional Airports' Forum?

Please register with Danielle Michel,
Senior Manager Membership and
Commercial Services, ACI EUROPE
Tel: +32 2552 0978 / danielle.michel@aci-europe.org



Dear Delegate,

It is a pleasure to welcome you to Cagliari for ACI EUROPE's Regional Airports' Forum 4th Annual Conference. Cagliari Airport is honoured to host this year's conference. We believe it is an essential platform for airlines, airports and aviation suppliers to exchange knowledge and best practices as well as to build strategic partnerships that will shape the future of the European aviation industry.



Cagliari Airport
SOGAER

As the primary gateway to Sardinia, Cagliari Airport has recorded impressive traffic growth over the past two years both on a national and European level. The challenges facing the aviation industry have brought airports and airlines together to build strong and smart relationships as well as to create business synergies through meetings and discussions at conferences such as the Regional Airports' Forum.

We are also delighted to offer all delegates even more networking opportunities by giving participants the opportunity to attend two events in one time and at one place due to the co-location with the Routes Europe Forum.

Sardinia is known as the pearl of the Mediterranean sea and is famous for having some of the most beautiful beaches in the world and for being the sunniest region of Italy. Apart from the business meetings and networking opportunities, I sincerely hope you will also take the opportunity to experience first hand our city and its surrounding area, explore our region's wealth of cultural landmarks and attractions and last, but not least, savour our delightful gastronomy.

Finally, may I wish you all a productive and memorable time during your stay in Cagliari, Sardinia.

Yours sincerely,

Vincenzo Mareddu,
Cagliari Airport Chairman

www.aci-europe-rac.com

THE EVENT

ACI EUROPE's
**REGIONAL
AIRPORTS'
FORUM** ✈️
4TH ANNUAL CONFERENCE

Formerly
SMAG
ACI EUROPE's
small & medium size
airports action group

This will be ACI EUROPE's 4th conference and exhibition dedicated to regional airports, previously through the Small and Medium Sized Airport Action Group (SMAG), but now in association with ACI EUROPE's Regional Airport's Forum. Moreover, this will also mark the first time that the event is held in conjunction with Routes Europe, allowing participants to benefit from the two events in a four-day timeframe.

The re-branded 'Regional Airports' Forum' group's prime objective is to represent the interests of ACI EUROPE's regional airport members to the European institutions and national authorities. It is focussing on increasing the visibility of the important contribution that regional airports make to the connectivity of Europe's regions, the mobility of its citizens and the economic performance of their communities, as well as addressing their specific challenges. ACI EUROPE's Regional Airports' Forum was created in October 2010, as an evolution of the previous group SMAG (itself

established in 2006). The purpose remains the same: to better address the specific needs of ACI EUROPE's regional airport members, and to provide them with a more visible platform on which to exchange knowledge, share best practices and discuss issues of common interest.

ACI EUROPE's Regional Airports' Forum already has 138 regular members, (some of which manage more than one airport), plus six national associations and 10 World Business Partners. The event's programme has been carefully designed with significant input from the group, taking into account not only all the challenges currently facing regional airports, but also creative solutions to help generate traffic and revenue.

The 4th Annual Conference will be followed by the 13th Regional Airports' Forum Meeting which is open to ACI EUROPE's regular members, national associations and world business partners.

THE HOST



ACI EUROPE is based in Brussels, Belgium and represents the interests of over 400 airports in 45 countries. Our members account for 90% of commercial air traffic in Europe. In 2008, ACI EUROPE member airports welcomed nearly 1.5 billion passengers and handled over 17 million metric tonnes of cargo. The Brussels based team comprises 15 permanent staff and more than 300 airport experts, under the leadership of Director General Olivier Jankovec.

ACI EUROPE promotes the exchange of industry-know-how through our internal committee structure and extensive schedule of conferences and exhibitions. By actively seeking the views of airport members, we generate comprehensive industry policies that serve as a reference for the entire aviation industry.

We work on a day-to-day basis with the institutions of the European Union, the European Civil Aviation Conference (ECAC) and the European Agency for the Safety of Air Navigation (EUROCONTROL). We are currently engaged in important work on the environment, airport capacity, air passenger rights, airport charges, ground handling, slot allocation and airport competition.

All research shows that airports contribute significantly to the economic and social development of the regions which they serve. By mobilising our in-house expertise, EU contacts and a range of communication tools, we aim to promote a wider understanding of the challenges facing civil aviation in Europe.

To visit ACI EUROPE's website go to www.aci-europe.org

THE AIRPORT HOST



Managed by Sogaer, Cagliari Airport is Sardinia's most important gateway in terms of traffic and size. It is the main airport on this beautiful island.

Located in the South of Sardinia, Cagliari Airport is the ideal connection between Europe and North Africa and the east and the west of the Mediterranean. Over half of the island's population lives in the airport's catchment area which handles over 50% of the total regional air traffic.

In 2009, Cagliari Airport was ranked first among Italian airports in the over 1,000,000 passengers category, with an increase in passenger growth of 13.8% compared to a national average of -2.3%.

During the same year, ACI EUROPE rated Cagliari Airport among the fastest growing European airports in terms of passenger growth within its group.



CO-LOCATED AT ROUTES EUROPE



Routes Europe is the region's annual air service development forum, and in 2011 the event will be hosted by Cagliari Airport and located at Forte Village Resort, Sardinia.

Routes Europe offers an unrivalled platform for airlines, airports and tourism authorities to do business face-to-face with the people in the industry who really matter.

Delegates registering for the 4th Regional Airports Conference are invited to attend the following

Routes Europe social networking opportunities:

Saturday, May 7
– Networking Events

Sunday, May 8
– Networking Events
– Welcome Reception

Monday, May 9
– Networking Village
– Gala Dinner



For more information on Routes Europe visit www.routesonline.com

www.aci-europe-rac.com

CONFERENCE PROGRAMME

ACI EUROPE's
**REGIONAL
AIRPORTS'
FORUM** ✈️

4TH ANNUAL CONFERENCE

**ENHANCING THE COMPETITIVE
POSITION OF REGIONAL AIRPORTS
– KEY TO SURVIVAL AND DEVELOPMENT**

Tuesday, May 10, 2011

WORKSHOP 1

IT Trends

Catherine Mayer, Vice President Airports, SITA & Immediate Past Chair of the World Business Partners Board

Networking Lunch with Routes Europe Delegates

WORKSHOP 2

Leadership/Human Capital - Preparing Airport Professionals For The Future

Airport Dynamics

Victor de Barrena, Director, Global Training and Human Resources, ACI World

AMPAP

Pierre Coutu, President, Aviation Strategies*

Refreshment Break in the Networking Area

WORKSHOP 3

ACI EUROPE Key Performance Indicators (KPI) Programme

Teresa Ziober, Economic Research Analyst, ACI EUROPE

ACI EUROPE's Regional Airports' Forum 4th Annual Conference Gala Evening sponsored by SITA

SITA

Wednesday, May 11, 2011

WELCOME ADDRESSES

Conference Chairman

Alex Kirby, Managing Director, Insight Media

ACI EUROPE Welcome Address

Olivier Jankovec, Director General, ACI EUROPE

Conference Host Welcome Address

Alessio Grazietti, General Manager, Cagliari Airport

Regional Airports' Forum Welcome Address

Olle Sundin, Chairman, ACI EUROPE Regional Airports' Forum and Managing Director, Swedavia

Refreshment Break in the Networking Area

**SESSION 1: STATE OF THE INDUSTRY
– WHAT DOES THE FUTURE HOLD FOR
REGIONAL AIRPORTS IN EUROPE?**

Chairman: Chris Tarry, Consultant, Aviation Industry Research and Advisory

Pierre Régis, ACI EUROPE Board Member and Director General, Marseille-Provence Airport

Philippe Bernard, Chief Executive Officer, Lyon-St Exupery Airport

Simon McNamara, Deputy Director General, ERA

Low Fare Airline Representative

Lunch in the Networking Area



SESSION 2: THE REGULATORY FRAMEWORK- THREAT OR OPPORTUNITY?

How does the cost of complying with and implementing EU rules impact security, safety, ground handling, slots and ATM and, furthermore, affect the competitive position of regional airports? How can regional airports develop a tailor-made regulatory framework that puts them in a position to enhance their competitiveness?

PANEL DISCUSSION

Chairman: Morgan Foulkes, Director of Policy, ACI EUROPE

Pierre Moreillon, Secretary General, Swiss Aerodrome Association

Jacques Sabourin, Délégué Général, Union des Aéroports Français

Gino Vanspauwen, Chief Executive Officer/Managing Director, Ostend Airport

Tony Hallwood, Commercial and Aviation Development Director, Leeds Bradford International Airport*

Emmanuelle Maire, Head of Unit, DG MOVE – Infrastructure & Airports, European Commission*

Refreshment Break in the Networking Area

Sponsored by 

SESSION 3: DRIVING OPERATIONAL & COST EFFICIENCY, AND DEVELOPING BUSINESS OPPORTUNITIES

Chairman: Catherine Mayer, Vice President Airports, SITA & Immediate Past Chair of the World Business Partners Board*

Integrated Management Structure and Development Strategies for Regional Airports: the Vinci Experience

Nicolas Notebaert, President, Vinci Airports*

Attracting Low-Cost Carriers: A Case Study for Business Transformation

Arijandas Siupas, General Manager, Kaunas International Airport

Alliances between Regional Airports: A Unique French Regional Airports Partnership Case Study

Gilles Tellier, Director, Aéroport International de Limoges

Identifying the Operational and Commercial Drivers for Airlines When They Go 'Airport Shopping'

Speaker to be confirmed

Conclusion by Conference Chairman

Networking Dinner for ACI EUROPE's Regional Airports' Forum members

* Denotes speaker invited

Topics and speakers are subject to change without prior notice.

Conference & programme information

Andrew Hazell

andrewh@aci-europe-rac.com

+44 (0) 208 831 7518

Registration information

Teresa Heitor

teresa@airportconference.com

+44 (0) 208 831 7509

SARDINIA, ITALY

Sardinia is a fascinating island with a great diversity of landscapes and many cultural traditions. One of the most famous Sardinian writers gave the island the name “almost a continent” as Sardinia is so varied and so diverse compared with the Italian mainland and the rest of Europe. Nowhere else is there so much diversity concentrated into such a relatively small space of land. Sardinia is also known as the Pearl in the Mediterranean Sea. Thanks to its ancient geological origin, Sardinia has preserved its flavour and has attracted praise from many visitors over the centuries, who have been attracted to its location in the western Mediterranean. The Phoenicians followed by Carthaginians, the Romans afterwards, the Byzantines, the Spanish and the Piemontese have all been attracted to the island.

Travellers can choose whether to follow the nuraghi trails and discover the inland which is characterised by the Mediterranean flora and fragrances. Visitors can also take advantage of the year round mild climate to explore the 1,900 km coastline of white sandy beaches and striking sea cliffs that overlook the crystal clear water. Cagliari, located in the south of Sardinia, is the island’s main and most populated city and is renowned for being vibrant both in terms of culture and business. The city overlooks the sea from the Golfo degli Angeli. Lastly, but not least, Sardinia is Italy’s sunniest region, which makes every season the right one to visit Cagliari.



“This land resembles no other place. Sardinia is something else: enchanting spaces and distances to travel – nothing finished, nothing definitive. It is like freedom itself.”

D H Lawrence – “Sean and Sardinia” (1921)



THE VENUE



This year's event will take place in the magnificent Forte Village Resort, holder for 12 years of the 'World's Leading Resort' title.

Only 45km away from Cagliari and set within 55 acres of pine forest and subtropical gardens, Forte Village Resort offers a range of four and five star accommodation within its splendid 765 rooms, bungalows and 44 suites.

With its spa and wellness centre, wide range of fresh cuisine and top class sporting facilities, it is not surprising that world leading companies choose the Forte Village Resort for their conventions and product presentations.

Hotel bookings are managed by F.A. Travel Srl, the event's official booking agent. Further information on booking accommodation at the venue will be included in the Joining Instructions sent on receipt of registration. We strongly advise against booking accommodation in Cagliari city as the commuting distance would not allow delegates to fully benefit from the event's programme.

Transport

Transport will be available to take delegates to and from the airport. Further information on booking transport will be included in the Joining Instructions sent on receipt of registration.



NETWORKING EVENTS

Saturday, May 7

Morning & Afternoon Routes Europe Networking Events
(Details to be confirmed)

Sunday, May 8

Morning & Afternoon Routes Europe Networking Events
(Details to be confirmed)

Evening Routes Europe Welcome Reception
in the Networking Village

Monday, May 9

Evening Routes Europe Gala Dinner with the
Routes Airport Marketing Awards

Tuesday, May 10

Evening ACI EUROPE's Regional Airports' Forum
4th Annual Conference Gala Evening
Sponsored by SITA

ALL TOURS AND NETWORKING ACTIVITIES SHOULD BE
BOOKED IN ADVANCE ON THE REGISTRATION FORM

Spouses are welcome to attend networking events, subject to
space. Further information will be sent in due course.

13th ACI EUROPE's Regional Airports' Forum Dinner and Meeting - Wednesday, May 11 and Thursday, May 12

Both the dinner and meeting are reserved for Regional Airports'
Forum members only. For further information and to book
your place please contact Danielle Michel, Senior Manager
Membership and Commercial Services, ACI EUROPE

Tel: +32 2552 0978 / danielle.michel@aci-europe.org



Registration information

Teresa Heitor

teresa@airportconference.com, +44 (0) 208 831 7509

GALA EVENING



ACI EUROPE's Regional Airports' Forum 4th Annual Conference Gala Evening
Tuesday, May 10, 2011



Sponsored by SITA and hosted at the Bellavista Restaurant, Forte Village Resort

Join us at this exclusive restaurant on the resort's waterfront and watch thousands of lights twinkle across the sea. Experience Sardinian hospitality at its best and enjoy networking with fellow delegates, sponsors and speakers in a relaxed atmosphere.

All event participants are invited to attend the Gala Evening on a complimentary basis. Please indicate on the Registration Form if you wish to attend.

Spouses are welcome to attend, subject to space. Further information will be sent in due course.



EXHIBITION AREA

Exhibitors

- 1 Lufthansa Consulting
- 2 Net Display Systems
- 3 Proviron Industries
- 4 *Reserved*
- 20 SITA
- 21 Weigel
- 22 The Mobile Terminal
(TMT)
- 23 EGNOS

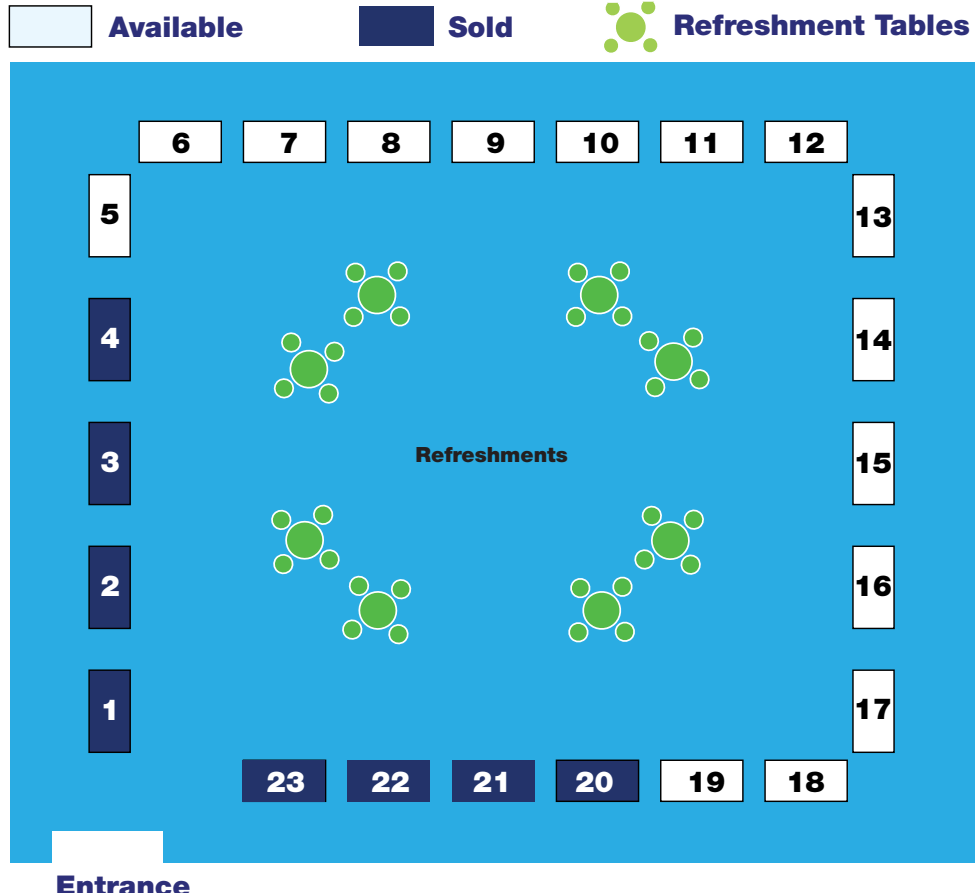
Correct as at January 19, 2011.

Exhibition rates

Table Top Exhibition

€2,250

All tables 2m x 1m
All refreshment and
luncheon breaks
will be held in the
exhibition area.



Sponsorship & Exhibition contacts

Jonathan Lee

jonathan@insightgrp.co.uk
+44 (0) 208 831 7563

Andrew Hazell

andrewh@aci-europe-rac.com
+44 (0) 208 831 7518

Kalpesh Vadher

kalpesh@insightgrp.co.uk
+44 (0) 208 831 7510

Ellis Owen

ellis@insightgrp.co.uk
+44 (0) 208 831 7519

SPONSORSHIP

PLATINUM Sponsorship:

Presented as Platinum sponsors of the 4th Annual Conference

- **Table Top Exhibition Space**
- **Six free delegate passes** to attend the conference
- A copy of the delegate list
- Company brochure distributed at the conference
- 200-word company profile in the official event guide
- Corporate branding (logo) on all marketing and promotional materials including:
 - Displayed in the conference room
 - On conference website with corresponding links
 - On conference and exhibition signage at the official venue

€8,000

SILVER Sponsorship:

Presented as Silver sponsors of the 4th Annual Conference

- Two free delegate passes** to attend the conference
- A copy of the delegate list
 - Company brochure distributed at the conference
 - 100-word company profile in the official event guide
 - Corporate branding (logo) on all marketing and promotional materials including:
 - Displayed in the conference room
 - On conference website with corresponding links
 - On conference and exhibition signage at the official venue

€3,500

GOLD Sponsorship:

Presented as Gold sponsors of the 4th Annual Conference

- Four free delegate passes** to attend the conference
- A copy of the delegate list
 - Company brochure distributed at the conference
 - 150-word company profile in the official event guide
 - Corporate branding (logo) on all marketing and promotional materials including:
 - Displayed in the conference room
 - On conference website with corresponding links
 - On conference and exhibition signage at the official venue

€5,000

Other Sponsorship Options

- | | |
|--|---------------|
| Networking Luncheon | €8,000 |
| Networking Refreshment Break - Morning or Afternoon | €5,000 |



REGISTRATION

PERSONAL DETAILS

Title: _____ First Name: _____ Last Name: _____

Name of Organisation: _____ Job Title: _____

Postal Address: _____

City: _____ Country: _____ Postcode: _____

Tel: _____ Email: _____

REGISTRATION FEES

ACI Member/Airline €870 Non ACI Member €1,305

ACI EUROPE Regional Airports' Forum Member/ERA Member €653
For multiple registrations of 3 or more people, please contact us at: teresa@airportconference.com or +44 (0) 208 831 7509

WORKSHOPS Please tick the relevant box to indicate which workshops you wish to attend (included in the registration price at no extra charge)

IT Trends Leadership/Human Capital ACI EUROPE KPI Programme

NETWORKING ACTIVITIES If you wish to attend our free networking activities, please tick the relevant box (included in the registration price)

SUNDAY

Routes Europe Welcome Reception

MONDAY

Routes Europe Gala Dinner with the Routes Airport Marketing Awards

TUESDAY

ACI EUROPE's Regional Airports' Forum 4th Annual Conference Gala Evening Sponsored by SITA

Please note that the above registration fee does not entail registration to the 13th ACI EUROPE's Regional Airports' Forum Dinner and Meeting. Please contact Danielle Michel on +32 2552 0978 or danielle.michel@aci-europe.org to book your place.

PAYMENT I will pay a total of: _____

- Cheque or bank draft made payable to Insight Media Ltd, 26-30 London Road, Twickenham, Middlesex, TW1 3RW, UK
- Direct bank transfer to Barclays Bank PLC, Hounslow Business Centre, 210 High Street, Hounslow, Middlesex TW3 1DL, UK
EURO Account No: 59857200, Sort Code: 20 42 73, IBAN: GB38 BARC 2042 7359 8572 00 SWIFT CODE: BARC GB22

Quoting Ref: **Insight Media Ltd, RAC2011 + Surname**

- Visa, Mastercard or American Express credit card as authorised below:

Card Type: _____ Card Number: _____

Start Date: _____ Expiry Date: _____ Security No: _____

Name on Card: _____ Date: _____

Billing address: _____

- Please register me for this event. I agree to abide by these terms, ticking the box will be accepted as a digital signature.

TERMS & CONDITIONS

Insight Media occasionally makes its delegate lists available to selected industry third parties. By completing this form, attendees give permission to pass their contact details to attendees and exhibitors to this event.

- If such permission is denied please tick this box.

Insight Media has a 30-day payment policy and reserves the right to refuse entrance to the conference if payment is not received prior to the event. Conference fees include attendance at the event, all conference documentation, morning and afternoon refreshment breaks.

Delegate Cancellation Policy: Cancellations must be received in writing four (4) weeks before the event and will be subject to a 20% processing fee.

Fax back to +44 (0)208 831 7501 or email to teresa@airportconference.com

Or register online at www.aci-europe-rac.com