

# AVIATION

# FESTIVAL

## Europe

15-16 September 2015, Business Design Centre, London

Where the  
Global Aviation  
Industry Comes  
Together

Part of

**BlueSky**

Created by

**terrapi****nn**  
use your brain

[www.terrapiinn.com/wlca](http://www.terrapiinn.com/wlca)

co located with

 **WORLD LOW COST  
AIRLINES CONGRESS**  
2015

 **AIRXPERIENCE**  
2015

 **AVIATION  
IT SHOW**  
2015

 **AIR RETAIL  
SHOW**  
2015

 **THE AVIATION  
INTERIORS SHOW**  
2015

**“It's the perfect event of the year to take the industry pulse.” - Vueling.**



# It's all about revenue

This is the best commercial aviation event London has to offer in 2015! No matter where your interest lies, we have content, networking and potential partners for you.

By bringing five events together under one roof, you get to choose the sessions which are the most applicable to help your business cut costs, grow revenues and hear about the latest technology in aviation.

## **WORLD LOW COST AIRLINES CONGRESS**

Assess new routes,  
new revenues and new  
customers

## **X** **AIRXPERIENCE** 2015

Find out how to improve the  
passenger travel experience  
at every touch point

## **AIR RETAIL SHOW** 2015

See how you can grow  
your ancillary revenues  
and become a more  
customer-focused retailer

## **AVIATION IT SHOW** 2015

Exploring PSS, cloud,  
BPO/MRO and legacy  
transformation solutions  
for all airlines

## **THE AVIATION INTERIORS SHOW** 2015

Premier exhibition for  
the international aircraft  
interiors industry

For more details visit [www.terrapinn.com/wlca](http://www.terrapinn.com/wlca)



# SPEAKERS ALREADY CONFIRMED FOR 2015!

## **Bernard Gustin**

CEO Brussels Airlines

Mr Gustin joins us in 2015 to discuss how the repositioning of Brussels Airlines in Europe will boost competition and demonstrate that low-fare and quality of service is no longer a contradiction.

Brussels Airlines new product is due to be launched in September 2015 so it is perfect timing to hear from Mr. Gustin at the congress!



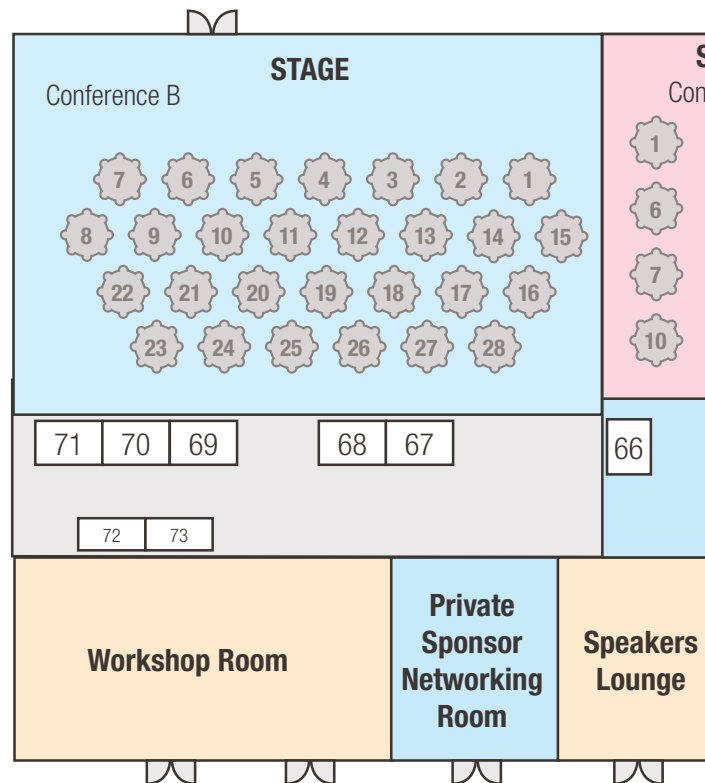
## SPONSORS & EXHIBITORS

Stand No.	Organisation	Stand No.	Organisation
5	(Reserved) Gate RetailOnboard <small>a gallogroup member</small>	29	tourvest <small>inspired by the sun</small>
6	THALES	30	OpenJaw <small>Powering the possible</small>
15	BAE SYSTEMS	31	15below
17	airwatch <small>We Simplify Enterprise Mobility™</small>	34	insured.
18	Rockwell Collins	36	LEVARTI
19	Expliciseat	37	NAVITAIRE <small>An Accenture Company</small>
21	FARELOGIX	38	+FUSION <small>Make the most of the moment.</small>
22	(Reserved) amadeus	42	Sabre / Airline Solutions.
23	match byte consultants	46	AVIOINTERIORS
26	Hitit <small>Computer Services</small>		TATA COMMUNICATIONS
28	HolidayTaxis.com <small>the standard taxi brand</small>		Coffee Break Sponsor
			cartrawler <small>with you on the way</small>
			we want you <small>CPH</small>

# Exhibition

Here's an overview of the show floor plan – see the website for the most up-to-date version

### Auditorium



## Who Exhibits?

Our Exhibitors come from:



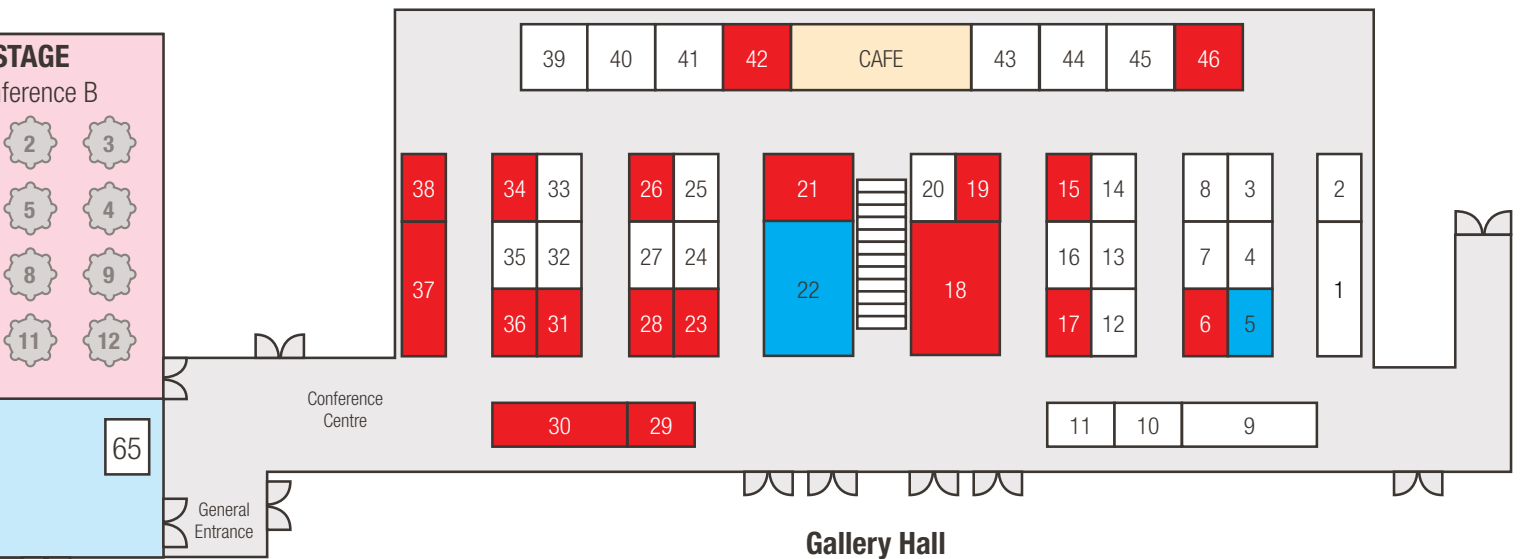
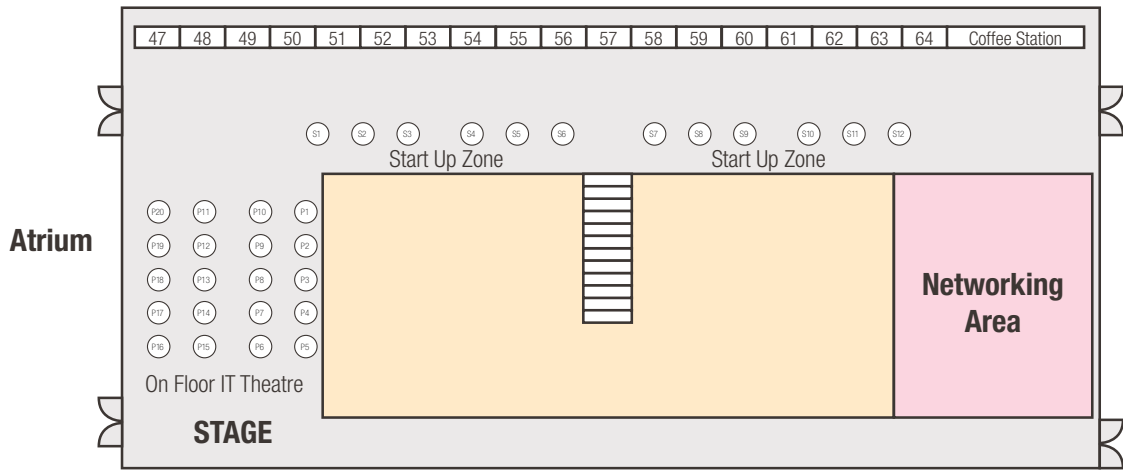
- Distribution Platforms
- Reservation Platforms
- On board Services
- Airports
- Payment Systems
- Fraud Prevention
- Mobile Technology
- Revenue Management



- Data storage providers
- BPO Providers
- MRO Services
- Legacy Transformation Services
- Cloud Infrastructure
- Security Systems
- ERP Systems
- PSS providers



- IFE and Connect
- Content, apps and
- Design and Interi
- Digital Signage &
- Check- In and Ba
- Passenger Comr
- Branding Market
- CRM & loyalty pr



To book your stand call Martyn McMurray on +44 (0)207 092 1284 or email [martyn.mcmurray@terrapinn.com](mailto:martyn.mcmurray@terrapinn.com)

## EXPERIENCE

Activity  
 and interfaces  
 Solutions  
 Kiosks  
 Baggage Systems  
 Communications  
 Training and Services  
 Providers

## AIR RETAIL SHOW 2015

- Distribution & Concessionaires
- Purchasing Platforms/Technology
- Crew Engagement and Training
- Multi-Channel Marketing
- Supply Chain IT

## THE AVIATION INTERIORS SHOW 2015

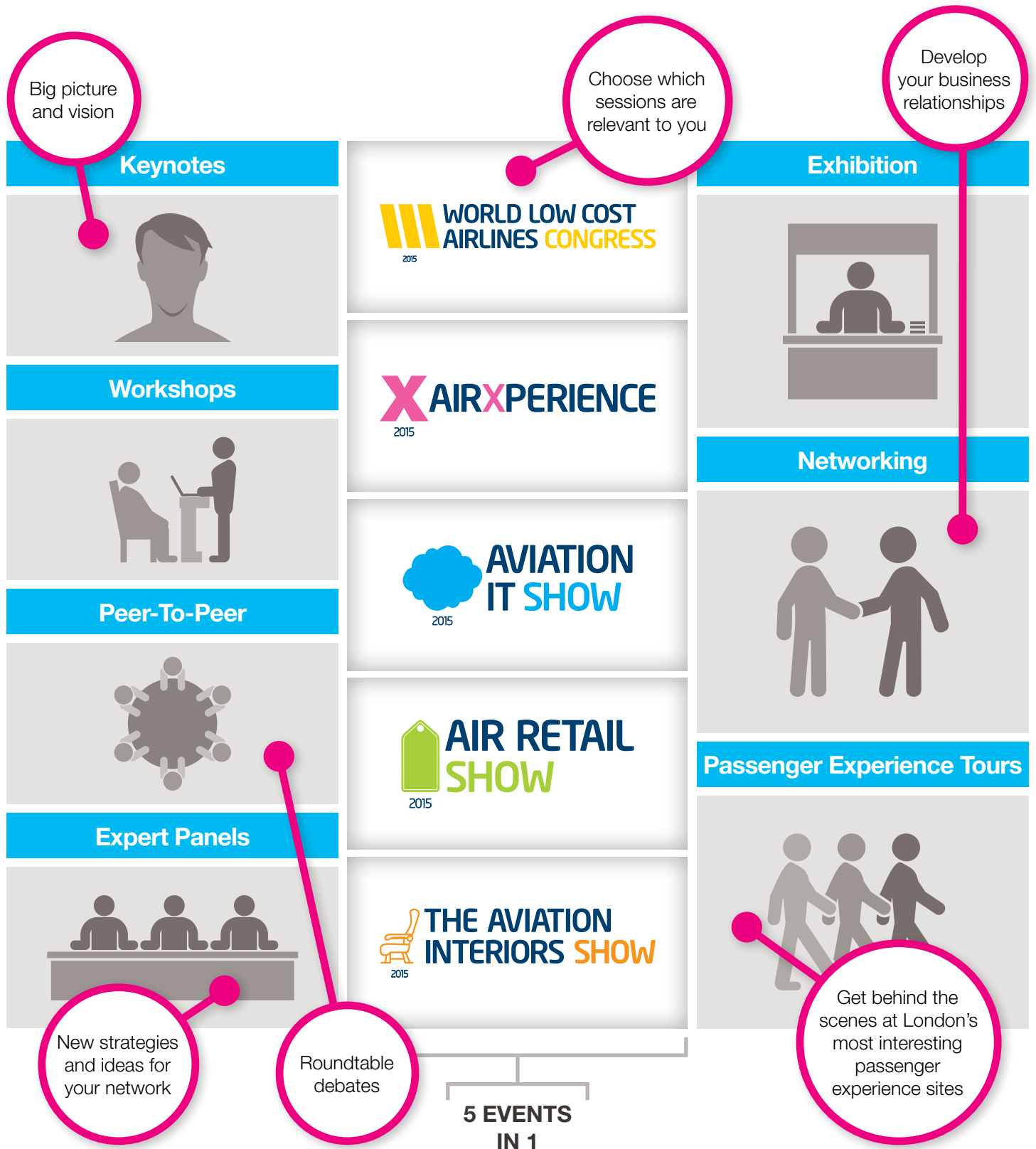
- Seat Providers
- IFE Suppliers
- Cabin Consultants & Designers
- Cabin Interior Suppliers

# Take the chance out of networking and host your own round table



# Your event, your way

Take part in our 1-2-1 partnering, peer-to-peer brainstorms, ground-breaking case studies and source new technologies on offer – all on one ticket. With co-located events you can be assured of both content and people relevant to your business.







**“The conference was great, both from a coordination point of view, and also because I felt that the industry is discussing the right stuff.” – Pegasus Airlines**

# The **700** attendees in 2014 came from

**55%**

airline attendees

**150**

different airlines



# Airlines who attended in 2014 included:

Aer Lingus

Aeroflot

Aeromexico

Air Asia

Air Baltic

Air Berlin

Air Canada Rouge

Air France KLM

Air India Express

Air Malta

Al Maha Airways

All Nippon Airways

Austrian Airlines

BlueSky Airways

British Airways

Brussels Airlines

CAAC

China Airlines

Citywing

Comair

Dana Air

Discovery Airways Ltd

Easyjet

Emirates Airline

Emirates Group

EnterAir Ltd

Estonian Air

Eurolot

Fastjet

First Air

Fly540

FlyA

Flybe

Flynas

Germanwings

Gol

Hop Airlines

IAG

Iceland Air

Japan Airlines

KLM

LOT Polish Airlines

Lufthansa

MAIS-Mozambique Air Services

Malaysia Airlines

Monarch Airlines

Nasair

Nok Air

Norwegian Air Shuttle

Onur Air

Pegasus Airlines

Qatar Airways

Ryanair

S7 Airlines

SAS Scandinavian Airlines

Sky Airline

Southwest Airlines

Spring Airlines

Sunexpress Airlines

Swiss International Airlines

Thomas Cook Airlines

Transavia Airlines

Turkish Airlines

Virgin Atlantic

VivaAerobus

Volotea

Vueling

Wow Air

Westjet

Wizz Air

# AVIATION FESTIVAL

Europe



## DAY 1

Tuesday, 15 Sep 2015

Opening Keynote and Interview

Morning Refreshments & Exhibition Viewing

### Roundtables



Strategies & Business Models



Omni-Channel Commerce



Connectivity & IFE



Routes & Regions 1



On-Ground Experience



Contextual Technology

Networking Lunch & Exhibition Viewing

Management & Finance

In-Flight Experience

Data, Business Intelligence & Analytics

Afternoon Refreshments & Exhibition Viewing

Top 10 Disruptors Followed by evening cocktails

Aviation IT On-floor Seminars

Exhibition Showcase



## DAY 2

Tuesday, 16 Sep 2015

Opening Keynote and Interview

Morning Refreshments & Exhibition Viewing

### Roundtables



Ancillary Revenue



Data Marketing



Enterprise Mobility



Distribution Transformation



Customer & Loyalty



Contextual Technology

Networking Lunch & Exhibition Viewing

Routes & Regions II

Design & Planning

Big Data Workshop

Afternoon Refreshments & Exhibition Viewing

Close of Conference

Aviation IT On-floor Seminars

Exhibition Showcase

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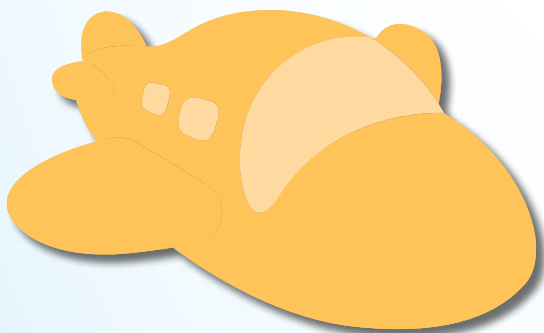


Assess new routes, new revenues and new customers for the Worlds Low Cost Airlines

## About the World Low Cost Airlines Congress

Now in its 12th Year the World Low Cost Airlines Congress continues to attract C-Level executives from global airlines. These executives come together to discuss the latest strategies for developing new routes, finding new customers and exploring new sources of revenue.

In 2015 we welcome over 80 exhibitors and another premium speaker faculty to attract an audience of up to 500 airline executives. If you sell solutions and technology to help LCCs cut costs, grow revenue or secure more market share then you need to be here



## The opportunity:

5 conferences

2 days

1 event

## Who Sponsors?

- Distribution Platforms
- Reservation Platforms
- On board Services
- Airports
- Payment Systems
- Fraud Prevention
- Mobile Technology
- Revenue Management

## Who Attends

- CEO/MD
- Chief Commercial Officer/Commercial Director
- COO/Head of Operations
- Head of Ancillary Revenue
- Head of Marketing
- Head of Route Development
- Head of Distribution
- Head of Revenue Management
- Head of E Commerce
- Head of Customer Loyalty
- Head of Sales and Business Development

For more details visit [www.terrapinn.com/wlca](http://www.terrapinn.com/wlca)



# AVIATION IT SHOW

2015

Exploring PSS, cloud, BPO, MRO  
and legacy transformation solutions  
for all airlines

## About the Aviation IT Show

The Aviation IT Show explores how IT Platforms can and should be used in commercial aviation. From back-office operations through to customer experience, IT is revolutionising the way in which the airline sector operates. This event tackles not only the opportunity but also the challenges of IT integration with legacy systems.

With CIOs attending from some of the world's most interesting and forward-thinking airlines this event presents a fantastic opportunity to put your business in front of them.

## The opportunity:

**5** conferences

**2** days

**1** event

## Who Sponsors?

- PSS providers
- Analytics
- Big data
- BPO and ERP
- Security and Cyber Security
- Cloud, storage
- Implementation partners
- Network infrastructure
- MRO Providers

## Who Attends

- CIO
- IT Director
- CTO
- COO
- Head of Mobile
- Head of BPO
- Head of Ground Operations



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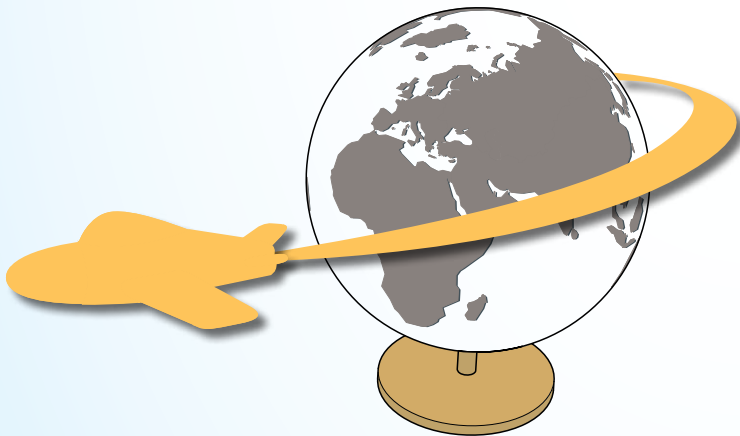


Find out how to improve the passenger travel experience at every touch point for airlines and airports

### About the AirXperience Show

Air Xperience is all about how you can improve the passenger experience at every touch point, for airlines and airports. Themes include communication channels (social, mobile), airport experience, on-board look and feel, passenger communications and much more.

With Heads of Experience attending from some of the world's most interesting and forward thinking airlines this event presents a fantastic opportunity to put your business in front of them.



## The opportunity:

**5** conferences

**2** days

**1** event

### Who Sponsors?

- Apps & content providers
- Brand consultants
- Check-in systems
- CRM and loyalty
- In-flight entertainment & communication
- In-store media signage
- Interfaces
- Kiosks
- Mobile

### Who Attends

- Head of Marketing
- Head of Passenger Experience
- Head of Ground Handling
- Head of Customer Service
- Head of Innovation
- Product Development
- Head of Passenger Services
- Head of IFE
- Head of Sales

For more details visit [www.terrapinn.com/wlca](http://www.terrapinn.com/wlca)



# AIR RETAIL SHOW

2015

Discover effective on board and E Tail solution to be a more customer-focused retailer

## About the Air Retail Show

The Air Retail Show explores aviation retail strategies and examines logistical challenges for airlines. With the importance of retail growing amongst airlines we are starting to see the need for a more sophisticated supply chain, e-commerce technology and sales techniques.

## The show focuses on the following:

- E tail
- On board services/crew engagement
- Travel Catering
- DFS

## The opportunity:

**5** conferences

**2** days

**1** event

## Who Sponsors?

- Distribution services
- Logistics providers
- Multi-channel marketing
- Supply chain IT
- E tail solutions
- Onboard sales providers

## Who Attends

- Head of Airline Retail
- Head of Retail Operations
- Head of Purchasing
- Head of Duty Free
- Head of Airport Sales
- Head of On-board Sales
- CCO
- Commercial Director



For more details visit [www.terrapinn.com/wlca](http://www.terrapinn.com/wlca)





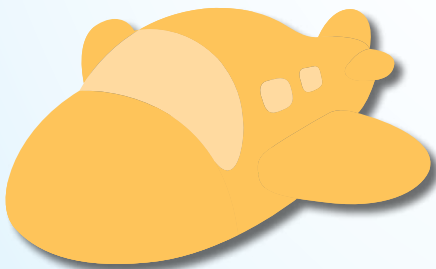
Premier exhibition for the international aircraft interiors industry

## About the Aviation Interiors Show

Aviation Interiors Show is the premier exhibition for the international aircraft and airport interiors industry.

The show provides a unique platform to meet, discover and source the latest concepts in cabin interior designs and innovations featuring cabin management systems, seating products, soft furnishings, leathers & textiles, galley equipment, lighting, in-flight entertainment plus much more.

If you want to target your products and service to the world's airline buyers then this is an exhibition not to be missed.



## The opportunity:

**5** conferences

**2** days

**1** event

## Who Sponsors?

- Air conditioning
- Amenities
- Cabin management system
- Cleaning
- Cockpit doors
- Connectors
- Coverings
- Fasteners
- Flooring
- Galley equipment
- IFE
- Lavatory & waste management

## Who Attends

- CEO
- MD
- Head of Seats
- Head of Customer Experience
- Heads of Interiors
- Head of R&D

For more details visit [www.terrapinn.com/wlca](http://www.terrapinn.com/wlca)

# Top sponsors take part in the whole event

## Thought Leadership presentations

Deliver your message as a thought leader on a chosen topic to a room of up to 500 senior airline executives



## Workshops

Host an exclusive workshop of up to 40 airlines on a topic chosen by you



## Case study presentations

Showcase your best customer case study to establish awareness and viability to a room full of prospects



## Panel Discussions

Join senior airline executives on key panel discussions



## Round Tables

Host a round table of up to 15 industry professionals around a key topic



## On Floor Seminars

Demonstrate your technology as part of our on-floor seminar, allow visitors to understand the full scope of benefits your product can offer them



To find out more about these opportunities contact Martyn McMurray on +44 207 092 1284 or email [martyn.mcmurray@terrapinn.com](mailto:martyn.mcmurray@terrapinn.com)

# 2014 Sponsors and Exhibitors



# AVIATION FESTIVAL

## Europe

# Get involved

If you would like to become an exhibitor, sponsor or speaker at next year's event call Martyn McMurray on +44 207 092 1284 or email [martyn.mcmurray@terrapinn.com](mailto:martyn.mcmurray@terrapinn.com)

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# BlueSky

## Innovation and opportunity for traditional and low cost carriers and investors



An engaged community for key decision makers, stakeholders and influencers in the aviation industry covering:

- Airlines
- Airports
- Passenger Experience
- Retail
- Strategy
- Technology and IT
- Travel Distribution
- and much more!

**30,000** newsletter recipients

**30,000** page views a month

**12,000** visitors a month

[www.totalbluesky.com](http://www.totalbluesky.com)