



**CAPA**



# IRAN AVIATION SUMMIT 2016

Tehran, 24-25 January

## The first international aviation conference in Iran for nearly four decades

More than 400 delegates and attendees – airlines, airports, aircraft and engine manufacturers, lessors, GDS and technology providers and suppliers – listened to aviation leaders and decision makers discussing the future of Iran's aviation market.

Some of the highlights were the announcement by Iran's Deputy Minister for Roads & Urban Development of new aircraft orders from Airbus and ATR, Iran Air's 10 year development plan, including making Tehran a major transit hub, and Turkish Airlines' forecast of a doubling of tourism demand within two years. *[More details inside]*

Visit the post-event website: [centreforaviation.com/IRN2425](http://centreforaviation.com/IRN2425)

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## Highlights

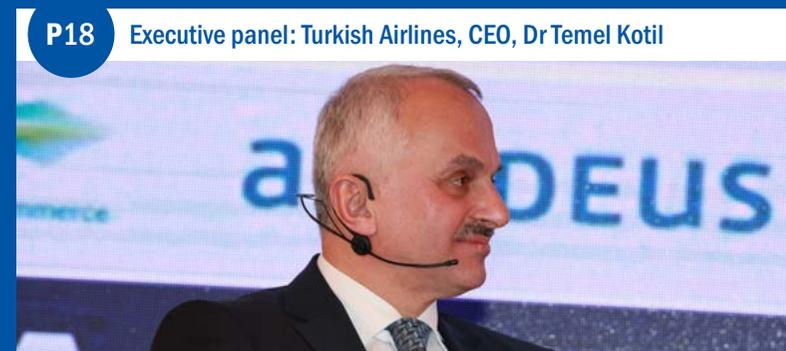
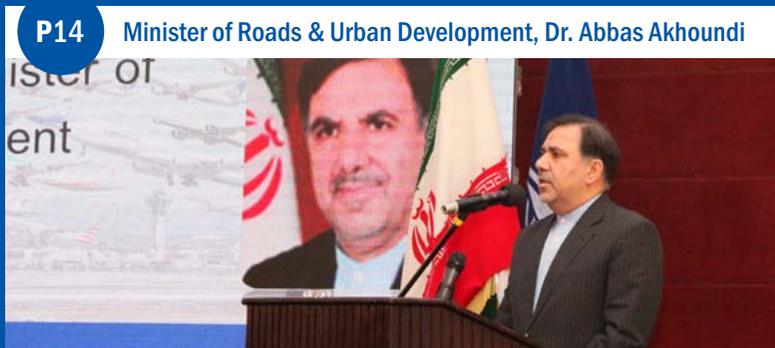
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# About CAPA - Centre for Aviation

**Established in 1990**, CAPA - Centre for Aviation is the leading provider of independent aviation market intelligence, analysis, reports and data services, covering worldwide developments on a daily basis.

Understanding aviation markets is our great strength and passion. Providing our CAPA Members, clients and partners with an unparalleled level of expertise and insight is our business. We offer an extensive range of information services developed by analysts covering the entire spectrum of commercial aviation. We help companies make business decisions with confidence.

CAPA can assist global businesses with **analysis, data and business development** in the Iranian aviation market. For more information please contact [events@centreforaviation.com](mailto:events@centreforaviation.com)

## CAPA TV

CAPA TV is the largest collection of current CEO interviews and commentary with aviation executives. [centreforaviation.tv](http://centreforaviation.tv)

## CAPA Reports

CAPA produces a range of reports and presentations on key industry issues and trends. A selection of these reports are available for download on a complimentary basis. [centreforaviation.com/reports](http://centreforaviation.com/reports)

## CAPA Events

CAPA Events produce C-level aviation and corporate travel Summits in key markets around the world. These events bring together the key stakeholders of the global commercial aviation industry and cover the entire spectrum of strategic/commercial issues. The CAPA Summits are regarded as industry benchmark events. CAPA's 2016 events will see record attendance: 3,600+ industry professionals including 800+ airline, airport and travel C-levels. [capaevents.com](http://capaevents.com)

## CAPA Membership

Developed by our global team of writers and analysts, CAPA Members receive unrivalled industry analysis and a customised selection of over 350 daily news articles, as well as online access to comprehensive industry data, reports and company profiles. [centreforaviation.com/membership](http://centreforaviation.com/membership)

### CAPA NEWS & ANALYSIS



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#### CAPA Analysis

In-depth analysis reports on each region of the aviation industry from our global team of Senior Analysts. [centreforaviation.com/analysis](http://centreforaviation.com/analysis)

## AIRLINE LEADER

#### Airline Leader

The bi-monthly strategy journal distributed to 25,000 industry leaders globally [www.airlineleader.com](http://www.airlineleader.com)

### ONLINE DATA SERVICES



#### Aviation Data

CAPA's data provides industry leading data on:

- Schedules/capacity
- Capacity analytics
- Fleet summaries
  - Fares
  - Traffic
- Financials
- Airports



#### CAPA Profiles

One-stop-shop profiles on 4,500 airports and 3,000 airlines, 250 country/regions and 1000s of suppliers incorporating news, data and Print Summary (PDF export) tools. [centreforaviation.com/profiles](http://centreforaviation.com/profiles)

# CAPA Iran Aviation Summit Attendee List

## International Delegates

COMPANY	FIRST NAME	LAST NAME	JOB TITLE	COUNTRY
AAR International	Can	Tamyaman	Regional Sales Director (Middle East & Africa)	United Arab Emirates
ACC Aviation	Roula	Rabbat	Area Manager (Middle East)	United Arab Emirates
AerCap	Anton	Joiner	Chief Risk Officer	Ireland
AerCap	Pascal	Touin	Leasing Executive	Ireland
Air Astana	Richard	Ledger	Vice President Worldwide Sales	Kazakhstan
Air Astana	Ibrahim	Canliel	Senior Vice President Marketing and Sales	Kazakhstan
Air Atlanta Icelandic	Magnus	Asgeirsson	Director Sales	Iceland
Air BP	Christian	Tabet	Regional President & Managing Director	United Arab Emirates
Air BP	Tayeb	Rostami	Commercial Manager	United Arab Emirates
AirAsia	Amir	Hashemi	Sales Manager - Saudi Arabia Division	Iran
AirAsia X Berhad	Benyamin	Ismail	CEO	Malaysia
Airbus	Fouad	Attar	Managing Director, Middle East	United Arab Emirates
Airbus	Othman	Ghedira	Sales Director	United Arab Emirates
Airbus	Afshin	Jahanshahi	Marketing Manager	United Arab Emirates
Airports Council International	George	Karamanos	Middle East Representative	United Arab Emirates
Alban Avia	Vidadi	Kerimov	CEO	Azerbaijan
Alban Avia	Taleh	Musayev	Board Member	United Kingdom
Amadeus IT Group	Maher	Koubaa	Vice President Airline IT and Distribution	United Arab Emirates
Amadeus IT Group	Nader	Sayegh	Regional Sales Director	United Arab Emirates
Amadeus IT Group	Marwan	Eldiab	Account Director	United Arab Emirates

Athens International Airport S.A.	George	Kallimassias	Director, Corporate Planning	Greece
Athens International Airport S.A.	Konstantinos	Maris	Head, External Business Development	Greece
Aviareps	Robert	Obolgogiani	EVP Russia, CIS, Central & South Asia	Russia
Avolon	Richard	Forsberg	Head of Strategy	Ireland
Avolon	Patrick	Hannigan	Head of EMEA	Ireland
Avolon	Lucas	Mollan	Chief Technical Officer	Ireland
Avolon	Steven	Graham	VP Marketing	Ireland
Avolon	Tom	Gathercole	Legal Counsel	Ireland
B/E Aerospace	Nicolas	Pinel	Vice President	United States
BBAM Aviation	John	Lynch	Partner & Managing Director	Switzerland
Bloomberg	Golnar	Motevalli	Reporter	Iran
Bloomberg	Hashem	Kalantari	Journalist	Iran
Blue Lines International Aviation Group	Mahdi	Keivan	CEO & Chairman	Malaysia
Blue Lines International Aviation Group	Mahsa	Keivan	Managing Director	Malaysia
Blue Lines International Aviation Group	Masoumeh	Khasi Javan	Marketing Manager	Malaysia
Blue Lines International Aviation Group	Aida	Jafari Jay	CEO Office International Relationship Manager	Malaysia
Bluebird Cargo	Magnus	Magnusson	Commercial Director	Iceland
BoComm Leasing	Brian	Fitzpatrick	SVP Sales Director	Ireland
Bombardier Aerospace	John	Kassis	Vice President, Sales, Middle East and Africa	United Arab Emirates
Bombardier Aerospace	Sasha	Yusufali	Director, Sales	Canada
Bombardier Aerospace	Kirill	Mayorov	Airline Marketing Manager	Russia
Brite Air	Adam	Meyer	Director of International Sales	United Arab Emirates
British Embassy	Ben	Fender	Deputy Head of Mission	Iran
CANSO	Hanan	Qabartai	Director Middle East Affairs	Jordan

CAPA - Centre for Aviation	Peter	Harbison	Executive Chairman	Australia
CAPA - Centre for Aviation	Derek	Sadubin	Chief Operating Officer	Australia
CAPA - Centre for Aviation	Binit	Somaia	Director South Asia	Australia
CAPA - Centre for Aviation	Jessica	Deng	Head of Global Accounts & Sales	Australia
CAPA - Centre for Aviation	Simon	Elsegood	Senior Analyst - Middle East	Australia
CAPA - Centre for Aviation	Daniella	Barone	Events Marketing Manager	Australia
CAPA - Centre for Aviation	Anita	Bolan	Events Coordinator	Australia
CAPA - Centre for Aviation	Cynthia	Wirawan	Events Coordinator	Australia
CAPA India	Paramprit	Singh Bakshi	Associate GM	India
CAPA India		Sridhar	Research Analyst	India
Changi Airport Group	Ching Kiat	Lim	Senior Vice President, Market Development	Singapore
Changi Airport Group	Yee Huat	Pang	Assistant Manager, Airline Development	Singapore
Crabtree Capital	Mark	Tierney	Chief Executive	Ireland
Deloitte	Dorian	Reece	Head of Airports UK and Middle East	United Arab Emirates
Delta World Charter	Dmitriy	Korshunov	CEO	United Arab Emirates
Delta World Charter	Mohammad	Ghorbani	Sr. Account Manager - Airliners	United Arab Emirates
dnata	Oliver	Mathwich	Manager Business Development	United Arab Emirates
Dubai Aerospace Enterprise	Firoz	Tarapore	Chief Executive Officer	United Arab Emirates
Dubai Aerospace Enterprise	David	Houlihan	Chief Marketing Officer	United Arab Emirates
Dubai Aerospace Enterprise	James	Carroll	VP Marketing	United Arab Emirates
DVB Bank SE	Bertrand	Grabowski	Member of the Board of Managing Directors	United Kingdom
DVB Bank SE	Nick	Moore	Managing Director	United Kingdom
DVB Bank SE	Frank	Wulf	Managing Director	United Kingdom
Egis Group	Dr. Arash	Aghdam	Regional Director	United Arab Emirates
Australian Embassy	Paul	Foley	Australian Ambassador	Iran
Embassy of Ireland	Brendan	Ward	Ambassador	Turkey

Embassy of Malaysia	Raja Nushirwan	Zainal Abidin	The Ambassador of Malaysia	Iran
Embraer	Paul	Begley	Sales Director	United Arab Emirates
euroAtlantic airways	Eugénio	Fernandes	Commercial Director	Portugal
euroAtlantic airways	Eduardo	Arruda do Nascimento	Business Executive Officer	Portugal
Financial Times	Najmeh	Bozorgmehr	Tehran Correspondent	Iran
Financial Times	Monavar	Khalaj	Assistant of Tehran Correspondent	Iran
Fly Service Turkey/ Canada	Gokhan	Sarigol	CEO & President	Turkey
flydubai	Tareq	Alkhalil	Regional Manager Middle East	United Arab Emirates
FREEBIRD Airlines	Selim	Tukenmez	Managing Director	Turkey
FREEBIRD Airlines	Derya	Kaya Bozay	Commercial Director	Turkey
Freelance Journalist	Martin	Rivers	Journalist	United Kingdom
Goshawk	Eamonn	Forbes	Airline Sales and Marketing EMEA	Ireland
HAITEC Aircraft Maintenance	Kevin	Roschanzamir	Director	Germany
HAITEC Aircraft Maintenance	Steven	Williams	Commercial Director & Business Development	Germany
HEICO Aerospace Corporation	Jim	O'Sullivan	Vice President Business Development EMEA	United States
HiFly	Jose	Moreira	Director	United Arab Emirates
Hitit Computer Services	Muhammed	Emiroglu	Sales Director	Turkey
Hitit Computer Services	Ilber Erdem	Total	Sales Manager	Turkey
Hitit Computer Services	Mahir	Şahin	Business Development Manager	Turkey
Hitit Computer Services	Ayse Gamze	Basar	Customer Services Coordinator	Turkey
INFARE Solutions	Berk	Sarica	Sales Manager	Denmark
INTRO Aviation	Peter	Oncken	Managing Partner	Germany
International Civil Aviation Organization	Dr. Abbas	Nik Nejad	AIM & ATM Regional Officer	Egypt
International Civil Aviation Organization	Mohamed	Smaoui	Regional Director Middle East, Head of Aviation	Egypt
JLT	Paul	Waring	Head of Aviation	United Kingdom

JLT	Simon Richard	Green	Aerospace and Head of Client Support	United Kingdom
KB Consulting	Roupen	Karakachian	CEO	United Kingdom
Lagardere Travel Retail	Cyril	Letocart	International Business Development Manager	France
Leki Aviation	Peter	Kjeldsen	Executive Vice President	Singapore
Leki Aviation	Sune	Kjeldsen	Director of Business Development	Singapore
Loftheadir Icelandic	Erlendur	Svavarsson	Senior Vice President	Iceland
Logifly s.r.o.	Jean-Philippe	Louis	Financial Director	Slovakia
Lufthansa Consulting	Alexander	Manakos	Partner & Head of Market Middle East	Germany
Lufthansa Group	Mohammad	Abolhasanpour	Business Development Manager Iran	Iran
Lufthansa Technik	Rolf	Wehrauch	Sales Executive	Germany
Malakut Insurance Brokers	Maksim	Korotin	Managing Director, Aviation	United Arab Emirates
Menzies Aviation	Stephane	Gay	Business Development Manager Africa and Middle East	South Africa
MVI International	Patrick	Van der Heiden	CFO & Vice President	Netherlands
myTECHNIC MRO Services	Huseyin	Oflaz	Managing Director	Turkey
myTECHNIC MRO Services	Remzi	Saltoglu	Commercial Director	Turkey
National Aviation Services	Guy	Yazbeck	Senior Business Development Manager	Kuwait
National Aviation Services	Misbah	Agha	PR and Marketing Manager	Kuwait
OAG Worldwide	John	Grant	Director	United Kingdom
OAG Worldwide	Mory	Camara	International Account Manager - EMEA	United Kingdom
OEMService	Rostom	Aouada	Area Sales Manager	France
Oman Air	Abdul Rahman Harith Saif	Al Busaidi	Chief Operating Officer	Oman
Onur Air	Teoman	Tosun	CEO	Turkey
Onur Air	Tufan	Özcan	Vice President Asset Management	Turkey

Onur Air	Yasin	Zengin	Corporate Communications Coordinator	Turkey
Onur Air	Mohammed Pour	Rezaie	Country Representative	Iran
Onur Air Technics	Şükrü	Can	VP Technical	Turkey
Onur Air Technics	Engin	Atay	Technical Sales & Marketing Manager	Turkey
Onur Air Technics	Çağdaş	Oran	Workshop Manager	Turkey
Onur Air Technics	Hakan	Ugurlular	Line Maintenance Deputy Manager	Turkey
PDC-Aviation	Flemming	Glyager	Sales Director	Denmark
PricewaterhouseCoopers	Bernhard	Haider	Partner	Egypt
PricewaterhouseCoopers	Meysam	Rahgozar	Director	United Kingdom
PricewaterhouseCoopers	Thomas D.	Pellegrin	Director, Aviation Center of Excellence	United Arab Emirates
Rolls-Royce plc	Matthew	Kite	Vice President, Customer Management	United Kingdom
Seraph Aviation Management	Edward	Coughlan	Chief Commercial Officer	Ireland
Shell Deutschland Oil	Oliver	Steen	Head Global Business Development	Germany
Singapore Tourism Board	Chee Pey	Chang	Executive Director	United Kingdom
Singapore Tourism Board	Mohamed	Firhan	Area Director	United Arab Emirates
SITA	Mehdi Babak	Zarrinbakhsh	Country Representative & Territory Sales Manager	Iran
SITA	Jean Marc	Perreaux	Business Development Manager	Lebanon
SITA	Adonis	Succar	Business Development Manager	Lebanon
Thales Air Systems	Francois-Xavier	Richard	Business Development Manager	France
Thomson Reuters	Tim	Hepher	Global Aerospace Correspondent	France
Thomson Reuters	Nadia	Saleem	Financial Correspondent	United Arab Emirates
TP Aerospace Solutions	Dan	Batcho	Commercial Manager	Denmark
Travelport	Will	Owen Hughes	Senior Director, Air Commerce, Middle East & Africa	United Arab Emirates

Travelport	Richard	Cooke	Commercial Director Gulf Region, Air Commerce	United Arab Emirates
Turkish Airlines	Temel	Kotil	Deputy Chairman and CEO	Turkey
Turkish Airlines	Dr. Taner	Erim	International Relations and Agreements Manager	Turkey
Turkish Airlines	Zekeriya	Kurucam	General Manager for Tehran	Iran
Turkish Airlines	Yavuz	Akkaynak	General Manager for Tabriz	Iran
Turkish Airlines	Adem	Ceylan	VP for Middle East & Cyprus	Turkey
UK Trade and Investment	Emily	Cloke	Head of UK Trade and Investment Iran	Iran
VFS Global Services	Vinay	Malhotra	Chief Operation Manager-South Asia	India
VINCI Airports	Alvaro	Leite	Project Manager Airline Marketing	France
VINCI Airports	Remi	Maumon Longevialle	Project Manager	France
Wall Street Journal	Robert	Wall	Reporter	United Kingdom
Wego.com	Dean	Wicks	Chief Flights Officer	Singapore
WHSmith LLC	Jonathan Justin	Robinson	General Manager, Qatar & Business Development Director, Middle East & India	Qatar
Willis Towers Watson	Karim	Sfeir	Executive Director	United Kingdom
Zodiac Aerospace	Benoît	Larroutourou	Regional Director	Germany

# CAPA Iran Aviation Summit Attendee List

## Iranian Delegates

COMPANY	NAME	JOB TITLE
Akam Company	Vahid Moazami	Chairman of the Board
Akam Company	Nasrollah Maserat	CEO
Association of Air Transport & Tourist Agencies of Iran	Mohammad Hassan Kermani	Head
ATA Airlines	Daghigh Kia	Chief Executive Officer
ATA Airlines	Elaheh Naseri	Meeting Coordinator
ATA Airlines	Javad Rajabi	Senior Adviser to Chief Executive Officer
ATA Airlines	Sayed Taher Bahman Amid	Senior Adviser to Chief Executive Officer
Atrak Airlines	Mr. Pezeshki	CEO
Atrak Airlines	Behtash Miri	CEO Office Manager
Atrak Airlines	Ebrahim Firooz Bakht	CEO Advisor
Aviation Industry Organization	Bani Tarafi	Deputy of Defense Minister & President
Aviation Industry Organization	Dr. Amir Nikzad	Deputy of Commerce & International Affairs
Bandar-e-Abas International Airport	Ali Reza Matin	General Manager
CAPA Iran Aviation Summit	Dr Mohammad Nafeie	Official Agent
Caspian Airlines	Samad Soleimani	Chief Executive Officer
Caspian Airlines	Capt. Alireza Khanjani	Director of Training
Caspian Airlines	Houshang Shafiee	MC Director
Civil Aviation Organization	Ali Abedzadeh	President
Civil Aviation Organization	Amir Reza Afzali Dana	Consultant
Civil Aviation Organization	Arash Khodaii	Quality Assurance Manager
Civil Aviation Organization	Ghasem Shahbazi	CEO Office Manager
Civil Aviation Organization	Hosein Shekari	Public Relations
Civil Aviation Organization	Mahmood Zadeh Rezaii	President Advisor
Civil Aviation Organization	Meysam Shaker	Civil Aviation Organization
Civil Aviation Organization	Mohamad Javad Taghvaei	VP Inflight Standards
Civil Aviation Organization	Mohamad Khodakarami	VP Aeronautical & International Affairs
Civil Aviation Organization	Mohamad Saeed Sharafi	Head of Executive Office of the CAO President

Civil Aviation Organization	Morteza Dehghan	General Director of Airlines, Airports & Aeronautical Institutions
Civil Aviation Organization	Mostafa Seyf	Public Relations
Civil Aviation Organization	Reza Jafar Zadeh	Public Relations Manager
Civil Aviation Organization	Sakineh Saremi	Public Relations
Civil Aviation Organization	Vahid Ezoji	Deputy of Management & Resource Development
Darvishi Hotel	Akbar Darvishi	Manager
Emirates	Abbas Ali Haji	Country Representative
Farsco Aviation MRO Centre	Dr. Mohamad Mirbagheri	Managing Director & Board Member
Farsco Aviation MRO Centre	Amir Nikzad	Deputy CEO & Board Member
Farsco Aviation MRO Centre	Amir Moradi	Chief Financial Officer
Farsco Aviation MRO Centre	Alireza Garmabedari	Deputy of Commerce
Government of Iran	Amir Amini	Deputy Minister for Planning and Transportation Economics
Government of Iran	Dr. Abbas Akhondi	Minister of Roads & Urban Development
Government of Iran	Dr. Asghar Fakhrieh Kashaan	Deputy Minister of Roads & Urban Development
Government of Iran	Dr. Gholamreza Salami	Advisor of Minister of Road & Urban Development
Government of Iran	Dr. Gholamreza Tajardoost	Chief of Planning & Budgeting Commission of Parliament
Government of Iran	Dr. Jafar Ghaderi	Member of Planning & Budgeting Commission of Parliament
Government of Iran	Dr. Mahmood Saffarzadeh	Deputy of Road and Urban Development Research center
Government of Iran	Dr. Mohammad Hossein Farhangi	Member of Parliament Presidium
Government of Iran	Dr. Seyed Mahdi Hashemi	Chief of Construction Commission of Parliament
Government of Iran	Hamid Amin Al- Sharie Najafi	Ireland Foreign Affairs
Helma Gostaresh Company	Reza Rashidi	Member of the Board
Imam Khomeini International Airport	Dr. Shirazian	Member of the Board

Imam Khomeini International Airport	Mr Parchami	Member of the Board
Imam Khomeini International Airport	Alireza Majzoobi	Deputy Operations
Imam Khomeini International Airport	Majid Davoodi	Deputy Engineering
Imam Khomeini International Airport	Masoud Esfandiyar	Deputy Management Development & Resources
Imam Khomeini International Airport	Mohammad Reza Habibi	Manager Airport Safety
Imam Khomeini International Airport City	Mahmood Navidi	Chairman of the Board
Imam Khomeini International Airport City	Hamid Reza Sayyedi	Board Member
Iran Air	Farhad Parvaresh	Chairman & Managing Director
Iran Air	Mohammadreza Khoshnevisan	Deputy Managing Director Commercial & Board Member
Iran Air	Davood Sadeghi	Deputy Managing Director Human Resources
Iran Air	Hosein Mansourian	Director General Planning & MIS
Iran Air	Nader Vali	Director General Production, Planning, Engineering & Maintenance
Iran Air	Mohammad Yousefi	Meeting Coordinator
Iran Airports Company	Rahmatollah Mahabadi	Chief Executive Officer & Chairman
Iran Airports Company	Hossein Akramian	Board Member & Director of Operations
Iran Airports Company	Seyed Ahmad Momenirokh	Board Member & Director of Aeronautical Operations
Iran Airports Company	Dr. Gholam Hossein Bagherian	Board Member & Deputy CEO for Planning and Monitoring
Iran Airports Company	Abedin Salavati	
Iran Airports Company	Ahmadreza Bayati Doosti	Deputy International Cooperation
Iran Airports Company	Ali Jorfi	Imam Khomeini International Airport
Iran Airports Company	Ali Nafei	
Iran Airports Company	Ali Reza Hazrati	Imam Khomeini International Airport
Iran Airports Company	Amin Mir Javadi	
Iran Airports Company	Amir Maghsoodi	
Iran Airports Company	Behzad Soheyl	Air Traffic Control
Iran Airports Company	Dr. Mohammad Reza Emami	Deputy of Management & Resource Development
Iran Airports Company	Ebrahim Moradi	General Director of ATM

Iran Airports Company	Ehsan Batebi	International Cooperation Office
Iran Airports Company	Hamid Valizadeh	
Iran Airports Company	Homeyra Abdari	International Cooperation Office
Iran Airports Company	Hooshang Abbasfam	International Cooperation Office
Iran Airports Company	Hosein Esfandiari	CEO Deputy in Airport Affairs
Iran Airports Company	Hossein Sadeghi	Deputy CEO for Airport Operations
Iran Airports Company	Hossein Sadr Azodi	Area Control Centre
Iran Airports Company	Masood Taheri	Air Traffic Control
Iran Airports Company	Masoomeh Ebrahimi	Legal Affairs General Director
Iran Airports Company	Mohammad Amirani	General Director of Communications, Navigation & Surveillance
Iran Airports Company	Mohammad Hosein Zarei	Chief of Investment Office
Iran Airports Company	Mohammad Mehdi Yazdani	Strategic Planning and International Cooperation
Iran Airports Company	Mohammad Reza Abolfathi	Deputy of Design and Project Control
Iran Airports Company	Mohammad Reza Yavari	Imam Khomeini International Airport
Iran Airports Company	Mohammad Zarin Eghbal	Head of Department of Communication & Aviation IT
Iran Airports Company	Mohsen Shoorgashti	Air Traffic Control
Iran Airports Company	Naser Aghaei	Director General of Economic & Commercial Affairs
Iran Airports Company	Parviz Rezaiian	CEO Advisor
Iran Airports Company	Ramin Kashef Azar	Deputy General of Economic & Commercial Affairs
Iran Airports Company	Reza Sayari	Expert of Planning & Monitoring Deputy
Iran Airports Company	Saeed Akbari	Deputy of Aeronautical Operations
Iran Airports Company	Samad Aghajani	Aeronautical Telecommunication Network Department
Iran Airports Company	Samad Khodabandeh	
Iran Airports Company	Sanaz Rasooli	International Cooperation Office
Iran Airports Company	Seyed Esmaeil Ahmadi	General Director of Rehabilitation & Development of Airports
Iran Airports Company	Sina Farahani	
Iran Airports Company	Vahid Shamloo	International Cooperation Office
Iran Airports Company	Zahra Noori Azar	International Cooperation Office
Iran Airtour	Farhad Azadi	Deputy of Operations
Iran Airtour	Mansour Ramezani	Deputy of Technical Department

Iran Airtour	Ahmad Khalili	Former CEO
Iran Airtour	Ali Asghar Lashgari	Translator
Iran Airtour	Dawood Memarian	Deputy of Commerce
Iran Airtour	Saeed Mohammadi	Director of Training
Iran Aseman Airlines	Dr. Hossein Alaei	Chief Executive Officer & Chairman
Iran Aseman Airlines	Mohammad Gorji	Deputy of Fleet Planning and Development
Iran Aseman Airlines	Mohammad Mehdi Qaderi	Deputy of Operations
Iran Aseman Airlines	Mohammad Reza Faezy Pour	Director General of Maintenance
Iran Aseman Airlines	Nasim Esmaili Milani	Meeting Coordinator
Iran Aseman Airlines	Samad Amin Zadeh	Deputy of Commerce and Airport Services
Iran Commercial Ceremonies (IKIA CIP Company)	Ali Ilkhani	Chief Executive Officer
Iran Helicopter Company	Seyed Mahmood Azin	Deputy of Commerce
Iran Hotel Management Society	Jamshid Hamzehzadeh	Head
Iranian Cultural Heritage, Handicrafts & Tourism Organization	Mohammad Kholdi Nassab	Director General of Marketing
Iranian Cultural Heritage, Handicrafts & Tourism Organization	Morteza Rahmami Movahed	Deputy Head
Iranian Naft Airlines	Mohammad Mehranpoor	Chairman of the Board
Iranian Naft Airlines	Capt. Ghasemi Gholamreza	Chief Executive Officer
Iranian Naft Airlines	Hosein Ostovar	Deputy of Training, Technical & Fleet Development
Iranian Naft Airlines	Abolfazl Davar	Manager of Planning
Iranian Naft Airlines	Amrollah Sadeghian	Meeting Coordinator
Iranian Tour Operators Association	Ebrahim Pour-Faraj	Head
Isfahan International Airport	Ali Ghasemzadeh	General Manager
Kish Airlines	Capt. Sadat Akhavi	Chief Executive Officer
Kish Airlines	Captain Hassan Kalhori	Commerce Deputy
Kish Airlines	Heydar Vatankhah	Deputy Engineering and Maintenance
Kish Airlines	Ali Aiin Parast	Meeting Coordinator
Kish Free Zone Organization	Ali Jirofti	Deputy Director Economic & Investment Affairs
Kish International Airport	Kourosh Fatahi	General Manager

Kish Investment & Development Company	Parham Janfeshan	Chief Executive Officer
Mahan Air	Faramarz Sarvi	Deputy Managing Director Technical Operations
Mahan Air	Hosein Abdollahi	International Affairs Expert (Meeting Coordinator)
Mahan Air	Mahdi Bahrami	Logistics Deputy
Mahan Air	Mehdi Aliyari	Senior Executive Advisor to the Managing Director
Mahan Air	Mohammad Dadvaran	Director Information Systems
Management & Planning Organization	Dr. Safdari	Deputy of Management & Resource Development
Management & Planning Organization	Mr. Rahmani	Chief of Road, Urban & Rural Development Office
Management & Planning Organization	Mr. Shafeii	Deputy of Infrastructure Development
Mashhad International Airport	Mohammad Bagher Ghasemzadeh	General Manager
Meraj Airlines	Capt. Touraj Zangeneh	Chief Executive Officer
Meraj Airlines	Firooz Masih Poor	CEO Deputy
Meraj Airlines	Amir Masih Poor	CEO Deputy
Meraj Airlines	Ali Mehravar	Deputy CEO in Commerce
Meraj Airlines	Hamid Ghavabesh	CEO Advisor
Meraj Airlines	Hasan Javaheri Nia	Meeting Coordinator
Meraj Airlines	Iraj Ronaghi	Senior Adviser to Chief Executive Officer
Orasia Co.	Amir Fanaian	Chairman
Orasia Co.	Hamid Ghadimi	Managing Director
Pouya Airlines	Mohammad Mohammadi	Chief Executive Officer
Pouya Airlines	Mohammad Saiid Rahmati	Commerce Manager
Pouya Airlines	Reza Sedigh Nia	CEO Advisor
Qatar Airways	Shahab Attarzadeh	Country Representative
Qeshm Air	Mahmoud Shekarabi	Chief Executive Officer
Qeshm Air	Behrooz Dolat Zadeh	Manager of Foreign Procurement
Qeshm Air	Gholamreza Yadollahi	Deputy of Engineering and Maintenance
Qeshm Air	Mohsen Orouji	Deputy of Operations
Qeshm Air	Navid Kandri	Deputy of Finance
Qeshm Air	Sadegh Yaghoobzadeh	Meeting Coordinator

Qeshm Free Zone Organization	Hamid Reza Momeni	CEO & Chairman of Board
Qeshm Free Zone Organization	Farzin Haghdel	Deputy of Economics & Investment
Qeshm Free Zone Organization	Masood Karbaschi	Deputy of Culture, Social and Tourism
Qeshm Free Zone Organization	Morteza Sheykh Zadeh	CEO Advisor
Qeshm International Airport	Mojtaba Shamsnejad	General Manager
Qeshm Investment & Development Co.	Reza Bagheri Nejad	CEO
Saman Air Services	Hossein Ali Hoseinzade	Chief Executive Officer
Saman Bank	Vali Zarabieh	Chairman of the Board
Saman Bank	Ahmad Taheri	CEO
Saman Bank	Behrooz Abdolvand	CEO Advisor
Saman Bank	Mahboobeh Jalali	Meeting Coordinator
Shiraz International Airport	Reza Badiefard	General Manager
Taban Air	Capt. Asghar Abdollahpour	Chief Executive Officer
Taban Air	Reza Abdollahpour	Deputy Chief Executive Officer
Taban Air	Alireza Sa'edi	Deputy of Technical and Engineering
Taban Air	Capt. Mohammad Hassan Rouhi	Deputy of Commerce
Taban Air	Capt. Mehdi Pak Bonyan	Executive Deputy
Taban Air	Ghobad Valipour	Technical & Engineering Deputy
Taban Air	Maryam Rahbaran	Meeting Coordinator
Tabriz International Airport	Mostafa Safae	General Manager
Technology and Innovation Cooperation Center	Ahmad Roozsaz	Deputy of Industrial Technologies
Technology and Innovation Cooperation Center	Ali Akrami Far	Head of Technology and Innovation Cooperation Center
Technology and Innovation Cooperation Center	Amin Salari	Head of Aerospace Union

Technology and Innovation Cooperation Center	Behnam Kazemi	Deputy of Industrial Technologies
Technology and Innovation Cooperation Center	Dr. Manoochehr Manteghi	Head of Space Center
Technology and Innovation Cooperation Center	Fatemeh Saghebi Saaidi	Aviation Expert
Technology and Innovation Cooperation Center	Hossein Nasir	Deputy of Research & Innovation
Technology and Innovation Cooperation Center	Mohammad Reza Amoozgar	Aerospace Expert
Technology and Innovation Cooperation Center	Seyed Mojtaba Razavi	Deputy of International Relations
Technology and Innovation Cooperation Center	Vahid Kabiri	Aviation Expert
Tehran Mehrabad International Airport	Ali Rostami	General Manager
Yazd International Airport	Sa'ollah Vatankhah	General Manager
Zagros Airlines	Capt. Hooshang Sedigh	Chief Executive Officer
Zagros Airlines	Akbar Bagheri	Deputy of Technical and Engineering
Zagros Airlines	Khalaj Zadeh	CEO Advisor
Zagros Airlines	Jafar Babaii	Meeting Coordinator
Zahedan International Airport	Hassan Arabi	General Manager

# CAPA Iran Aviation Summit Gallery



# CAPA Iran Aviation Summit, 24 January (Day 1)

## 0900

### Host welcome



Secretary General of the CAPA Iran Aviation Summit & Deputy International Cooperation, Iran Airports Company, Ahmadreza Bayati Doosti

## 0905

### Chairman's welcome



CAPA - Centre for Aviation, Executive Chairman, Peter Harbison

## 0930

### Iran's aviation sector prepares for growth



Iranian Government, Minister of Roads & Urban Development, Dr. Abbas Akhoundi

## CAPA NEWS BRIEFS

### Iran looking to prepare the ground for foreign investment

Iran's Minister of Roads & Urban Development Dr Abbas Akhoundi said (24-Jan-2016) it is the intention of the Iranian government to "prepare the ground" for all foreign companies and investors equally. Dr Akhoundi invited investors to interact directly with the government, stressing that corruption will not be tolerated.

### Iran needs infrastructure investment in more than 55 airports

Iran's Minister of Roads & Urban Development Dr Abbas Akhoundi commented (24-Jan-2016) that only 10 of the more than 65 operational airports in Iran have sufficient

infrastructure, creating tremendous opportunity for foreign investment and partnerships. Dr Akhoundi commented that Iran needs its domestic flights expanded, to facilitate tourism activities in the country as well as domestic transport. Iranian carriers operate domestic flights of up to 2000km.

### Iran to invest USD250m in ATM modernisation

Iran's Minister of Roads & Urban Development Dr Abbas Akhoundi announced (24-Jan-2016) that Iran will invest USD250 million to modernise its air traffic management infrastructure. Iran has opened five new airspace corridors in the last few months and according to Dr Akhoundi, more new corridors will be opened in the future with the aims of creating the most secure and safe airspace in the region.

### Iran wants to contribute to responsibility for airspace security

Iran's Minister of Roads & Urban Development, Dr Abbas Akhoundi stated (24-Jan-2016) Iran enjoys a strong geostrategic position, with its airspace providing vital access for passenger and cargo flights. Sanctions against the country therefore put not only Iran under pressure, but surrounding nations also suffered, as they could not access Iranian airspace. Now that the sanctions are being removed, Iran is interested in contributing to the accountability and responsibility for airspace security in the region. It is an objective that all airspace users should be able to cross Iranian airspace safely.

## 0950

### Parliamentary policy to support the growth of Iranian aviation



Civil Commission of Parliament, Chairman, Dr. Mahdi Hashemi

## CAPA NEWS BRIEFS

### **S**afety, speed and costs the priorities for immediate aviation development in Iran

Iranian Civil Commission of Parliament chairman Dr Mahdi Hashemi outlined (24-Jan-2016) the three driving principles for the development of aviation in Iran: Ensuring safety and quality; facilitating immediate development and; managing the cost of modernisation.

### **A**dministration of Iranian aviation to be restructured

Iranian Civil Commission of Parliament chairman Dr Mamedi Hashemi stated (24-Jan-2016) that the Iranian government plans to renovate and restructure the administration of Iranian aviation, to improve the role and performance of the private sector in the market. According to Dr Hashemi, Iran needs to renovate its entire aviation system not just update its fleets. He also noted that Iran will go with its earliest proposals for the development of its aviation sector and would prefer immediate contracts to enable growth as soon as possible.

### **C**ooperation needed for Iran to meet its aviation goal

Iranian Civil Commission of Parliament chairman Dr

# Iran will invest USD250 million to modernise its air traffic management infrastructure.

## Dr. Abbas Akhoundi, Iranian Government, Minister of Roads & Urban Development

Mahdi Hashemi said (24-Jan-2016) Iran had previously set a goal of becoming the largest aviation power in the Middle East region by 2027. The introduction of sanctions meant the country was not able to develop its aviation as rapidly as the rest of the region, although the management and growth of aviation during the sanctions period showed there had been a small amount of success. According to Dr Hashemi, cooperation with the rest of the world is required for Iran to meet its aviation goals and the priority task is to prepare the ground for the arrival of international companies into Iran's aviation market.

### **A**viation is a focus point for Iranian development

Iran's Civil Commission of Parliament chairman Dr Mahdi Hashemi said (24-Jan-2016) aviation and the air travel industry hold great importance as an industry for Iran, as they are a focus point for the development of industry, technology and overall good governance and modernisation.

## 1010

Tea, Coffee & Networking

## 1100

Outlook for Iran's airline sector



Civil Aviation Organization, President, Ali Abedzadeh

## Iran to seek 'comprehensive' engagement with other aviation regulators

Iran Civil Aviation Organization president Ali Abedzadeh said (24-Jan-2016) Iran plans an "all sided and comprehensive cooperation" in aviation. Regulation is of paramount importance for aviation and Iran is moving to cooperate with the FAA, EASA and other regulators to ensure cooperation "in all forms" with international partners.

## Deregulation of airfares, ground handling market and other areas planned

Iran Civil Aviation Organization president Ali Abedzadeh said (24-Jan-2016) Iran will deregulate prices for airfares and is encouraging cooperation within the ground handling services market and other aviation related business areas.

## Access to the global financial system to aid Iran's aviation recovery

Iran Civil Aviation Organization president Ali Abedzadeh reported (24-Jan-2016) that the lifting of sanctions paves the way for Iranian access to international finance and cooperation between the Iranian banking system and the global banking system. During the sanctions period, Iran was deprived of cooperation with insurance providers, banks and other financiers and aviation leasing companies. According to Mr Abedzadeh, Iran will need to adopt new technologies to reintegrate itself with the global banking system and this will take time to effect.

## Average Iranian aircraft age to be cut from more than 20 years to around 12

Iran Civil Aviation Organization president Ali Abedzadeh reported (24-Jan-2016) that Iran plans to reduce the average age of Iran's aviation fleet from 20 years down to 12 years within the next few years.

## Iran looking to improve human resource management and build training infrastructure

Iran Civil Aviation Organization president Ali Abedzadeh reported (24-Jan-2016) that human resource management will be a key area for the development of aviation in the country and Iran is ready to cooperate with foreign partners in the field. Iran is open to participation in the forms of partnerships, JVs and direct investment and will look to improve its own training infrastructure. Increasing the number of aviation professionals in the country is needed to meet the new and modern standards of a revitalised aviation industry. Iran also sees an opportunity to use its own training industry to meet growing demand in other regions for more trained professionals.

## 1120

### Executive panel: Priority #1 sourcing and financing aircraft



Moderator: DVB Bank SE, Member of the Board of Managing Directors, Bertrand Grabowski

Panellists:

- Avolon, Head of Strategy, Richard Forsberg
- Dubai Aerospace Enterprise, CEO, Firoz Tarapore
- Iranian Government, Deputy Minister of Roads & Urban Development, Asghar Fakhrieh Kashan

## CAPA NEWS BRIEFS

### Some 'unofficial' talks with Boeing held

Iran's Deputy Minister of Roads & Urban Development

Asghar Fakhrieh Kashan said (24-Jan-2016) some "unofficial" discussions have been held with Boeing, and talks with the company are ongoing.

## Lessors can help Iranian carriers 'fast forward' their negotiations with OEMs

Dubai Aerospace Enterprise CEO Firoz Tarapore said (24-Jan-2016) that there is a coordinated effort and objectives in aviation development in Iran, and this will make any hurdles in the market easier to navigate. Lessors can help the country's airlines "fast forward" through the complicated negotiations with OEMs and the building of relationships. Lessors are looking to be part of the long-term development of the country and are tailoring their risks appropriately.

## Lessors seek ownership and foreign aircraft registry recognition by Iran

Dubai Aerospace Enterprise (DAE) CEO Firoz Tarapore commented (24-Jan-2016) that lessors and aircraft owners require the recognition of their ownership rights and recognition of aircraft registration outside Iran before they are comfortable doing business. The ideal solution would be full implementation of the Cape Town Convention rules, which would also bring other benefits, such as cheaper financing. According to Mr Tarapore, there is a fair amount of work that needs to be done, but as long as lessors see that things are moving in the right direction, this opens doors to do business and will make leasing companies more at ease doing business.

## Iran will process through an intermediate stage where lessors are very important

Dubai Aerospace Enterprise (DAE) CEO Firoz Tarapore commented (24-Jan-2016) that Iran will see an intermediate stage between where it is now and its ambitions for the future and there is significant value for the airlines in used aircraft in the near term, due to immediate availability. Lessors "will play a really important role" in development as they can provide all of the aircraft the Iranian industry needs as a whole, before long term

purchase and acquisition agreements kick in. Lessors can fill in that “huge gap” allowing airlines to use different operating models. Used equipment will play a “very, very important role”.

## **A**volon sees building relationships with Iranian partners from the beginning as integral

Avolon head of strategy Richard Forsberg stated (24-Jan-2016) that building strong relationships with Iranian partners from the beginning is absolutely integral for the company. The speed of development will be initially very important, but Avolon views Iran as a 20 year or more business prospect. As the Iranian market evolves and transparency improves, and lessors become more aware of the risks, Mr Forsberg said he believe that lessors and aircraft owners will become more comfortable with the accessibility and safety of their assets in the market. Lessors can also offer significantly expanded access to the number of commercial banks that are available to finance aircraft.

## **A**volon sees huge challenge for Iranian airlines in introducing new aircraft

Avolon head of strategy Richard Forsberg commented (24-Jan-2016) that it is a “huge challenge” for Iran’s airlines to move from operating the aircraft that they have, and introducing and operating new generation aircraft. By wanting its airlines to operate new aircraft, it is setting an “additional bar for the airlines that they will have to overcome”.

## **E**stablishing relationships with the rest of the world will require changes

Iran’s Deputy Minister of Roads & Urban Development Asghar Fakhrieh Kashan said (24-Jan-2016) that Iran recognises that it is behind the rest of the world in aviation and also recognises that establishing relationships with the rest of the world will require changes. Iran will be responsive to these changes and will work with its international partners on them.

# Iran recognises that establishing relationships with the rest of the world will require changes.

## Asghar Fakhrieh Kashan, Iranian Government, Deputy Minister of Roads & Urban Development

## Iran plans to establish national aircraft leasing company

Iran’s Deputy Minister of Roads & Urban Development Asghar Fakhrieh Kashan said (24-Jan-2016) the government of Iran has decided to establish a national leasing company which will be able to place aircraft with carriers inside Iran as well as carriers outside Iran. Iran has already asked its Ministry of Finance to start work to join the Cape Town Convention, although much work needs to be done as the process is only just underway.

## 1215

### Executive panel: Airline strategies for Iranian carriers



Moderator: Iran Civil Aviation Organization, Deputy President, Mohammad Khodakarami

Panellists:

- Airline Specialist, Ahmad Khalili
- Iran Air, Chairman & MD, Farhad Parvaresh
- Kish Air, CEO, Sadat Akhavi

## CAPA NEWS BRIEFS

### Iran Air hoping to rejoin IATA billing and settlement plans now sanctions are lifted

Iran Air chairman & MD Farhad Parvaresh said (24-

Jan-2016) he is optimistic and hopeful that Iran Air's suspension from IATA is to be lifted and the carrier re-admitted to the billing and settlement plan, international clearing house and the cargo clearance facility. This would enormously simplify Iran Air's payments for overflights, tickets, transfers and other areas. Iran was suspended from the IATA payment systems in 2010 due to sanctions.

## **E**nd of sanctions means simple but powerful changes for Iran Air's operations

Iran Air chairman & MD Farhad Parvaresh said (24-Jan-2016) the lifting of sanctions means many simple but powerful changes for the airline will take place. Iran is now able to refuel and purchase other "very, very simple" services for aircraft in major international markets. Previously Iran Air had been blocked from financial relationships with oil companies, which meant it could not pay for fuel in countries that had imposed sanctions.

## **I**ranian airlines face immediate aircraft availability and financing challenge

Iran Air chairman & MD Farhad Parvaresh said (24-Jan-2016) Iranian carriers should be open to all possibilities and measures to introduce aircraft into their fleets. Iranian airlines need aircraft and availability is an issue, as is financing.

## **I**ran Air moving from survival mode to expansion plans

Iran Air chairman & MD Farhad Parvaresh said (24-Jan-2016) that prior to the lifting of sanctions, his primary challenge at Iran Air was to "keep the company alive" and deal with all the day to day "problems, issues and sufferings" that the carrier was faced with. The airline is now moving to expand its network of 27 domestic and 29 international destinations. A 10 year plan has been discussed internally, with a three to four year first stage. Iran Air would also like to establish a commuter airline subsidiary and is examining the possibility of adding more 50-100 seat aircraft to its fleet to improve its domestic network with an "air taxi" type operation..

## **1300** **Networking Lunch**

## **1415** **Opportunities for foreign carriers in Iran**



Moderator: CAPA - Centre for Aviation, Executive Chairman, Peter Harbison

Panellists:

- Oman Air, CCO, Abdulrahman Al Busaidy
- Turkish Airlines, CEO, Dr Temel Kotil

### CAPA NEWS BRIEFS

## **T**urkish Airlines' preference in Iran is for partnerships rather than ownership

Turkish Airlines CEO Dr Temel Kotil said (24-Jan-2016) buying into the Iranian market with stakes in Iranian carriers is "not necessarily the right thing". Turkish Airlines would prefer to enter partnerships with local airlines, rather than investing.

## **T**urkish Airlines Iranian load factors at 85%, seeking more bilateral access

Turkish Airlines CEO Dr Temel Kotil said (24-Jan-2016) Turkish Airlines is averaging around 85% load factors on its routes to Iran and the carrier desires more bilateral access. Turkish Airlines is bilaterally limited in its operations to all Iranian cities, and business is growing

faster than the carrier can supply capacity given the current access restrictions.

## **T**urkish Airlines sees no downside for it with removal of Iranian sanctions

Turkish Airlines CEO Dr Temel Kotil said (24-Jan-2016) he does not expect that removal of sanctions on Iran will have a negative effect on Turkish Airlines. According to Dr Kotil, Iranian airlines will not be able to satisfy all the demand in the market, due to the rapid development of the country. Turkish Airlines and Iranian carriers "cannot do it alone" and there is plenty of room for other airlines.

## **T**urkish Airlines projects doubling of Iran demand within two years

Turkish Airlines CEO Dr Temel Kotil said (24-Jan-2016) he expects to see demand for travel to Iran will double within two years. Around 50% of Turkish Airlines' traffic is transfer passengers, this share is a "little bit higher" for its Iranian services.

## **O**man Air interested in Iran Air codeshare, but not in any equity stakes in Iran

Oman Air CCO Abdulrahman Al Busaidy stated (24-Jan-2016) Oman Air would like to work with Iran Air on a Tehran-Muscat codeshare as well as for routes beyond. There is not as much synergy with other, smaller carriers in Iran, although Mahan Air may be a possibility. However, Oman Air does not favour investing in other airlines, and it would rather have commercial, strategic partnerships than equity stakes.

## **O**man Air views Tehran airport development as vital to building a hub

Oman Air CCO Abdulrahman Al Busaidy commented (24-Jan-2016) that the role of Tehran Iman Khomeini International Airport as an international only facility is detrimental to developing Tehran as a hub, as it hurts domestic connectivity. There is also a problem with the

availability of slots, as the airport is very congested. Mr Al Busaidy said the airport needs to be expanded rapidly and connections need to be developed to domestic destinations.

## **O**man Air: We don't pose a threat to the Gulf carriers

Oman Air CCO Abdulrahman Al Busaidy said (24-Jan-2016) Oman Air does not pose much of a threat to the big Gulf carriers. Oman Air is also "somewhat in a different ball game", and has chosen not to operate ultra long-haul routes, instead concentrating on East-West connectivity and some shorter regional routes.

## **O**man Air sees potential for 50 services per week to Iran

Oman Air CCO Abdulrahman Al Busaidy said (24-Jan-2016) he sees Oman Air as potentially operating as many as 50 flights per week into Iran. There is "a lot of strong potential" in the Iranian market and that recent bilateral talks have been "very promising" given the strong relationship between the two countries, particularly their cooperation in the recent nuclear disarmament talks with the P5+1 powers.

## **O**man Air sees Iran's aviation future in the East rather than the West

Oman Air CCO Abdulrahman Al Busaidy said (24-Jan-2016) he believes that Iran's aviation future will be more concentrated in the East than the West, with particularly strong business traffic links to China and strong student travel links to Malaysia and the Philippines. Oman Air also sees a strong short-term opportunity to carry Saudi and Bahraini traffic into Iran, following their breaking off of diplomatic ties with Iran and the suspension of airline operations.

# Iran's aviation future will be more concentrated in the East than the West.

## *Abdulrahman Al Busaidy, Oman Air, CCO*

**1515**

**Tea, Coffee & Networking**

**1600**

**Harnessing the massive potential of the Iranian travel industry**



Moderator: CAPA - Centre for Aviation, Executive Chairman, Peter Harbison

Panellists:

- Amadeus, VP Airline IT & Distribution MENA, Maher Koubaa
- Iran Air, CCO & Board Member, Mohammedreza Khoshnevisan
- Travelport, VP, Air Commerce Middle East and Africa, Will Owen Hughes
- Wego.com, Chief Flights Officer, Dean Wicks

### CAPA NEWS BRIEFS

## **W**ego.com sees distribution cost advantage to new entrants into Iranian market

Wego.com chief flights office Dean Wicks warned (24-Jan-2016) that the carriers set to enter the Iran market in the next few months possess a distribution cost advantage compared to local airlines. According to Mr Wicks, Iranian carriers have cost of distribution through travel agents of about 9%-10%, while foreign carriers entering the Iranian market have a cost of distribution of about 2%.

## Iran Summit: Iran presents a somewhat fragmented distribution market

*Travelport VP air commerce Middle East and Africa Will Owen Hughes noted (24-Jan-2016) that from a distribution perspective, Iran is a somewhat fragmented market and Travelport is eager to work with Iranian airlines to aggregate this. At present, Travelport primarily supports inbound travel for Iran, as well as the managed travel booking segment.*

## Iran possesses a youthful and very technology savvy travel market

*Amadeus VP airline IT & distribution MENA Maher Koubaa noted (24-Jan-2016) that Iran possesses a youthful and very technology savvy travel market, and passengers will increasingly expect to use mobile apps and online booking services. Preparing for growth will require airlines to invest right now in systems, optimisation and in training, to develop skill sets in employees.*

## Amadeus sees more than just Iranian carriers benefiting from removal of sanctions

*Amadeus VP airline IT & distribution MENA Maher Koubaa noted (24-Jan-2016) that the opportunity in Iran is not just for the Iranian carriers, but for the international carriers. Mr Koubaa said a major question for the market is how will Iranian carriers compete or partner with the introduction of new international competitors. He also stressed that if there is to be cooperation there needs to be equality in the partnerships.*

# Carriers set to enter the Iran market in the next few months possess a distribution cost advantage compared to local airlines.

## Dean Wicks, Chief Flights Officer, Wego.com

# 1700

## Iran & the International aviation community



ICAO, Regional Director Middle East, Mohamed Smaoui

# 1715

## Close of Day 1

# CAPA Iran Aviation Summit Networking Dinner



P21

**0900**

### Chairman's welcome

CAPA - Centre for Aviation, Executive Chairman, Peter Harbison

**0910**

### Keynote address: The power of diplomacy



Iranian Government, Deputy Minister for Legal & International Affairs, Ministry of Foreign Affairs, Seyyed Abbas Araghchi

**The most important outcome from the 5+1 powers nuclear deal is the removal of sanctions covering the purchase and acquisition of commercial aircraft.**

*Seyyed Abbas Araghchi, Iranian Government, Deputy Minister for Legal & International Affairs, Ministry of Foreign Affairs*

### CAPA NEWS BRIEFS

#### **A**viation seen as a gateway for Iran to the rest of the world

*Iran's Deputy Minister for Legal & International Affairs Dr Seyyed Abbas Araghchi said (25-Jan-2016) aviation is a gateway for Iran to the rest of the world and is a first step to contributing to peace and stability. Removing political and non-political obstacles and introducing cooperation with Iran will improve the prospects for aviation in the country, according to Dr Araghchi.*

#### **G**roup of 5+1 deal repairs the international image of Iran

*Iran's Deputy Minister for Legal & International Affairs Dr Seyyed Abbas Araghchi said (25-Jan-2016) the Iranian aviation industry has a "bright horizon" ahead of it, and the most important outcome for it from the 5+1 powers nuclear deal is the removal of sanctions covering the purchase and acquisition of commercial aircraft. Dr Araghchi noted that in the broader context, a more important outcome from the deal has been the repairing of the international image of Iran. He stated that Iran had been previously perceived as a threat to international security and is now perceived as an opportunity. Iran's relationship with the international community is now moving towards one that is more collaborative and cooperative and the environment that is being prepared is one of greater economic cooperation with Iran. Dr Araghchi commented that the global commercial and business community is already paying attention to the major shift in the way Iran is perceived internationally.*

0930

## Investment & cooperation opportunities in Iran's airport & air navigation industry



Iran Airports Company, CEO & Chairman, Rahmatollah Mahabadi

### CAPA NEWS BRIEFS

## USD5bn to be invested in Iranian airport development

Iran Airports Company CEO & chairman Rahmatollah Mahabadi outlined (25-Jan-2016) the following major development areas for aviation in Iran:

- Establishing air passenger and cargo hubs in north, south, east and west regions of Iran;
- Capital investment in the development of airport infrastructure, including passenger and cargo terminals, with around USD5 billion to be invested in major airport facilities;
- Investment of around USD250 million in air traffic management and communications, navigation and surveillance;
- Increasing capacity and utilization of Iranian airspace by restructuring air corridors and adding new routes;
- Prioritising development of small/low traffic airport projects;
- Welcoming airport alliances;
- Introducing renewable energy and other sustainability projects at airports;

# 80% of flights in Iran occur at eight airports in Iran.

## Rahmatollah Mahabadi, Iran Airports Company, CEO & Chairman

- Seeking international cooperation for technical consultation for infrastructure development and lowering airport costs;
- Human resource management improvements, including enhancement of training standards and expanded training capabilities, promoting new and market relevant technical skills.

## President and Minister of Transport have personal interest in aviation development

Iran Airports Company CEO & chairman Rahmatollah Mahabadi commented (25-Jan-2016) that the Iranian President and the Transport Minister have a keen interest to develop aviation industries, placing the sector as a priority area for the national development plan. Mr Mahabadi confirmed that new laws for the deregulation and liberalisation of aviation in the country are under consideration by the Iranian parliament.

## Eight airports handle 80% of Iran's traffic

Iran Airports Company CEO & chairman Rahmatollah Mahabadi said (25-Jan-2016) 80% of flights in Iran occur at eight airports in Iran and two of these are almost at saturation for capacity. The other 44 or so airports need to absorb more traffic but many of the smaller airports lack the facilities and infrastructure necessary to handle increased traffic or larger aircraft.

## Iran's position as a cross-roads contributes both to aviation and regional stability

Iran Airports Company CEO & chairman Rahmatollah Mahabadi said (25-Jan-2016) Iran possesses a unique geopolitical, geoeconomic and geostrategic position in the world, linking not only east and west, but north and south as well. Iran's position as a cross-roads for international aviation meant that it has "responded positively and in a non-prejudiced fashion" to the airspace issue created by nearby conflict zones, granting improved access to Iranian airspace for international airlines.

## Executive panel: What lies ahead for Iran's international airports?



Moderator: Iran Airports Company, Deputy International Cooperation, Ahmadreza Bayati Doosti

### Panellists:

- Iran Airports Company, Deputy CEO Planning, Dr. Hossein Bagherian
- Imam Khomeini International Airport City, Board Member, Dr. Shirazian
- Qeshm International Airport, CEO, Mojtaba Shamsnejad

## CAPA NEWS BRIEFS

### Qeshm International Airport developing new master plan

Qeshm International Airport CEO Mojtaba Shamsnejad reported (25-Jan-2016) development of the master plan for the airport is underway, with a focus on terminal expansion. The airport is also looking to introduce aviation related services such as MRO, refuelling, real estate and cargo, and is assessing the potential for all of these activities. The airport has already seen an increase in interest following the lifting of sanctions.

### Tehran Airport City can ease entry into Iran for international companies

Imam Khomeini International Airport (IKIA) City board member Dr Shirazian said (25-Jan-2016) the development of the airport city as a free zone and its proximity to Tehran gives it the potential to attract

Iranian and international companies. With the free zone legal and tax structure benefits, most activities will be easier to conduct than in other parts of the country, making it easier for international companies to introduce themselves to the Iranian market.

### Tehran airport city concentrating on infrastructure and cargo/logistics

IKIA City board member Dr Shirazian said (25-Jan-2016) the airport city development is concentrating on two main areas. First is the airport itself, with the second runway under construction and navigation and major terminal improvements in progress. The second is the development of a major cargo and logistics operation, capable of making Tehran a major regional logistics hub. Dr Shirazian commented that despite the improvement plans, there is still a need to acquire more equipment to improve the capabilities of the airport and increase its operational capacity.

### IAC cannot fund airport expansion alone, may seek government and private help

Iran Airports Company (IAC) deputy CEO planning Dr Hossein Bagherian stated (25-Jan-2016) that the cost of developing airports makes it prohibitive for IAC to achieve its goals on its own. If the Iranian Government wants to fund the development of Iran's airports, then it needs to alter regulations to allow for charges such as development fees or move to permit outside investment in airports. Existing regulation and laws are sufficient to select and define the companies that will tender and invest in Iranian airports, but IAC would like to see changes in regulation to allow some government funding or other types of financing arrangements.

### Eight Iranian airports have more than 1 million pax p/a

Iran Airports Company deputy CEO planning Dr Hossein Bagherian said (25-Jan-2016) there are eight Iranian airports with more than 1 million passengers p/a and

five with 500,000 to 1 million passengers. Iran invested more than USD300 million in these airports in 2015, mostly on in infrastructure improvements, and intends to invest more than this in 2016.

### Iranian airport service levels below international standards

Iran Airports Company (IAC) deputy CEO planning Dr Hossein Bagherian stated (25-Jan-2016) that the level of services provided to passengers traveling in Iran are below international standards and there are no international professional companies that are participating in this sector in Iran. Dr Bagherian announced IAC is making it a policy to invite local and international companies to work on improving the level of passenger satisfaction at Iranian airports and increase the non-aeronautical spending in Iranian airports.

### Iran sees need for 50-60 seat aircraft to service smaller airports

Iran Airports Company deputy CEO planning Dr Hossein Bagherian said (25-Jan-2016) the country lacks sufficient numbers of 50-60 seat aircraft to serve its small airports. Airports with less than 500,000 passengers p/a make up 70% of Iran's airport infrastructure and have sufficient demand and infrastructure to be served by these smaller types of aircraft. According to Dr Bagherian, Iran needs these aircraft to build a proper domestic network, offering passengers wider networks and convenient routings to ensure their needs are served.

### Iran looking at Tabriz and Mashad as hubs, in addition to Tehran

Iran Airports Company deputy CEO planning Dr Hossein Bagherian said (25-Jan-2016) that Iran could have not one but three major international hubs, and is looking at developing major international airports at Tabriz and Mashhad, in addition to the planned major expansion of IKIA.

## 1045

### Tea, Coffee & Networking

## 1130

### Modernising air navigation services



Moderator: ICAO, Regional Officer Middle East AIM/ATM, Dr. Abbas Niknejad

Panellists:

- CANSO, Director Middle East Affairs, Hanan Qabartai
- Iran Airports Company, Deputy CEO of Aeronautical Services, Saeed Akbari
- Iran Civil Aviation Organization, General Director ANS & Aerodrome Oversight, Hossein Attari
- Thales, ATM Business Development Africa & Middle East, Francois-Xavier Richard

### CAPA NEWS BRIEFS

### Budgets the major issue in Iranian ATM modernisation

*Iran Airports Company deputy CEO of Aeronautical Services Saeed Akbari commented (25-Jan-2016) that the major challenge to modernisation for the country is budget. Progress will also need to be step by step as Iran cannot adopt an entire new system in one go. Coordination with regional states is also an issue, with limitations in the ATM systems of neighbouring states airspace making aircraft handovers and information sharing difficult.*

### Iran looking to improve training as it tackles ATM modernisation

*Iran Airports Company deputy CEO of Aeronautical Services Saeed Akbari commented (25-Jan-2016) that sanctions made Iran self-sufficient in air traffic management training and knowledge, but it will require operational training in foreign countries as it introduces new technology for its ATM/CNS infrastructure. Iran aims to send students away to developed countries and then have them come back and import their knowledge.*

### Iran looking to further enhance civilian-military airspace cooperation

*Iran Airports Company deputy CEO of Aeronautical Services Saeed Akbari reported (25-Jan-2016) that the body has improved civilian-military cooperation over the past six months, with the introduction of five new airspace routes, including three south-north routes. The introduction of flexible use of airspace procedures is a goal of Iran and Iran has asked ICAO to support this development.*

### One fifth of Iranian airspace still procedurally controlled

*Iran Airports Company deputy CEO of Aeronautical Services Saeed Akbari reported (25-Jan-2016) one-fifth of airspace in Iran is still procedurally controlled. Improving airspace surveillance coverage and making airspace safe for all flights is a priority for the country, as Iran expects to receive increasing amounts of overflights and other aircraft movements.*

## 1215

### Seizing opportunities in emerging markets



AirAsia X, CEO, Benyamin Ismail

### CAPA NEWS BRIEFS

### AirAsia X looking at restoring service to Tehran

*AirAsia X CEO Benyamin Bin Ismail stated (25-Jan-2016) the LCC was looking at restoring service to Tehran and still planned to resume services to London and Paris if costs made sense. He said: "We flew to Tehran in the past but had to stop due to sanctions. We are looking to come back and are exploring it again." He continued: "(AirAsia co-founder) Tony (Fernandes) sees markets like this as an opportunity...I think Iran is going to be massive for us". AirAsia X previously operated A340 aircraft to London and Paris but halted the service due to high oil prices. "London and Paris are still in the plans.... We have options but need to make sure it doesn't devalue our yields and that the costs make sense for us," the CEO said.*

## 1245

### Chairman's concluding comments

CAPA - Centre for Aviation, Executive Chairman, Peter Harbison

## 1300

### End of Summit

### Optimism abounds over market potential for Iran's nascent industry

Optimism about the future for Iran's aviation sector abounded at the CAPA Iran Aviation Summit 2016. With sanction barriers now coming down, Iran's airlines, airports and tourism operators are finally able to look beyond mere survival and begin making plans for the future. Western airlines, leasing companies and financiers, as well as industry suppliers are also exhibiting strong interest in the market and its long term potential.

This positive outlook at the Summit was tinged with recognition that there are also significant deficiencies that Iran needs to address. The decades of economic and political isolation from the mainstream have left aviation in Iran well behind the rest of the world. A concerted effort across numerous fronts will be necessary before Iran achieves a modern aviation industry.

In discussions at the CAPA Iran Aviation Summit, participants suggested three main areas that represent potential brakes on Iran's aviation development and growth: infrastructure, policy/regulation, and human resources. In addition, questions of financing - who will fund modernisation development and how it will be financed - remained a key topic of discussion at the summit. [\[Read full article\]](#)

### Iran Air's fleet order signals serious intent for the Iranian aviation industry

The initial lifting of sanctions on Iran occurred on 16-Jan-2016 ("Implementation Day"), and major changes

are already under way for the country's aviation industry. The first new Iranian aircraft orders for over three decades have been announced and foreign carriers, most notably European airlines, are hastening to add new routes.

These are just the start of what promises to be a seismic shift for aviation in Iran. During the sanctions period, the country's aviation authorities, its airlines and even airports adopted a survival mentality.

Now that the sanctions are being rolled back, attitudes are switching to new opportunities for growth and the sector is planning for a brighter future. [\[Read full article\]](#)

### Iran announces Airbus and ATR order plans

CAPA's Iran Aviation Summit 2016, the first international aviation conference in Iran for nearly four decades, opened on 24-Jan-2016.

More than 400 delegates and attendees - airlines, airports, aircraft and engine manufacturers, lessors, GDS and technology providers and suppliers - listened to aviation leaders and decision makers talking about the future of Iran's aviation market.

Some of the highlights from Day 1 were the announcement by Iran's Deputy Minister of new aircraft orders from Airbus and ATR, Iran Air's 10 year development plan, including making Tehran Airport a major transit hub, and Turkish Airlines' prediction of a doubling of tourism demand within two years.

Iranian Minister of Roads & Urban Development Dr Abbas Akhoundi announced that Iran will invest

USD250 million to modernise its air traffic management infrastructure. Iran has opened five new airspace corridors in the last few months, and according to Dr Akhhoundi more new corridors will be opened in the future, with the aim of creating the most secure and safe airspace in the region. [\[Read full article\]](#)

### Iran has ambitious plans to rejoin the aviation community; being just another player is not the goal

The longstanding economic sanctions are being removed, the market is open and deals are already being announced. The reopening of Iran presents a compelling proposition: a country of 80 million people, for decades excluded from the global market now not only inviting the West back in, but actively seeking engagement with it.

Iran's aviation industry, for years forced into survival and subsistence mode, is now one of the sectors that is being set up to lead the country's modernisation and development. Iran Airports Company CEO and chairman Rahmatollah Mahabadi, speaking at the CAPA Iran Summit in Jan-2016, noted that both the Iranian President Hassan Rouhani and the Roads and Transportation Minister Abbas Akhoundi have placed aviation as a priority area under the new national development plan.

Full Report available in the Mar/Apr-2016 edition of Airline Leader Magazine.

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