

AVIATION WEEK 

MRO

LATIN AMERICA

February 14-15, 2024
Real InterContinental, San José, Costa Rica

Host Sponsor



THE MRO EVENT FOR REAL BUSINESS OPPORTUNITIES

MRO Latin America delivers real-time data, market analysis, panel discussions and conversations that define the state of the industry. Join your peers as they come together for a look at the latest trends, opportunities and form meaningful partnerships.

Register and Book your Hotel by January 2 for preferred rooms and rates!



Premium Sponsors



Sponsors



Purposeful Partnerships



Official Publication



mrolatinamerica.aviationweek.com

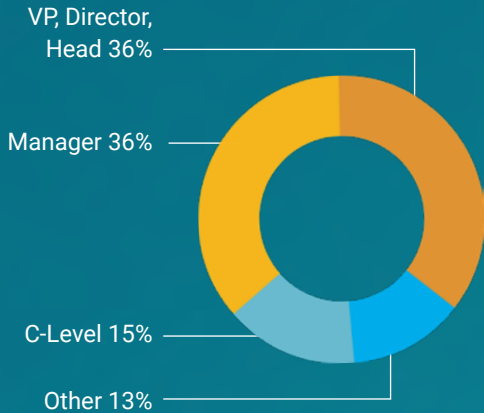
#MROLA     

AVIATION WEEK NETWORK 

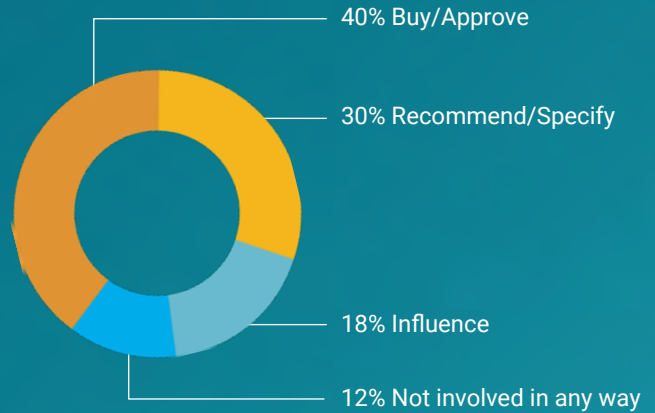
Why Attend

This is the must attend event for professionals seeking business-focused content and networking opportunities.

Attendee Professional Level



Attendee Responsibility in Purchasing Cycle



97%
of delegates achieve their objectives for attending



88%
of MRO LATAM attendees have purchasing power

MRO Attendees represent buyers from leading airlines and leasing companies from South America, Central America, Mexico, and the Caribbean, including:

Regional Buyers

Aerolíneas Argentinas	Copa Airlines	Sol Líneas Aéreas
Aeromar	Gol Linhas Aéreas	Star Peru
Aeroméxico	LASER AIRLINES	TAM Linhas Aéreas
Air Panama	LATAM Group	TAR Aerolineas
Avianca	LAS Cargo	Uniworld Air Cargo
Avior Airlines	Liat	Viva Air
Azul Linhas Aéreas	MAYAir	VivaAerobus
Charter del Caribe	Peruvian Airlines	
Colt Cargo	Satena	

"MRO Latin America was a great conference! The panels were very interesting and I had dozens of productive meetings with different suppliers."

Liliana Bocanegra
Technical Procurement
Director, Avianca

Buyers from outside the local region

Air France KLM	Boutique Air	Powerhouse Capital LLC
Air Lease Corp	DHL	Redwings
AerCap	Delta Air Lines	Regional One
Air New Zealand	Etihad	Sky Palace Airways
Alpha Aviation Partners	FedEx	Skylease
Amazon Air	GECAS	Spirit Airlines
American Airlines	Iberia	Transgroup Global Logistics
Avior Airlines C.A	Lufthansa	Willis Lease Finance Corporation

Speakers Include:



Andrés Baridon Brown
Procurement
Manager,
Flybondi



Ramon Berenguer
Business
Development
Director,
STRADE - powered
by SR Technics



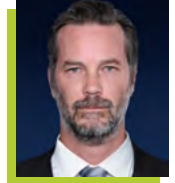
Jonathan Berger
Managing Director,
Alton Aviation
Consultancy



Rimsky Buitrago
CEO,
Coopesa



Michael Coughlin
COO,
SETNA iO



Christoffer Creutz
CEO of Landing
Gear Systems
Division,
Drayton Aerospace



Everton Vicente de Lima
MRO & FBO
Managing Director,
Embraer Service &
Support, Brazil
Embraer



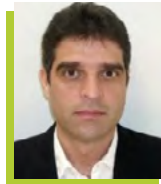
Diego De Risio
MRO Manager,
Aerolíneas
Argentinas



Wilmer Lopez
Regional Sales
Director – Latin
America,
AJW Group



Albert Pérez
SVP Maintenance
& Engineering,
Avianca



Rafael Samudio
VP, Technical
Operations,
Copa Airlines



Frank Stevens
VP Global MRO
Centers,
Embraer Aircraft
Holding, Inc.

[SEE THE FULL LINEUP](#)

NEW IN 2024 • Tuesday, February 13 • 12pm–5pm Aero-Engines Pre-conference Workshop: Building an Engine MRO Market in Latin America

Aviation Week Network is excited to announce a new pre-conference, invitation only workshop at MRO Latin America 2024. This half day workshop will explore operators' engine MRO requirements in the region and delve into how key players can develop facilities and build capacity to meet these needs.

The workshop will open with a forecast presentation, followed by a panel discussion of key airline leaders. The afternoon will then feature topical discussions, where attendees will have the opportunity to network, debate and learn about key challenges facing the region. We will wrap up the afternoon with short presentations to summarize and share learnings. The day will conclude with the MRO Latin America 2024 Welcome Reception!

A summary document of findings from the workshop will also be shared with attendees, post conference.

WORKSHOP IS BY INVITATION ONLY. For consideration contact: tom.broughton@aviationweek.co.uk

Partner Sponsors



Conference Agenda



Tuesday, February 13

1:00pm – 5:00pm

Aero-Engines: Building an Engine MRO Market in Latin America

This workshop is by invite only.

For more details please contact:
tom.broughton@aviationweek.co.uk
See page 3 for additional details.

6:00pm – 8:00pm

Welcome Networking Reception

Sponsored by AJW



Day 1 | Wednesday, February 14

8:00am

Registration

Sponsored by Setna iO



8:00am Networking & Breakfast

9:05am

Opening Welcome and Speaker Introduction

Carol Wilkins, Conference Producer, Aviation Week Network
Alyssa Bernkrant, Head of Business Development, Aviation Week Network

9:10am

A Look Through Avianca's Maintenance Digital Journey

Opening Keynote: Albert Perez, SVP Maintenance & Engineering, Avianca
Moderator: Lee Ann Shay, Executive Editor, MRO & Bus. Aviation, Aviation Week Network

9:50am

MRO Latin America Market Overview

A popular session each year, the top ten trends list to watch in Latin America. An overview of key market trends and aftermarket forecast.

Jonathan Berger, Managing Director, Alton Aviation Consultancy

10:20am Networking Break

11:00am

Building the Workforce for Tomorrow: It All Starts with Training & Treating Your Employees Well

It's all the buzz in corporate circles, what are companies doing to extend a healthy workplace culture to their employees? Employee engagement is significant to a company's profitability and training is a key factor in building their engagement. Learn how several companies are managing to retain excellent employees and keep their competitors at bay.

Moderator: Frank Stevens, VP, Global MRO Centers, Embraer
Michael Coughlin, Partner & COO, Setna iO
Fernanda Cunha Fernandes, HRBP VSS, Embraer Brazil
Christian Mejia, Sales Director, Magnetic Trading

11:50am

Leadership Memo: Interview with Coopesa's CEO

MRO organizations are facing a dilemma: growing commercial opportunities versus tight labor force supply. Coopesa has put a plan in place to meet these challenges including facility expansion, IT solutions and manpower development. Join us for a compelling conversation in a new series with the region's CEOs in Leadership Memo.

Moderator: Lee Ann Shay, Executive Editor, MRO & Bus. Aviation, Aviation Week Network
Rimsky Buitrago, CEO, Coopesa

12:15pm Networking Luncheon

1:45pm

The Road to Carbon Neutrality Leads Through Latin America

Being the host country presents Costa Rica with the unique opportunity to showcase its sustainability credentials. Hear from a panel of local officials and organizations discussing their gains and successes in monitoring & evaluating programs that have put the country, region and companies on the path to success as the frontrunners in reaching carbon neutrality goals.

Guillermo F. Hoppe, *Former Director General, Civil Aviation of Costa Rica*

2:35pm

Sponsored by Drayton Aerospace

In vs. Out – Maintenance Cost Benchmarking



In the aviation industry, the ongoing debate between in-house and outsourced maintenance operations remains pivotal. "In vs Out - Maintenance Cost Benchmarking" delves into this crucial comparison, examining the financial metrics, effectiveness, and potential trade-offs associated with each approach. This presentation aims to provide a comprehensive understanding of the cost benchmarks, intricacies, and strategic implications for aviation entities in optimizing their maintenance practices.

Christoffer Creutz, *CEO of Landing Gear Systems Division, Drayton Aerospace*

3:05pm Networking Break

4:00pm

What Can Latin America Do to Develop a Stronger MRO Market?

How can industry players contribute to consolidating the MRO market and satisfy the fast-growing demand? A conversation is led by industry executives covering topics on:

- Local capabilities (aircraft/instruments MROs) – how many, certifications, capacity?
- Existing and future MRO demand in the region.
- How do airlines deal with aircraft MRO slots and components repair demand?
- Are airlines MROs self-sustainable or do they need any support to develop/expand to cover demand?
- What does Latin America have to offer the MRO market and make it attractive for investment?

Moderator: Wilmer Lopez, *Regional Sales Director, Latin America, AJW*

Andrés Baridon Brown, *Procurement Manager, Flybondi*
Diego De Risio, *MRO Manager, Aerolíneas Argentina*

4:45pm End of Day One & Closing Remarks

5:00pm - 7:00pm

End of Day One Reception

Sponsored by Coopesa



Day 2 | Thursday, February 15

8:00am

Registration

Sponsored by Setna iO



8:00am Networking & Breakfast

9:05am

Day Two Opening Welcome

Carol Wilkins, *Conference Producer, Aviation Week Network*

9:15am

A Look at the Challenges and Solutions for the Region Aviation Fleet & MRO Forecast with AWN Analysis

Hear expert analysis on the current outlook for fleets, MRO demand and other critical market trends across our region that outlines both challenges and opportunities for the future.

See the market drivers affecting the market from passenger demand to costs to economic factors. Assessing where we are with delivery and production rates and the implications for MRO and the rest of the market. Why do we still have such a high number of parked aircraft? Understand the key elements in the lower-than-expected number of retiring aircraft and what it means for costs and USM. What can we expect to see for the part-out market moving forward?

Brian Kough, *Senior Director, Forecasts & Aerospace Insights, Intelligence & Data Services, Aviation Week Network*

9:50am

Future is Here | MRO Innovations

What are the new technologies and innovations developed or in the process of development for the foreseeable future? Moving to digital platforms offers better tracking and traceability. What are the gains expected from the rollout of Artificial Intelligence? Is the region prepared for the future that's here now?

Moderator: Conor Doherty, *Technical Writer University Instructor, Lokad*

Everton Vicente de Lima, *MRO & FBO Director, Embraer Service & Support, Brazil Embraer*

Carlos Garcia Martin, *Partner, Head of Strategic Sourcing and Procurement for Americas, OliverWyman*

Rafael Samudio, *Vice President, Technical Operations, Copa Airlines*

10:35am Networking Break

[VIEW THE LATEST AGENDA](#)

Conference Agenda



11:20am

Chain Improvements & Solutions

What if there was another global disruption in the immediate future? Would the region be better prepared to manage? What improvements and solutions are in place for success?

Ramon Berenguer, Business Development Director, STRADE Ltd.
Luciano Lisiotti, Account Executive, Lokad

12:00pm

Aero-Engines: Building an Engine MRO Market in Latin America

Report from the pre-conference workshop

12:40pm **Closing Remarks**

12:40pm – 1:30pm

Networking/Box Lunch in Showcase

"It was our company's first time attending MRO Latin America and it was everything we had hoped it would be. Great people, services, and networking opportunities!"

Greg Fochtman

Sales Manager,
Pacific Coast Composites

"Great opportunity to connect with key players in the aviation industry in the region, get to know about market trends and gather important information for business planning purposes."

Gustavo Benitez

Business Development Director,
SR Technics



ONE DAY PASS

Register for **One Day** for access to the conference sessions, showcase and networking receptions taking place on February 14.

See page 8, registration information for details.

Showcase

SOLD OUT

The MRO Showcase connects buyers with sellers. Get hands-on with the latest technologies, tools and resources and translate the practical knowledge of the conference into real-life solutions and savings for your organization.

Participating companies include:



Sponsorship Opportunities

Sponsoring an Aviation Week event establishes you as a member of a thriving community. It allows you to expand existing relationships and generate new leads.

All Americas/Canada

**Beth Eddy/Mimi Smith/
Alyssa Bernkrant**
beth@aviationexhibits.com
mimismith@aviationexhibits.com
alyssa@aviationexhibits.com
+1.561.279.4646

Europe/CIS/Africa/Middle East

**Mike Elmes/Matthew Elmes/
Tom Watkins**
mike.elmes@aerospacemedia.co.uk
matthew.elmes@aerospacemedia.co.uk
tom.watkins@aerospacemedia.co.uk
+44 (0)1206 321639

Asia-Pacific

Clive Richardson
clive@accessgroup.aero
+44 7501 185257
Alison Weller
alison@accessgroup.aero
+44 7501 185257
Margaret Chong
margaret@accessgroup.aero
+65 (9736) 1722

Registration & Event Information

How to Register

Online: mrolatinamerica.aviationweek.com

Phone: +1.212.204.4202

Email: events@aviationweek.com

REGISTER TODAY

Conference Registration	By January 17	After January 17 and on site
Standard	USD \$1,055	USD \$1,355
Airlines & Leasing Companies*	Free	Free
One Day Pass <i>Valid on February 14 only. Does not include welcome reception or any activities February 15.</i>	\$795	\$995
Press**	Free	Free

* To qualify for this option, you must fit these criteria:

AIRLINE COMPLIMENTARY POLICY: To be eligible for complimentary VIP Admission to our events, you MUST be employed at a FULL SERVICE, LOW-COST, CARGO, CHARTER, PRIVATE OR COMMERCIAL AIRLINE and hold a position in the following areas: Engineering, Maintenance, Technical Operations, Quality, Procurement, or Supply Chain.

LESSORS COMPLIMENTARY POLICY: To be eligible for complimentary VIP Admission to our events, you MUST be employed in a Technical Procurement role at an ENGINE AND/OR AIRCRAFT LEASING COMPANY and hold a position in the following areas: Engineering, Maintenance, Technical Operations, Quality, Procurement, or Supply Chain.

Aviation Week reserves the right to cancel any registration that does not meet these criteria, in which case you will be contacted. For additional information please contact Kristina Nicos at kristina.nicos@aviationweek.com or 1.646.830.7764.

** Must be a licensed/accredited member of the press with valid credentials. Sales, marketing, and business development positions do not qualify. With your complimentary media registration, you are agreeing to have your contact information provided to PR contacts associated with the event.

CANCELLATION & NO-SHOW POLICIES

Written cancellations received on or before January 15, 2024 will receive a refund minus a processing fee of 20%. If no payments are received, registrants are still responsible for the processing fee. VERBAL CANCELLATIONS ARE NOT ACCEPTABLE. Please fax your written cancellation to +1.913.514.6733 or email events@aviationweek.com. No refunds will be given after January 20, 2024 but a substitute may be sent. Any fees not paid by original registrant will be applied to substitute's fees. By submitting your registration, you authorize Aviation Week/Informa to invoice you for any unpaid portion of your registration fees.

VENUE/HOTEL

InterContinental Costa Rica at Multiplaza Mall

Multiplaza San Jose 11856-1000 Costa Rica
Phone: +506 2 2082100

The MRO Latin America conference will take place at the InterContinental Costa Rica at Multiplaza Mall. Aviation Week has arranged a group rate. Set in the heart of the city's business district, Escazú, the Hotel provides easy access to the most important business centers, Government District, embassies and most important business areas in the city.

- Standard room include breakfast at The Market Restaurant
- Wi-Fi included in the room rate
- Group rate is valid 3 days before and after the official event dates

Book now via e-mail: inter.sjo@r-hr.com

Don't Wait – Must book by January 2



BOOK NOW

AVIATION WEEK 
MRO
LATIN AMERICA

February 14-15, 2024
Real InterContinental, San José, Costa Rica

*Deliver on strategy and drive growth.
The region's most important gathering of
airlines, MROs, OEMs and suppliers.*

*Early Bird Pricing Ends
January 17*

Register now and join the industry's top business event!
mrolatinamerica.aviationweek.com

#MROLA     

AVIATION WEEK 
NETWORK

*"MRO Latin America is the place
any company looking to do business
with major airlines and MROs
in Latin America should be."*

Gustavo Perusquia
Compressed Gas Systems, LLC