

AIRPORT

BUSINESS

SUMMIT

& EXPO

2014



AIRPORT BUSINESS SUMMIT & EXPO 2014

FCI International Limited
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info.fciint@yahoo.com

Dear Sir,

AIRPORT BUSINESS SUMMIT & EXPO 2014

Subject: Request Collaboration

Following popular request at the last Nigeria Aviation conference for us to convey an inclusive forum to further address airport development and business matters in Nigeria and create an entry platform for both local and international investment in the sub-sector, the airport business summit is hereby proposed and planned to hold from the **18, 19, 20 November 2014** at **le Meridien Ibom Hotel and Golf Resort Uyo Akwa-Ibom**

This summit which is aimed at making all Nigeria airports economical viable and the strong center of business influence to cities where they operate, will host a multi-sector business networking session alongside Airports Expo that highlights the economies of airport development.

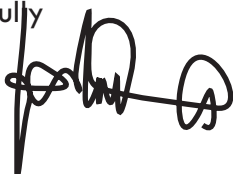
As the industry leader of the sector, we like to request your buy-in to this programme and solicit your partnership in hosting Nigeria's first fully airport business dedicated event.

The summit is expected to host 300 delegates and to feature high-level speakers from leading organizations giving insight into core investment areas of airport developments. The Airport Expo will also include business networking dinner and cocktail reception to create greater avenues of interaction.

Attached for more information are the preliminary event brochure, with the exhibition floor plan and support to help in your consideration. All airports are expected to individually take a stand to create a vibrant exposition of Nigerian airports development and to entice investors to their domain.

We look forward to your prompt consideration.

Yours faithfully



Fortune Idu
Summit Director
08033296108
info.fciint@yahoo.com



FCI International
A Nigeria British Company

AIRPORT BUSINESS SUMMIT

2014

Nigeria Aviation is currently embarking on extensive air transport infrastructural development with the remodeling and expansion of existing Federal Airports to increase in capacity to handle more passengers. It is expected that all the 22 airports of the Federal Airports Authority of Nigeria (FAAN) would have received a complete face lift by year 2015 complemented by brand new airports that are being developed in various States of the Federation such as Akwa-Ibom, Delta, Bauchi, Jigawa.



President Goodluck Jonathan,
President Federal Republic of

The economic transformation agenda of the Nigerian President Goodluck Jonathan has Aviation as key priority to drive its success and also as an instrument for sustaining the Nigerian economic leadership position in Africa. Nigeria has an attractive market base of 170 million populations and a GDP estimated at US\$ 502 billion with a growing middle class travel market.

Air travel demand in Nigeria is growing very fast for domestic, regional and international routes. By 2015 more airlines will seek to increase their operations in Nigeria using it as a hub for the regional markets of West and central Africa. Total number of domestic and international passengers are expected to have grown beyond 16 million per year compared to 14.3 million in 2012.

Construction of new international terminals at Nigeria's four hub airports, Lagos, Abuja, Kano and Port Harcourt airports was approved by Government in Sep-2012 and hopefully will be ready by 2015. The projects are being developed by the China Civil Engineering Construction Corporation (CCECC) with loan funding from the China Nexim Bank of USD500 million, under a

21-year build operate and transfer (B-O-T) agreement with the Chinese government.

The airport industry is therefore challenged now more than ever before to keep track and focus so as to justify the ongoing financial attention it is currently receiving. **Airport Business Summit** is designed to offer the platform to help operatives and allied businesses to discuss on further development, sustainability options and how to increase the fortunes of airport operations and still maintain high quality of service delivery.

I will welcome you to attend

Fortune Idu
Summit Director

AIRPORT BUSINESS SUMMIT

Airport Business Summit is a must-attend event for airports, airlines, airport retail and city planning executives. It is hoped that this year's gathering will attract over 250 senior level delegates from airports, retailers, consultants, retail planners, brands and other enterprises concerned with the future of airport development, business and operations.

Summit has been planned to run a series of key presentations, followed by in-depth panel discussions on key industry issues that present business opportunities and deliver great benefit to passengers.

6-Key Summit Subject

- Airport, Cities and travelers; the all inclusive solution
- A balance between travel experience and non-aeronautical revenue drive
- Airport resource utilization and the sustainable development
- Optimizing the relationship between airports, airlines, concessionaires and brands
- Airport development investment options and expanding financing channels
- Using technology to enhance airport security



AIRPORT BUSINESS

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SUMMIT



Target

Airlines

Participation By Industries

Government/Administer
Investors and financials
Airport Authority/Administration
Airlines/Travel Operators
Retail/Concessioners/Brand
Cargo and Passenger Handling
Consulting/Suppliers
Hotels/ Taxi

Participation By Industries

Ground Service & Tech Supporter
Car Park/Facility
Airport Communication/Wireless
Custom Service
Construction Designing & Engineering
Safety & Security
Airport Interior Deco
Airport Advertising & Retailing

Akwa-Ibom State is serviced by an airport in located in Uyo about 40 minutes from venue with local flights from Lagos and Abuja daily by Dana air, Aero and Arik



Mon-Tue-Wed-Thu-Fri
Lagos to Uyo
07:20am to 08:35am



Mon-Tue-Wed-Thu-Fri
Lagos to uyo
07:00am to 08:10

Programme

Day 1: 18 Nov 2014

4pm - 6.00pm

■ Registration and guest arrival

6.00pm-9.00pm

■ Reception business cocktail

9.00pm-11.00pm

■ Setting up of exhibition

Day 2: 19 Nov 2014

9.00am- 11.00am:

■ Opening Session:

11.00am -12.00pm

■ Exhibition Visit and Tea Break

12.00pm - 1.00pm

■ Speaker Session Paper Presentation

1.00pm - 2.00

■ Networking Lunch

2.00pm-5.00pm

Day 3: 20 Nov 2014

9.00am- 11.00am:

■ Opening Session:

11.00am -12.00pm

■ Exhibition Visit and Tea Break

12.00pm - 1.00pm

■ Speaker Session Paper Presentation

1.00pm - 2.00

■ Networking Lunch

2.00pm-5.00pm

Activities:

All activities of the ABSE 2014 is aimed at promoting the industry and allowing participant full interactive opportunities.

COFFEE / TEA BREAKS

Coffee and Tea Breaks provide the perfect opportunity for key networking and one-on-one meetings. Throughout the course of the conference, coffee/tea breaks are provided to ensure you maximize your participation .

EVENING FUNCTIONS

Abuja is a very serene place to enjoy evening functions. Whilst relaxing and enjoying a drink, participants will have a unique opportunity to network in a relaxed atmosphere and strengthen business relations.

EXHIBITION

Delegates, Visitors, The Public and Media will have unlimited access to Exhibitors, to meet Suppliers of Products and Services. This is an invaluable networking opportunity to meet everyone you need to do business with.

NETWORKING OPPORTUNITIES

The event is planned to offer several networking opportunities for delegates, visitors and exhibitors to interact and share information. There are functions and social networking platforms that bring policy makers and implementers together.

Support and Sponsorship Information

Co-host Partner Commitment - N12, 000,000 by value

- This is for a state or agencies that will co-host the event and FCI International. Such organizations have developmental benefits and may use the event to make political or policy statement.

Benefits :- Logo in all flyer banner, 20 Special Guests Invitation Cards for all event, Corporate Information Desk at airport, Full coloured back page advert in Profiler Industry journal (A4) and 1 speaker. Credit to all TV and radio broadcast. Special exhibition stand and 30 delegates pass to conference.

Industry Partnership -- N9,500,000

-This is for main stakeholder such as, ministries, agencies, departments or companies who is major player who will have a year round promotional relationship with the event.

Benefit :- Event branding (1 Big banner outside, 2 in front hall, 1 at the point of entry and 2 other places), Logo in all flyer banner, 20 Special Guests Invitation Cards for all event, Corporate Information Desk at Venue, Full coloured back page advert in event journal (A4) and 1 speaker. Credit to all TV and radio broadcast. Special exhibition stand and 20 delegates pass to conference.

General Sponsorship

-Various positions of sponsorship are available for consideration.

Platinum Position: N3,500,000

Benefit:- Full Corporate Branding of Conference Hall, 20 Special Guest Invitation Cards To Opening Ceremony, VIP business dinner table of 8 guest, Qualified for Industry Award Nominee, Mentioned in all adverts, Logo in 5,000 delegates fliers, Full coloured back page advert in event journal, 1 speaker, 9sqm Exhibition stand, 4 delegates passes to conference.

Gold Positions: N2,500,000

Benefit:- Main registration area branding, 15 Special Guest Invitation Cards To Opening Ceremony, Logo in 5,000 delegates fliers, mention in all adverts, 1/2 coloured advert in event journal, 1 speaker space, 9sqm Exhibition stand, 3 delegates passes to conference.

Silver Positions: N1,700,000

Benefit:- Mention as industry support with logo in bottom strip, Logo in 5,000 delegates fliers, Mention in all adverts, 1/2 coloured advert in event journal, 9sqm exhibition stand, Paper presentation during the event. 3 delegates passes to conference and business dinner.

Bronze Positions: N1,200,000

Benefit:- A programme partner can use the event to project a particular service through a dedicated seminar programme. This will allow sponsors full branding of programme, Logo in 5,000 delegates fliers, Mention in all adverts, 9sqm Exhibition stand, 2 delegates pass to conference and business dinner.

Others

Conference Supporter: N750,000

-Benefit:-Paper Session branding, mention in all adverts, 3 delegates spaces business dinner, 2 delegates passes to conference

- Exhibition Stand Only : N385,000 - 9sqm Exhibition stand Only,
- Delegate Bag and Tag sponsorship: 300bags for N550,000

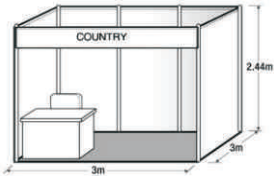
SPONSORSHIP

Companies can use the event as platform to emphasize their leadership position in the industry by making the company a centre of media and publicity attention through sponsorship. Please speak with us for sponsorship. 08033296108 to e-mail: info.fciint@yahoo.com

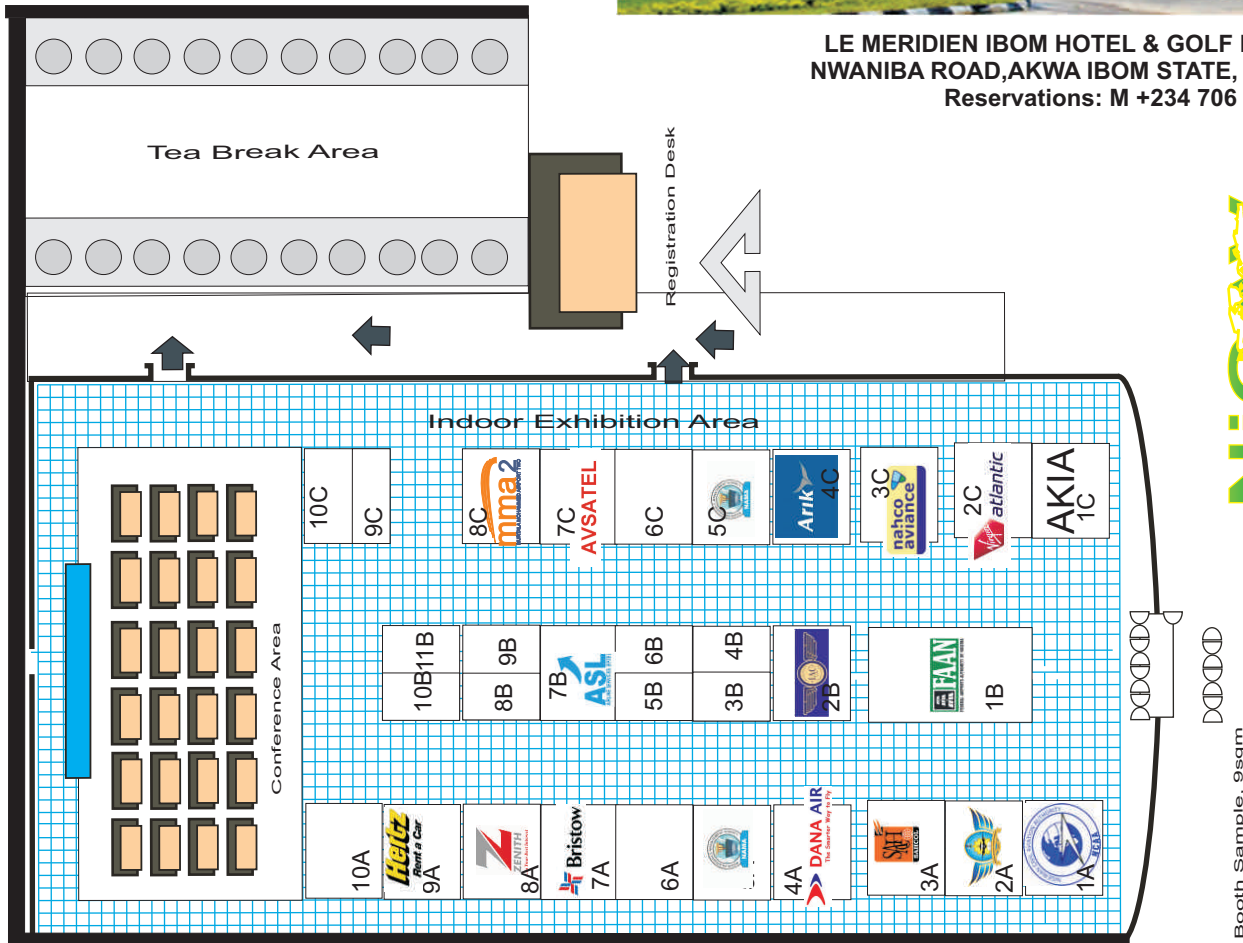
Payment Is Required To Authorise Booking , All payment must be made in advance to:

Nigeria Account Name: All payment in Nigeria currency can be made in draft and cheque in favour of FCI International Ltd. Direct bank payment can be made to F.C.I International Ltd Account, Skye Bank Plc, Account Number: 1770886600. Tin No.: 02244099-0001 Awolowo Road Branch Ikeja Lagos. For all other form of payment including international wire transfer and domiciliation account. Please call Tel: 234 1 774 8082

BOOKING INFORMATION



LE MERIDIEN IBOM HOTEL & GOLF RESORT,
NWANIBA ROAD, AKWA IBOM STATE, NIGERIA
 Reservations: M +234 706 407 8263



NIGERIA
 event

DELEGATE PARTICIPATION

Fees: Associations: N50,000 ■ Airport: N55,000 ■ Sponsors: N45,000 ■ Academic: N50,000

Fees cover: full participation in the summit, presentation materials, seminar bag, lunch, tea and pre event business networking cocktail.

Booking: Booking must be made in advance by a nomination letter that give names of delegates. You can do this directly to FCI international or send to e-mail: info.fciint@yahoo.com

EXHIBITION FEE

Display Table: N250,000 ■ **9sqm Both:** N350,000 ■ **12 sqm Both:** N450,000 ■ **Sponsor Both:** Call

Covers: -Space, table and chairs, 2 exhibitors lunch and Tea Break -Promotional logo (bottom strip) in 5,000 delegates fliers, -Mention in all publications, -website and brochures -Free guests cards to exhibition.

Note: If prices or space ARE NOT LISTED only offered at N40,00/sqm (minimum of 9sqm applied) directly to FCI international or send to e-mail: info.fciint@yahoo.com

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Nigeria Account Name: All payment in Nigeria currency can be made in draft and cheque in favour of FCI International Ltd. Direct bank payment can be made to F.C.I International Ltd Account, Skye Bank Plc, Account Number: 1770886600. Tin No.: 02244099-0001 Awolowo Road Branch Ikeja Lagos. For all other form of payment including international wire transfer and domiciliation account. Please call Tel: 234 1 774 8082