

## VIP Program

### Entitlements

#### • Head of Delegation

- o Free hotel accommodation
- o Free 6sqm space at the ASEAN Convention Center
- o Free access to the workshops/conferences and Gala Dinner

#### • Company Delegates

- o Buyers free of charge to access the Plenary, B2B & Gala Dinner
- o Suppliers will pay the regular fee to access the Plenary, B2B & Gala Dinner
- o 25% discount on exhibition booth (international rate) [foreign companies / MNCs with PH presence could avail of Philippine rates (without discount)]

### Qualifications

#### • Head of Delegation

- o Should be an official of related industry association or business chamber or government agency heading at least 10 company delegates.

#### • Company Delegates

- o Should submit company profiles and fully accomplished Investor Data Sheet of each company.
- o Should be at least Regional Director level for sourcing / procurement or Regional Director level for Business Development (looking for investment opportunities in the region) of tier 1/2 companies and/or MRO.

*For the list of delegates, BCI as the organizer, will qualify who among the delegates could register as buyers (free of charge) or as suppliers (as paying participant)*

## Registration

To attend the Aeromart Summit Clark - Philippines, you have to sign up via:

[philippines.bciaerospace.com](http://philippines.bciaerospace.com)

## Institutional Support



## Industrial Support



## Contact Persons:

### Ms. Ruiching Portier

Project Manager  
Advance Business Events  
Email: rportier@advbe.com

### Ms. Ma. Corazon H. Halili-Dichosa

Executive Director  
Industry Development Services  
Philippine Board of Investments  
Email: MCHDichosa@boi.gov.ph

### Ms. Angelica M. Cayas

Director  
International Investments Promotion Service  
Philippine Board of Investments  
Email: AMCayas@boi.gov.ph



FIRST  
EDITION

**AEROMART**  
SUMMIT CLARK - PHILIPPINES

INTERNATIONAL BUSINESS CONVENTION FOR  
AEROSPACE, MAINTENANCE, REPAIR AND OVERHAUL  
(MRO), AND AIRPORT INFRASTRUCTURE INDUSTRIES



15  
Countries  
Represented



Key  
Participants  
Original Equipment  
Manufacturers  
(OEM), Tier 1&2,  
Airlines,  
MRO companies



100  
Participating  
Companies



1000  
B2B  
Meetings

**June 4-6, 2018**  
**Clark, Philippines**

**PH Aerospace Industry Facts:**

**US\$736M** Exports of aerospace parts and components **US\$1.8B** Imports of aircraft and parts

**42%** CAGR of PH exports of aircraft/spacecraft products, 2012-2016  
**35%** Forecasted growth in air freight to reach 1,571,000 tons in 2020; 44% growth in terms of tons-km.  
**31%** Growth in value of passenger traffic from 2013, valued at USD 50 million in 2017

**US\$2.5B by 2022** Forecasted value of PH aerospace parts manufacturing  
**101.2 M** Target number of inbound & domestic tourists in 2022

**37th place** Aerospace Manufacturing Attractiveness Index Rank in 2017; from 67th place in 2015 (out of 210 countries)

**Workforce:**

**3,000** Employees in aerospace  
**3,000** Employees in supplier operations  
**2,600** Employees in aircraft MRO

**No. of Industry Players:**

**4** Aerospace Tier 1 OEM  
**8** FAA certified repair stations  
**19** Supporting tier suppliers for aerospace  
**8** Pilot schools  
**10** Maintenance Schools  
**246** Universities offering aerospace engineering courses



The BOI in cooperation with various industry stakeholders will hold the AEROMART SUMMIT in Clark, Pampanga on June 4 to 6, 2018.

The summit aims to promote the Philippines' capabilities in aerospace parts manufacturing, the MRO segment and aviation trainings. It also aims to optimize the investment and outsourcing opportunities not only in Clark, but throughout the country for these industries. The three-day event will also serve as a platform to expand the reach of the local aerospace industry players through business-to-business (B2B) meetings.

Clark was chosen as the venue since more and more flights to and from Clark are being launched and 2018 is seen as a strategic year to promote the area. Clark International Airport serves as Metro Manila's second main gateway.

**Who Can Attend?**

**Suppliers, Sub-contractors , Exhibitors**

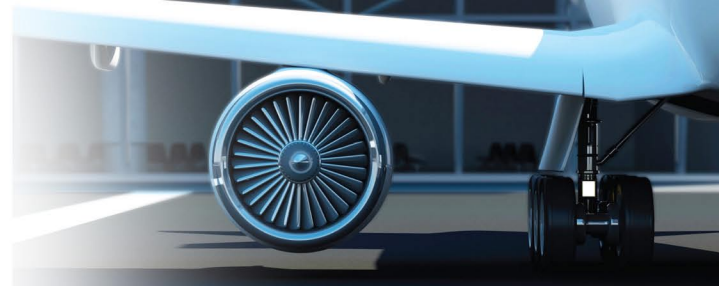
if you are selling capabilities or services:

- Sales
- Marketing
- Business Development
- Technical Promotion

**Buyers, Contractors, Decision-makers**

if you are seeking commodities or capabilities:

- Supply chain
- Procurement
- Purchasing
- Engineering
- Fabrication
- R&D



**Program**

**June 4, 2018:**  
**Aeromart Summit (Quest Hotel)**

**Plenary Conference**

- Overview and prospects of the Philippine Aerospace Industry
- How to do business with OEMs and Tiers 1&2
- Presentations on the Philippines as a strategic market for MRO
- Presentations on the challenges of maintaining a cost-effective fleet

**June 5-6, 2018:**  
**Business Matching (ASEAN Convention Center)**

**Business Meetings**

Aeromart Summit Clark offers all participants the opportunity to identify and request meetings with relevant contacts prior to the business convention at [www.philippines.bciaerospace.com](http://www.philippines.bciaerospace.com)

Meeting schedules are then put together based on this selection. All one-to-one meetings will take place on site. *\*Requests for meetings through the online portal will open three weeks before the event.*

**Workshops**

This business convention also offers must-attend conferences on various topics related to the market as well as specific products and technologies.

This is an excellent opportunity for professionals to share their experiences and better comprehend the market's scientific, industrial, technical, and commercial developments.