

PRELIMINARY PROGRAMME

9:00 - 9:05

Welcome Remarks

9:05 - 9:30

Setting the Scene: Commercial performance in LAC and the World context

- Rafael Echevarne, ACI-LAC

9:30 - 10:15

Airport Commercial Officers Panel

Moderador: Carlos Criado, Centerline Airport Partners

- Juan José Sanchez, AENA Brasil
- Erick Barboza, AERIS Costa Rica
- Sharon Hislop, MBJ Airport
- Manuel Gutierrez, ASUR

10:15 - 10:35

Maximizing the dwell time potential - the Quito experience

- Santiago Andrade, Quiport

10:35 - 11:00

Networking Coffee

Panel: Airport Commercial Tendencies and regulatory threats

Moderator: Stephen Freiburn, ICF

11:00 - 11:45

- Ramon Miro, Corporación Quiport
- Gustavo Fagundes, Avolta

11:45 - 12:30

Panel: Airport Hospitality Services (lounges, VIP Services)

Moderador: Joao Pita, GRU

- Italo Russo, W Premium Lounge
- Philippe Guertin, Plaza Premium
- Milly Paskel de Cuba, VIP Services Aruba
- Fabio Camargo, BTG

- 12:30 - 13:15
- Panel: airport and service provider relationship**
Moderator: Guilherme Esmanhoto, ALG
- Nicholas Schaefer, SSP
 - Pedro Serrano, Global Exchange
 - Gil Aguires, RG Media
 - Lucas Malachias, BH Airport

13:15 - 14:30 **Lunch**

- 14:30 - 15:15
- Real Estate & Airport Cities**
Moderator: Daniel Ponte, Novotny Advogados
- Ricardo Gesse, Zurich Airport Brazil
 - Rogerio Coimbra, INFRAMERICA
 - Paola Loayza, Lima Airport Partners
 - Hilton Rejman, Brookfield

- 15:15 - 16:00
- Panel: Maximizing commercial opportunities at small airports**
Moderator: Paula Santos, Kilsa Group
- Monique Souza, CCR
 - Ignacio Lasa, Attenza
 - Adrian Wiseman, AMAE
 - Valerie Cesarine, Martinique Airport

- 16:00 - 16:40
- Cargo Development: where is the industry going to**
Moderator: Hugo Repolho, GRU
- Bruno Guella, Latin America Cargo City
 - Andre Nogueira Stefanini, MeliAir

16:40 - 17:00 **Closing Remarks**

17:00 - 21:00 **Cocktail and Dinner**