

Airport Strategy



Means shaping the airport's future

Strategy generally involves setting goals, determining actions to achieve the targets, and mobilizing resources to execute the actions. The resources available to accomplish these goals are usually limited.

We offer tailor-made strategy consulting, focusing on specific business issues, utilizing the resources most efficiently.

Fraport supports you in developing a road map for your airport by focusing on basic project delivery methods of quality, efficiency and cost-effective sustainable solutions. Fraport can help you to master your current and long-term challenges and goals.

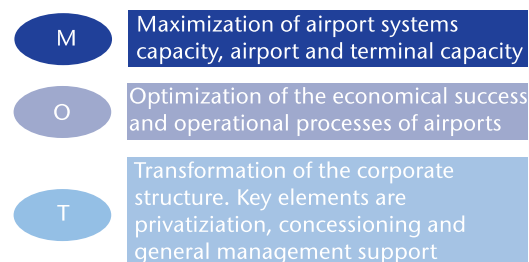
Our strength is a well-balanced combination of state-of-the-art expertise and international experience in airport operations. Solutions are:

Fraport supports you in developing a road map for your airport

Sustainable Development

Today airports are no longer pure infrastructure providers but become economically driven business entities. Airports turn more and more into the nucleus of airport cities, centralizing an integral part of a country-wide infrastructure system.

Fraport has developed Frankfurt International Airport (Germany), Lima International Airport (Peru) and Antalya International Airport (Turkey) into successful international hubs in terms of traffic.



Speed up your airport development with M-O-T-Modules

Maximization of airport system capacity, airport and terminal capacity

Airlines need growth perspectives to develop their business. Airports without mid-/long-term capacity are strategically not attractive to airlines and related industries.

There are many ways to increase the existing capacity of terminals, runway systems or apron utilization. Before the expensive extension of facilities starts we recommend a detailed assessment of existing facilities and their capacity enhancement possibilities.

On a comparable limited area, Frankfurt International Airport achieves one of the highest capacities worldwide



Countrywide Aviation Plans

The countrywide aviation plan, with a time frame of 15 or 20 years, assesses the country's entire transportation system. Extensive market research, analysis of regulatory regimes and traffic forecasts, together with statistics and benchmarks enable the profound development of strategies, growth triggers and pricing policies.

A plan could include the segments in the following column:



Master Plan

An Airport Master Plan is key to the strategic decision on how to develop an airport in the mid-to long-term. It is not just our affiliated airports we provide Master Planning for on a regular basis, we also develop customized Master Plan Studies as consultants.





Optimization of the economical success and operational processes of airports

Fraport is highly experienced in assessing and optimizing cost structures, using benchmarks and financial information gained at our home base Frankfurt Airport and from affiliated companies. Being listed at the Frankfurt Stock Exchange since 2001, Financial Business Administration is another important topic where Fraport can help you to improve the economic performance of your airport:



A proper and comprehensive Business Plan is a prerequisite for the control of the financial success of a company, i.e.

- Regulatory Regime (e.g. tariffs)
- Traffic Analysis and Forecast
- Aeronautical & Non-aeronautical Revenues (e.g. retail revenues, rents and concession fees)
- Operational Expenditure (staff, maintenance, supply & utilities, IT, etc.)
- CAPEX and Investment Plan (also long-term)
- Human Resources Management
- Marketing

Based on our numerous engagements in different economies around the world, we have gained expert knowledge in business planning under local rules and standards.

Transformation of the corporate structure. Key elements are privatization, concessioning and general management support

Organizational and management structures including corporate governance have a major impact on the performance of the airport functions and thus, its economic performance. Fraport offers assistance in developing amongst others: corporate structure, board and committees, vision and mission, stakeholder communication and administrative procedures. A successful transformation involves the management and the employees in a very early stage. Comprehensive training concepts with our Fraport College and Academy, in which technical and personal qualifications complement each other, guarantee a high level of training quality.

Extensive Experience from bidder's and tender's perspective

Airport privatization and concessioning

Continuous changes due to traffic growth, regulatory frameworks and market developments often require huge investments into infrastructure to comply with international standards and to stay competitive. But where to get the money from? Privatization and concessioning of airports/airport groups are general tools of a transformation process. Fraport underwent itself an IPO and was successful bidder in various tender processes. Hence, we know the business not only from the bidder's perspective but also from the tender's perspective.

The preparation, organization and management of a tender process is ambitious and requires sensitiveness for all stakeholders involved. We work hand in hand with airport owners and stakeholders.

Management support

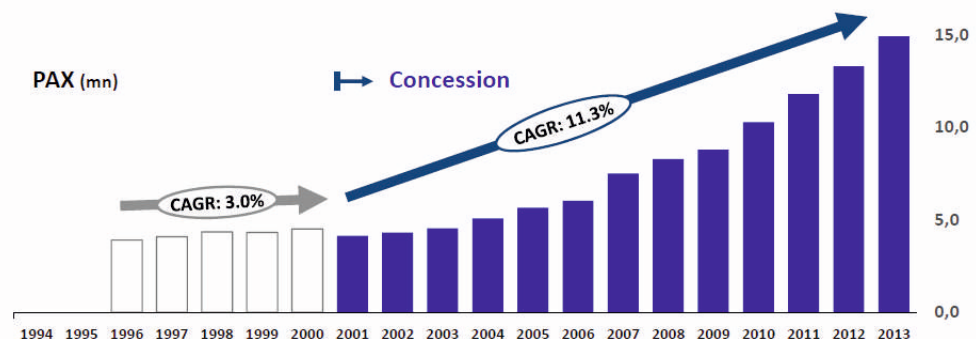


Beside privatization and concessioning, Fraport provides management support or interim management in various fields of an airport organization.

These types of management contracts were successfully executed by Fraport at Cairo International Airport (Egypt) and Riyadh and Jeddah International Airport (Saudi Arabia) for 6 respectively 8 years.

Concession done right: showcase Lima

Fraport realizes your growth potential



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