

ACI AIRPORT ECONOMICS AND FINANCE

THE PREMIER INDUSTRY CONFERENCE & EXHIBITION ON ECONOMIC SUSTAINABILITY

FEBRUARY 10-11, 2009, LONDON, UK

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ABOUT THE CONFERENCE

Airports Council International (ACI) is pleased to invite the global airport industry to attend the inaugural Airport Economics and Finance two-day conference and exhibition on financial management and economic sustainability of airports. This international event will take place in the London Marriott Hotel Regents Park from February 10-11, 2009.

A global economic slowdown, weakening demand, tight credit markets, volatile energy prices and changing regulatory frameworks mean it is vital for the industry to gather together to find long-term solutions.

Now is the time for airport CEOs, CFOs and finance managers as well as investors, airport proprietors, regulators and academics to come together to discuss the implications, share expertise, exchange ideas and solutions and formulate strategic responses to these fundamental challenges.

The Forum provides a one stop, global platform to facilitate discussion of the key issues that will shape the financial performance and help ensure the long-term financial health of your airport business.

Conference Programme Summary

Session 1 - The State of the Industry

Session 2 - The Changing Regulatory Environment

Session 3 - Investing in Airports

Session 4 - Financial Risk Management

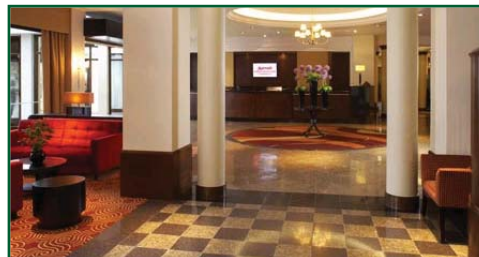
Session 5 - The CFO Perspective: Managing and Financing Large Infrastructure Assets

Session 6 - Revenue Management

- i) In and Around the Terminal – Optimising your Retail, F&B, Parking and Hotel Revenue Streams
- ii) Outside the Fence – Maximising the Value of your Real Estate Assets
- iii) User Charges - Sufficient to Cover Costs?

Session 7 - Assessing the Financial Impact of Managing Airport Safety, Security, Congestion, Customer Service and the Environment

ABOUT THE CONFERENCE VENUE



London Marriott Hotel Regents Park
128 King Henry's Road, London,
NW3 3ST United Kingdom
Phone: + 44 207 722 7711
Fax: + 44 207 586 5822
Sales: + 44 207 449 4412

Marriott
LONDON REGENTS PARK

Hotel Highlights

- A deluxe North London hotel near Wembley with 304 newly refurbished spacious bedrooms
- On-site parking outside congestion charge zone; convenient motorway access, three stops from Bond Street station
- Large indoor pool, leisure club and health & beauty salon at this luxury four-star London hotel

NETWORKING OPPORTUNITIES

Monday Evening February 9, 2009

Welcome Reception - London Marriott Hotel Regents Park

Tuesday Evening February 10, 2009

Gala Dinner - RAF Museum London

The Royal Air Force Museum, Britain's only national museum dedicated wholly to aviation makes a fitting venue for the Gala Dinner.

The Museum is situated on the site of the original London Aerodrome, used for the great Hendon Air Shows. Five mammoth buildings contain over a hundred aircraft, artefacts, aviation memorabilia, fine art and photographs covering the history of aviation from early balloon flights to the latest jet fighters.

Dinner will be served underneath the wings of the magnificent Sunderland Flying Boat.



ABOUT THE CITY OF LONDON

London is capital of England and the United Kingdom. Home to the houses of Parliament and Buckingham Palace, the principal residence of Queen Elizabeth II, the city's rich historical and cultural heritage has made it one of the most popular tourist destinations in the world, spurred on by unparalleled economic growth. It boasts four World Heritage sites; the palace of Westminster, the Tower of London, the historical settlement of Greenwich and the Royal Botanical Gardens at Kew.

London is a vibrant, multi-cultural place and one of the most bustling, cosmopolitan cities on the planet. There is plenty to see - from the South Bank's BA London Eye and Tate Modern to the West End's bright and buzzing lights where you can find theatres, famous musicals and gourmet restaurants.

Its diverse population draws from a wide range of ethnic groups, cultures and religions with over 300 different languages spoken within the city. It is the largest aviation hub in the world served by five major international airports with Heathrow ranked the busiest international airport on the globe.



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DAY ONE - MORNING

9:00 **Chairman:** Alex Kirby, Managing Director, Insight Media Ltd

ACI Welcome

Olivier Jankovec, Director General, ACI Europe
Angela Gittens, Director General, ACI World
Leo Fermin, Deputy Director, Business and Finance, San Francisco International Airport, Chairman ACI World Economics Standing Committee

9:30 **Session 1 – State Of The Industry**

An objective assessment of the state of the global transportation industry featuring presentations by leading finance analysts and business schools.

A series of presentations followed by a question and answer session

Chris Tarry, Aviation Industry Research and Advisory, CTAIRA
Laurie Price, Director Aviation Strategy, Mott MacDonald Group

10:20 **Refreshment Break**

10:40 **Session 2 – The Changing Regulatory Environment**

The latest changes to the regulatory environment and their impact on our industry are outlined by top decision-makers from ICAO, the European Commission and the Civil Aviation Authority. The airport and airline operators will give their own perspective on the proposed changes.

A panel discussion followed by an interactive session

Moderator: Chris J Smith, Managing Director, Seabury Aviation & Aerospace
James C Cherry, President and Chief Executive Officer, Aeroports de Montreal
Declan Collier, Chief Executive Officer, DAA
Harry Bush, Group Director, Economic Regulation, CAA
Julián de la Cámara, Economist - Air Transport Bureau of ICAO
Derek Holt, Principal, Oxera
Mattias Johansson, European Commission, Directorate General for Energy and Transport
Jeff Poole, Director, Industry Charges, Fuel & Taxation, International Air Transport Association

12:30 **Lunch Break**

DAY ONE - AFTERNOON

13:30 **Session 3 – Investing In Airports**

Airports have become one of the most sought after types of infrastructure asset investments in recent years. We assess how the credit crisis has impacted the marketplace and if there remains a healthy appetite in the financial and investment community to acquire further airport assets.

A series of presentations followed by a question and answer session

Moderator: Simon Morris, Director, Jacobs Consultancy
Yiannis Paraschis, President of ACI Europe and CEO of Athens International Airport
Waleed Youssef, Chief Strategy Officer, TAV Airports Holding
Petr Vlasak, Vice-Chairman & Chief Financial Officer, Prague Airport
Colin Campbell, Partner, Citi Infrastructure Investors
Michael McGhee, Partner, Global Infrastructure Partners

15:30 **Refreshment Break**

15:50 **Session 4 – Financial Risk Management**

Rising air fares, cutting routes, failing carriers, lower passenger spending, rising utility and material cost and external shocks are some factors that may easily upset an airport's balance sheet. How do airports anticipate and quantify these challenges and what solutions can the financial community provide to help manage and reduce the associated risks?

A series of presentations followed by a question and answer session

Jon Bell, Airports and Airlines Director, Barclays Commercial Bank
David Bentley, David J Bentley Associates
Sotiris A Pagdadis, Ph.D. Senior Strategic Advisor, SH&E

16:50 **Airport CEO Survey – preliminary results on how airport CEOs see their major challenges**

A joint presentation:

Terri Morrissey, Director, This Is
Richard Plenty, Director, This Is

17:15 **End of Conference Day One**

DAY TWO - MORNING

9:00 **Chairman:** Alex Kirby, Managing Director, Insight Media Ltd

9:10 **Session 5 – The CFO Perspective: Managing And Financing Large Infrastructure Assets**
The current economic climate and general scarcity of available finance has made the CFO's task of managing and financing a capital intensive business more challenging than ever before. Our CFO panel discuss their experiences in managing their businesses.

A series of presentations followed by a question and answer session

Moderator: Justin Symonds, MD, Head of Transport and Logistics, ABN AMRO
Lynn Hampton, Vice President and Chief Financial Officer, Metropolitan Washington Airports Authority
Ray Gray, Chief Financial Officer, Dublin Airport Authority
Andres Ortega Rezk, Chief Financial Officer, El Dorado Airport

10:30 **Refreshment Break**

10:50 **Session 6 – Revenue Management**

The current financial problems of the airline industry have further highlighted the risk of airports relying on traditional aeronautical revenue streams. The need to diversify revenue streams and develop new non-aeronautical revenue sources is a matter of the highest priority for airport operators. We look at some of the latest innovations in and around the terminal as well as strategies for developing “outside the fence”.

A series of presentations followed by a question and answer session

Moderator: Chris LeTourneur, President & CEO, MXD Development Strategists

1) In And Around The Terminal – Optimising Your Retail, F&B, Parking And Hotel Revenue Streams

Airport Perspective: Thomas Immelmann, Director Commercial Development, Hamburg Airport
Jane Barber, Head of Retail, Manchester Airport
Tony Keating, CEO, SSP UK
Kai Essiger, Partner & Head of Competence Center Transportation, Horváth & Partners
François Deschamps, General Deputy Manager, Hub télécom

DAY TWO - AFTERNOON

12:50 **Lunch Break**

13:50 **ii) Outside The Fence – Maximising the Value of your Real Estate Assets**
Maarten de Groof, Executive Vice President & CCO, Schiphol Group
Patrick Heck, Deputy Manager, Revenue & Business Development, Denver International Airport

iii) User Charges - Sufficient To Cover Cost?

PS Senguttuvan, Associate General Manager, Economic Planning & Research Department, Delhi International Airport Private Limited
Richard Leigh, Managing Director, Airportcharges.com
Richard Sharp, Associate Director, Investment Banking Group, Macquarie Bank Group,

15:40 **Refreshment Break**

16:00 **Session 7 – Assessing the Financial Impact of Managing Airport Safety, Security, Congestion, Customer Service and the Environment**

An assessment of the financial impact of managing five key aspects of airport operations presented as case studies by airport operators:

A series of presentations followed by a question and answer session

Olle Sundin, Director, Group Airports Division, The LFW Group
Yemmi Agbebi, Director Portfolio Marketing, SITA

17:00 **Conference Ends**

** denotes speakers have been invited at the time of printing
Topics and speakers may be subject to change without prior notice*

For sponsorship and speaker opportunities, please contact Andrew Hazell at Insight Media:

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EXHIBITION INFORMATION

Hotel & Exhibition Facilities

The London Marriott Hotel Regents Park facilities include:
Wireless high-speed Internet
Business Centre

The Conference is held in the Adelaide Suite

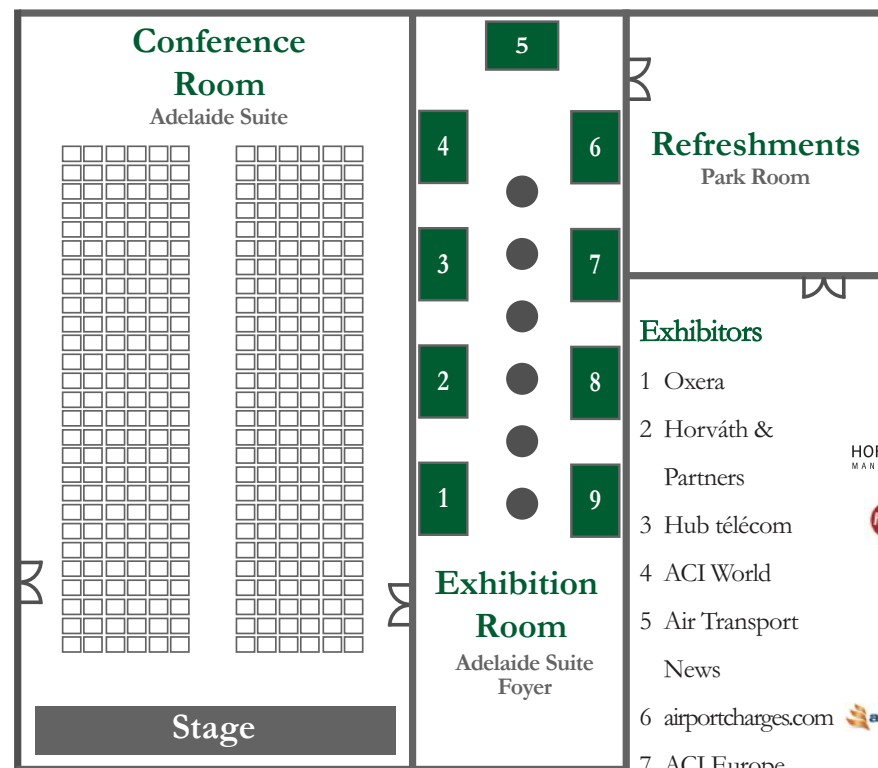
The Exhibition is held in the Adelaide Suite Foyer

Refreshments will be served in the Park Room and can be taken into the Adelaide Suite Foyer

For exhibition opportunities, please contact Andrew Hazell at Insight Media:

Andrew Hazell, Event Director
Insight Media Ltd
Tel: + 44 208 831 7518
Fax: + 44 208 891 0123
Email: andrewh@airportconference.com

FLOORPLAN



Tabletop Exhibition

■ Tabletop Available ■ Tabletop Sold ● Refreshment Table



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REGISTRATION FORM

Personal Details

Title	First Name	Last Name
Name of Organisation		Job Title
Postal Address		
City	Country	Postcode
Tel	Mobile	
Fax	Email	

Registration Fees

ACI Delegates €870/£725

Total: _____

Non ACI Delegates €1,305/£1,087.50

Total: _____

Payment

I will pay a total of € _____

- Cheque or Bank Draft made payable to Insight Media Ltd, 26-30 London Road, Twickenham, Middlesex, TW1 3RW, UK
- Direct bank transfer to Barclays Bank PLC, Hounslow Business Centre, 210 High Street, Hounslow, Middlesex TW3 1DL, UK
EURO Account No. 59857200, Sort Code 20 42 73, IBAN GB38 BARC 2042 7359 8572 00 SWIFT CODE BARC GB22
UK Account No. 00069698, Sort Code 20 42 73, IBAN GB38 BARC 2042 7300 0696 98 SWIFT CODE BARC GB22

Quoting Ref: Economics09

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Name on Card	Date	

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Signature required

Insight Media occasionally makes its delegate lists available to selected industry third parties. By completing this form, attendees give permission to pass their contact details to attendees and exhibitors to this event.

If such permission is denied please tick this box.

Insight Media has a 30-day payment policy and reserves the right to refuse entrance to the conference if payment is not received prior to the event. Conference fees include attendance at the event, all conference documentation, morning and afternoon refreshment breaks.

Delegate Cancellation Policy: Cancellations must be received in writing four (4) weeks before the event and will be subject to a 20% processing fee and refunded when the event is over unless substitution is provided.

No-shows will be billed.

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