Draft agenda as of January 11th, 2013

## AIRPORTS COUNCIL INTERNATIONAL 5th Annual Economics and Finance Conference

"The Keys to Financial Success for Airport Operators in a Changing Environment"

March 6 – 8, 2013 Singapore

## Wednesday, March 6, 2013

9:00 - 12:30 Pre-Conference Seminar #1

Lessons Learned from Airport Privatization and Charting the Way Forward

With the recent developments in Portugal, Saudi Arabia and the Maldives, this pre-conference

seminar will be packed with the latest information and lessons learned from airport privatizations to help chart the path for Governments, airport operators and investors

Dr. Waleed Youssef, TAV Isabel Goncalves, ANA Sidharath Kapur, GMR Osaka Airport Company

13:30 – 17:00 Pre-Conference Seminar #2

**Economic Regulation of Airports** 

Challenges, considerations and approaches in managing the different stakeholders when

implementing regulation at airports around the world

Organizer: Dr. Sotiris Pagdadis, PWC

Kate Lang, FAA

Danielle Pinho Soares, ANAC, Brazil

Atsuya KAWADA, Ministry of Land, Infrastructure and Tourism - JAPAN

19:00 – 20:30 Welcome Reception – Carlton Hotel

Thursday, March 7, 2013

9:00 – 10:00 *Welcome to Singapore* 

Angela Gittens, ACI World Patti Chau, ACI Asia-Pacific Olivier Jankovec, ACI Europe

Lye Teck TAN, Executive Vice President, Changi Airport Group

Government Official - Singapore Civil Aviation

10:00 – 10:30 Morning Break

10:30 – 11:45	Keynote Address – State of the Industry
	Session #1  Stakeholders View of the Industry  Moderator: Peter Harbison, CAPA Yiannis Paraschis, Athens Airport Tan Sri Bashir Ahmad Abdul Majid, Malaysia Airports Holdings Berhad Brian Pearce, IATA Scott Scherer, Boeing
11:45 – 12:30	Session #2  Worldwide Airport Investment Opportunities  Examining the privatization pipeline: What are the opportunities and the challenges?  Chris Tarry, CTAIRA
12:30 – 13:45	Buffet Luncheon in Exhibition Area
13:45 – 14:45	Session #3  Developing and Financing Airport Infrastructure Creating capacity in emerging markets and funding models for major capital expenditures Moderator: David Feldman, Exambela Mark Webb, HSBC Jeff Scheferman ADC&HAS Nicolas Painvin - Fitch Ratings Dr Stefan Schulte, Fraport Dr Waleed Youssef, TAV
14:45 – 15:45	Session #4  Airport Economic Regulations – What is the Best Model?  Presenting the outcomes of the ACI study on economic regulations  Moderator: Rafael Echevarne, ACI World  Olivier Jankovec (ACI EUROPE competition study)  Kate Lang, FAA  Australian Regulator  Danielle Pinho Soares, ANAC, Brazil
15:45 – 16:15	Afternoon Break
16:15 – 17:15	Session #5 Charging Strategies – Ensuring a Successful Financial Performance for Airport Operators Moderator: Kata Cserap, SH&E Liying Gu, ACI-NA Katsuya Hihara, Tokyo University Dora Kay, Vancouver Airport Authority

## Friday, March 8, 2013

9:00 – 10:15 Session #6

New Revenue Sources to Increase Financial Performance

Moderator: Patrick Graf, Zurich Airport

Michael McGhee, GIP

Patrick Heck, Denver International Airport

Philippe Schaus, DFS

10:15 – 10:45 Morning Break

10:45 – 12:00 Session #7

Airport Management Tools and Techniques for Financial Success

How to make the most of your human resources and implementing operational efficiencies to

drive revenue

Moderator: Dinesh Khanna, Boston Consulting Group

Simonas Bartkus, Vilnius Airport

William Tlou, ACSA Mike Toms, Oxera Damian Kobel, DKMA

12:00 – 13:30 Buffet Luncheon and Conclusion of Conference

<sup>\*</sup>Please note, the above speakers have been invited and this agenda is subject to change without notice