



airport health check

- ⊕ How efficient is your airport operating model?
- ⊕ Are you dependent on low cost carriers?
- ⊕ Are you maximising all sources of revenue?
- ⊕ Have you radically assessed operating costs?
- ⊕ Is your CAPEX programme attainable?
- ⊕ Are you offering the correct routes?
- ⊕ Are you using the right carriers?
- ⊕ Is your network sustainable?
- ⊕ Which market sector are you strongest in?
- ⊕ What mid to long term developments should you be considering?
- ⊕ Are you capturing all of the demand from your catchment?

The Airport Health Check finds the answers to these questions and many others by reviewing your airport operating model and identifying practical solutions.

Airport Health Check is available in 3 formats to suit requirements and budget:

BRONZE

Basic Overview

SILVER

Detailed Analysis

GOLD

Forensic

BRONZE

Basic Overview

- ⊕ Overview of current airport operating model
- ⊕ Overview of current revenue sources
- ⊕ Overview of operating costs
- ⊕ Commentary on ways to increase revenue & reduce costs
- ⊕ Airport SWOT analysis
- ⊕ CAPEX suitability & attainability review

- ⊕ Overview of current routes/airlines
- ⊕ Comparison of network to other similar airports
- ⊕ Comparison of airport charges to other similar airports
- ⊕ Schedule gap analysis to identify airline/route development opportunities

SILVER

Detailed Analysis

- ⊕ Evaluation of current airport operating model & enhancement suggestions
- ⊕ Analysis of current revenue streams - aeronautical & non-aeronautical
- ⊕ Strategy for improving revenue
- ⊕ Evaluation of current operating costs & strategies for reduction
- ⊕ Detailed airport SWOT analysis with improvement recommendations
- ⊕ Airport comparison - how does your airport compare to peer airports?
- ⊕ CAPEX suitability & attainability review

- ⊕ Evaluation of the current network performance with recommendations
- ⊕ Identification of which routes are profitable and which are not
- ⊕ Analysis of which airlines are operating profitably and which are not
- ⊕ Evaluation of incumbent carriers development strategy/aircraft orders etc.
- ⊕ Strategy for development of routes/networks/airlines

GOLD

Forensic

- ⊕ Detailed analysis of current airport operating model & enhancement suggestions
- ⊕ Analysis of current revenue streams - aeronautical & non-aeronautical
- ⊕ Strategies for improving revenue
- ⊕ Analysis of current operating costs & strategies for reduction
- ⊕ Detailed airport SWOT analysis with improvement recommendations
- ⊕ Provision of alternative Business Plan
- ⊕ Airport benchmarking - how does your airport compare to peer airports?
- ⊕ Detailed review of CAPEX vs traffic forecasts - review of CAPEX budget, recommendations on suitability, attainability, alternatives & ways to minimise capital expenditure

- ⊕ Detailed evaluation of all routes including P&L's for each
- ⊕ Identification of route/airline performance in terms of profitability
- ⊕ Analysis of revenue by airline
- ⊕ Fare availability analysis for each airline/route to identify demand elasticities
- ⊕ Evaluation of routes by category (e.g. business/leisure/ski/sun) to understand profitable sectors
- ⊕ Analysis of surface and interline leakage to identify development opportunities
- ⊕ Strategy for mid/long term sustainable development of routes/networks/airlines