Consulting.

Introduction
Overview of IATA Consulting Capabilities
Creating value for the air transport industry
ABOUT IATA

Founded in 1945
As the prime vehicle for inter-airline cooperation in promoting safe, reliable, secure and economical air services - for the benefit of the world's consumers.

Our mission
To represent, lead, and serve the airline industry.

Our vision
To be the force for value creation and innovation driving a safe, secure and profitable air transport industry that sustainably connects and enriches our world.

IATA in numbers

250+ member airlines
84% of total air traffic
$387B processed by IATA financial systems

1,400+ employees
66 offices in 62 counties
OUR COMMITMENT

Our objective is to help our clients
- Compete successfully in an increasingly volatile business climate
- Achieve sustainable performance standards and profitability through effective planning, development and implementation
- Operate in a safe and secure environment

We are committed to improving the air transport industry
- Simplify processes
- Increase passenger convenience
- Reduce costs
- Improve efficiency
- Meet environmental targets
- Sustain growth and profitability

IATA’s strategic activities include
- Contribute to airline financial health
- Encourage partnerships to increase the value of aviation
- Protect the interests of the air transport industry

Tony Tyler
Director General & CEO, IATA
The global air transport experts
WHY IATA CONSULTING?

We are trusted by multiple clients all over the world including airlines, airports, governments and aviation institutions.

400+ projects since 2006  200+ clients  80+ countries
OUR UNIQUE ADVANTAGE

70 years of presence in the aviation industry

We cover all fields of AVIATION

PRIVILEGED access to IATA databases & tools

UNIQUE ACCESS to industry experts & stakeholders

UNBIASED & NEUTRAL assessments based on best practices

GLOBAL PRESENCE LOCAL TOUCH
We are backed by a robust set of decision support tools

IATA BUSINESS INTELLIGENCE DATABASES AND TOOLS

IATA STANDARDS, MANUALS AND GUIDELINES

IATA REPORTS AND FORECASTS

OTHER INDUSTRY-LEADING TOOLS
ABOUT IATA CONSULTING

OUR FIELDS OF EXPERTISE
IATA Consulting has comprehensive experience in the full array of business challenges facing the aviation sector. Serving the airline industry for 70 years, IATA has developed unrivaled practical experience, which we bring forth to provide the best solutions for our clients.

With our depth and breadth of aviation industry experience, we assist clients maximize the value of their operating model, realize growth ambitions, and gain insights that translate into sustainable competitive advantages.

AIRCRAFT & ENGINEERING
Solutions to achieve real and lasting results in every aspect of airline commercial and operational management.

AIRPORTS, PASSENGERS & SECURITY
Solutions to plan your airport efficiently to avoid costly mistakes and profit from untapped opportunities.

GROUND HANDLING & CARGO
Solutions to optimize your operations and improve your safety and security while reducing costs.

SAFETY & FLIGHT OPERATIONS
Solutions for aviation organizations and airlines to improve safety, efficiency and air transport management.

ENVIRONMENT & ECONOMICS
Solutions for fulfilling the vision of a safer, more competitive and sustainable aviation industry.
Smart solutions
Expert advice
We assist airports in each cycle of their development

PLANNING
- STRATEGIC BUSINESS PLANNING, TRAFFIC FORECASTING, AIRPORT DEVELOPMENT SOLUTIONS

OPTIMIZATION
- OPERATIONS, SECURITY & CAPACITY MANAGEMENT SOLUTIONS

COMMERCIALIZATION
- BUSINESS DEVELOPMENT SOLUTIONS

CHANGE IN OWNERSHIP
- PRIVATIZATION SOLUTIONS

WE KNOW AIRPORTS
For more than 20 years, IATA has been involved in the most important and successful airport development projects in the world.

IATA Consulting has the depth of expertise necessary to provide real solutions to today’s complex airport issues. Our experience will help you plan efficiently, avoid costly mistakes and profit from unseen opportunities.

With our privileged access to strategic planning, market data, trends and practices, we’ll help deliver your project’s ROI – guaranteed!
OUR SERVICES

AIRPORT TRAFFIC STUDIES

We provide the industry’s best forecasts of passenger and cargo traffic, typically from 5 years to 30 years into the future. We have unique access to detailed information from airlines and leading-edge databases. Our forecasts can be used by airports, investors, planners and governments with the confidence of airline industry backing.

HOW CAN WE HELP?

Our forecasts are a credible and robust guide based on the latest available data. They answer critical questions all airports need to know:

• What will be the future air travel demand at the airport?
• What mix of travelers will use the airport?
• How will demand be served by the airlines operating at the airport?

Our comprehensive approach uses the best techniques:

• Econometric modelling of both unconstrained and constrained scenarios
• Catchment area mapping and competitive intensity analysis
• Air service development
• Robust data sources and interviews

WHO BENEFITED FROM OUR SERVICES?

• Heathrow Intl. Airport (U.K.)
• Bangkok Suvarnabhumi Intl. Airport (Thailand)
• Aeroporti di Roma (Italy)
• Airservices Australia (Australia)
• Sao Paulo Guarulhos Intl. Airport (Brazil)
• Vancouver Intl. Airport (Canada)
• Singapore Changi Intl. Airport (Singapore)
• Dubai World Central (UAE)
• Toluca Intl. Airport (Mexico)
• Hong Kong Intl. Airport (China)
Airport Level of Service and capacity are very complex disciplines, and most airports would benefit from expert guidance to better understand their issues. Only a thorough study, either for the airport as a whole or for a specific sub-system provides an accurate picture of where you stand. As the owner of the LoS concept and a leading reference in terms of airport standards, we have the tools and knowledge of best practices to lead this challenge.

**HOW CAN WE HELP?**

Our airport capacity studies can provide significant gains in efficiency through:
- An in-depth understanding of the factors causing congestion
- The application of technological innovations and operational improvements to alleviate bottlenecks

We will define the requirements to meet the challenges of traffic growth and technological change using sophisticated simulation tools. Our experts will also assess your airport’s future capacity needs and compare them with existing capacity.

The specialists then determine what airport improvements will be needed to meet forecast demand. Furthermore, you will be able to monitor growth trends and expand your airport as demand warrants.

**WHO BENEFITED FROM OUR SERVICES?**

- New Abu Dhabi Intl. Airport (UAE)
- Guarulhos Intl. Airport (Brazil)
- El Dorado Intl. Airport (Colombia)
- Curaçao Intl. Airport (Curaçao)
- Edmonton Intl. Airport (Canada)
- Bangkok Suvarnabhumi Intl. Airport (Thailand)
- Amman Intl. Airport (Jordan)
- Václav Havel Intl. Airport (Czech Republic)
Given their size and complexity, airport transactions require special care. The identification and assessment of all risk factors that could potentially impact an airport transaction are absolutely crucial for a successful deal. We have the tools and expertise to perform a complete airport transaction due diligence for governments, vendors, buyers and financial institutions.

HOW CAN WE HELP?
Working on your behalf, we carry out a comprehensive reviews of airports and evaluate all risks to the transaction, the capacity of an airport to meet its financial obligations as well as its potential as a long-term investment.

IATA Consulting offers a wide array of customized solutions to governments, sellers, buyers and banks during airport transactions, including:
- Strategic analysis
- Traffic forecasting
- Capacity studies,
- Airport development studies
- CAPEX estimates
- OPEX assessment
- Technical studies

WHO BENEFITED FROM OUR SERVICES?
- Toulouse-Blagnac Intl. Airport (France)
- 5 airports incl. Sao Paulo-Guarulhos Intl. Airport and Rio de Janeiro-Galleao Intl. Airport (Brazil)
- Kansai Airports (Japan)
- Vladivostok Intl. Airport (Russia)
- Sydney Intl. Airport (Australia)
- ANA Airports (Portugal)
- Lima Intl. Airport (Peru)
- National Government (Algeria)
- National Government (Egypt)
- National Government (Maldives)
In today’s competitive aviation environment, development of route networks is a top priority. We provide proven guidance to develop passenger and cargo route networks at airports around the globe. We have the expertise and industry contacts to help your airport identify gaps, reduce leakage, and build new air links to high-potential markets.

**HOW CAN WE HELP?**

IATA Consulting can help maximize your route network by:

- Identifying gaps in your current route network
- Reducing leakage to competing airports and hubs
- Building new air links to high potential passenger and cargo markets *(i.e., new carriers, new destinations, new services, larger aircraft, increased frequency)*
- Proactively engaging airlines to discuss new opportunities

Our solutions provide tailor-made business cases with robust demand and route profit/loss analysis ready to be presented to airlines. They include:

- Detailed traffic profile analysis
- Airport catchment area mapping using leading edge AirportIS and CargoIS data
- Comprehensive connectivity analysis
- Interviews with key airlines and external stakeholders

**WHO BENEFITED FROM OUR SERVICES?**

- Suvarnabhumi Intl. Airport (Thailand)
- Korean Airports Corporation (South Korea)
- Nantes-Atlantique Intl. Airport (France)
- Narita Intl. Airport (Japan)
- Singapore Changi Intl. Airport (Singapore)
- Dubai World Central (UAE)
- Karaganda Intl. Airport (Kazakhstan)
- Munich Intl. Airport (Germany)
- San Francisco Intl. Airport (USA)
To avoid potentially costly missteps, get the expert guidance you need to ensure your future infrastructure development is realistic, cost-effective and affordable. IATA Consulting has the specialized tools and extensive experience to prepare or review master plans for the optimal development of new or existing airports.

**HOW CAN WE HELP?**

IATA Consulting uses simulation and other essential planning tools to provide leading solutions to develop a visionary master plan, including:

- Sizing and location of major facilities
- Provision of adequate capacity to meet the projected demand
- Compatibility of the airport expansion with aeronautical criteria
- New aircraft types and systems
- Local land-use planning and zoning
- Logical phasing of airport development to ensure financial effectiveness
- Environmental impact assessment of the proposed development

**WHO BENEFITED FROM OUR SERVICES?**

- Suvarnabhumi Intl. Airport (Thailand)
- Rome Viterbo Intl. Airport (Italy)
- Tocumen Intl. Airport (Panama)
- Dubai Intl. Airport (UAE)
- Gatwick Intl. Airport (U.K.)
- Cambodia Intl. Airports (Cambodia)
- Biala Podlaska Airport (Poland)
- Toluca Intl. Airport (Mexico)
- Prague Intl. Airport (Czech Republic)
- Krasnoyarsk Intl. Airport (Russia)
- Vatry Cargo Airport (France)
- Notre Dame des Landes Intl. Airport (France)
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<thead>
<tr>
<th>Name</th>
<th>Designation</th>
<th>Department</th>
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<tbody>
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<td>IATA Consulting</td>
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With offices in 62 countries and a network of industry experts in every part of the world, IATA is solidly established throughout the world in the aviation market.

### Main offices

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<th>Europe</th>
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China Digital Harbor  
No. 1 Wangjing North Road  
Chaoyang District, Beijing  
People’s Republic of China | Torre Europa  
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Madrid 28046  
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| Middle East & Africa | The Americas | North America | Russia & CIS |
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