

business planning

Business Planning

Whether as part of the day to day operation of an airport business or as part of a transaction process, AviaSolutions has the knowledge, skills and experience to advise on the introduction of effective business planning processes. We provide detailed short and long term plans with clear delivery mechanisms, and provide a platform for investment decisions.

Business Plan Process Implementation

Not all airport investors have detailed industry knowledge. As a result, AviaSolutions works closely with its clients to advise on the development of robust business planning processes, ranging from ensuring the correct management reporting systems are in place to establishing a Business Plan development timetable and review strategy.

Business Plan Development

- AviaSolutions' advice on business plan development will depend on the situation. Working in house for an airport operator may require the development of a short term plan involving the production of a bottom up set of financial projections and key performance indicators. These in turn will be underpinned by a set of key business initiatives which will ensure their delivery.
- On the other hand, working for an investor may require the development of a set of long term financial projections which will form the basis of the asset's valuation.

Whichever situation, AviaSolutions has the direct knowledge and experience to deliver both.

Performance Benchmarking / Enhancement

Performance benchmarking is critical to assessing the performance of an asset, to identifying potential areas for improvement and to quantifying areas where value in a business can be realised. Our in-depth knowledge of peer airports/airlines and experience of industry best practice allows us to make a detailed assessment of a business's current performance and suggest future improvement strategies.

Airport Commercialisation Strategies

As pressure on core income generation in the airport industry intensifies, the need to develop alternative income streams is increasingly important. The ability to recognise where opportunities for improvement exist is important; identifying the right strategies to realise these opportunities is crucial. With consultants who have had direct involvement in this field, and unparalleled project experience, AviaSolutions is ideally placed to implement Airport Commercialisation and improvement strategies which will deliver real value to your business.

case studies



As part of an airport Privatisation process AviaSolutions advised a consortium of leading Infrastructure Developers and Financial Institutions on their bid for the business.

This involved:

- Development of a preliminary business plan based on publicly available information. The plan included the development of long term passenger forecasts for multiple airports, an assessment of current financial performance, the development of long term financial projections, and a review of the existing infrastructure. This was compared to AviaSolutions passenger forecasts to determine the timing and scope of future infrastructure requirements.
- We also provide support in the selection of potential consortium partners and advice on the proposed regulatory structure.

A major international airline appointed AviaSolutions to produce a business plan to inform negotiations with potential aircraft lease finance providers to fund the acquisition of a fleet of long haul aircraft. This involved:

- Analysing the competitive position in world markets of the airline's base airport.
- Developing a detailed forecast of the airport growth potential with breakdowns by sector and country.
- Integrating the airline's schedule and fleet plans to produce a ten year financial plan for the airline.
- Coordinating the airline's business plan with the future growth plans of the airport at which it was based.
- Assessing the airline's competitive position in both the regional and international markets.
- Providing a detailed analysis of future traffic by O+D market and integrating this into the business plan.

