



Aviation
 Asia Pacific **BUSINESS**
 Essential reading for industry insiders

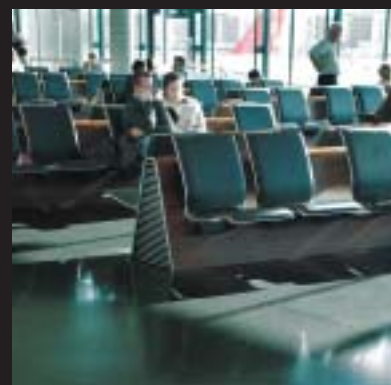
Airport Development 2007

16-17 August, 2007
 Sydney Harbour Marriott

"Airports are going to drive 21st century business locations as urban developments, as much as highways did in the 20th, railroads did in the 19th and seaports in the 18th." Dr John D Kasarda, Distinguished Professor of Management, University of North Carolina



Key contributions from:
 Koen Roojimans, CEO, **Brisbane Airport Corporation**
 Phil Baker, Managing Director, **Adelaide Airport Corporation**
 Paul Hughes, CEO, **Newcastle Airport**
 Kim Ellis, CEO, **Bankstown Airport**
 Rob Mactaggart, Commercial Manager Property, **Brisbane Airport Corporation**
 Gerard Neylan, General Manager Property Development, **Melbourne Airport**
 Colin Grove, General Manager Property Development, **Sydney Airport Corporation**
 Dr Paul Hooper, **Manchester Metropolitan University, UK**
 John Doherty, Executive Director, Aviation Regulations Branch, **Department of Transport and Regional Services**



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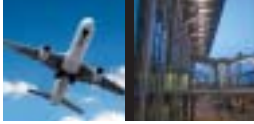
Make educated investment decisions on the future development of airports

- Analyse the emergence of Airport Cities and assess their social and economic impact
- Learn how to maximize non-aeronautical revenue opportunities
- Understand the current regulatory environment and its impact on your operations
- Evaluate funding mechanisms and investment modelling for successful development projects

To Register

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Web www.informa.com.au/airportdevelopment



DayOne Thursday 16th August 2007

THE FUTURE OF AIRPORT DEVELOPMENT

8.30 *Registration and Coffee*

9.00 *Chairman's Opening Address*

9.10 **OPENING KEYNOTE ADDRESS:**
The outlook for airport development in Australia in an international context

CEO insights:

Australia is part of the fastest growing region in the world. The domestic market in the Asia Pacific region is tipped to outperform North America by the year 2025, driving the need for airport development at an unprecedented rate. This presents Australian airports with a unique opportunity to capitalise on the regions prosperity.

Discussion topics include

- Capacity and infrastructure capabilities
- Methods to drive revenues
- Future development

9.50 Koen Rooijmans, CEO,
Brisbane Airport Corporation

10.10 Phil Baker, Managing Director,
Adelaide Airport

10.30 **Question & answer panel**

10.50 *Morning tea*

THE EMERGENCE OF AIRPORT CITIES

11.20 **Making educated investment decisions on airport development**

The airport metropolis phenomenon has taken flight and airports around the world are embracing the commercial opportunities generated from airport development. Airports are no longer places of transit, but are becoming self-sufficient cities with retail, commercial, industrial and residential precincts.

Douglas Baker PhD,
Associate Professor, **School of Urban Development**
Director, **Queensland Research Centre**
Australian Housing and Urban Research Institute
Queensland University of Technology

12.00 **INTERNATIONAL PRESENTATION:**
Sustainable Development - A European perspective on the implications for airports of the future



- Environmental and social constraints on airports
- Striving for efficiency
- Eco-footprinting and the strategic development of airports
- Corporate responsibility and stakeholder engagement

Dr Paul Hooper, Centre for Air Transport and Environment,
Department of Environmental & Geographical Sciences,
Manchester Metropolitan University

12.40 *Lunch*

PLANNING, DESIGN AND DEVELOPMENT

1.40 **Global trends in airport development**

- Current projects
 - Strategies to improve operational performance
 - Cost considerations during airport development
- Greg Fordham, Director, **Airbiz**

2.20 **The impact of infrastructure development on airlines**

- Will airlines benefit?
- Positive and negative ramifications
- Finding the balance between airline wants and airport profits

Warren Bennett, Executive Director,
The Board of Airline Representatives Australia

3.00 *Afternoon tea*

3.20 **Engaging stakeholders from inception to completion and beyond**

- Transparency – lessons from other industries
- Community engagement
- Innovative communication strategies

Brian Tyson, Chief Executive Officer,
Gavin Anderson and Company

4.00 **PANEL SESSION:**
Evaluating the potential for airport expansion in the Asia Pacific region

- Who will benefit from increased activity in airport development?
- Will Australian airports fully embrace the airport metropolis concept?
- How can airports make themselves more attractive for investment?
- What is the legal environment surrounding airport development?

4.30 *Closing remarks from the Chair*

4.40 **Close of day one & networking drinks**
Asia Pacific Aviation Business invites you to enjoy the informal cocktail reception



Development 2007

DayTwo Friday 17th August 2007

8.30 *Registration and Coffee*

9.00 *Chairman's Opening Address*

9.10 **Regulating airport development to promote sustainable growth**

- Economic regulation and investment
- Land use and environmental considerations
- Government incentives for airport infrastructure investment – What works?

John Doherty, Executive Director,
Aviation Regulations Branch,
Department of Transport and Regional Services

REGIONAL AIRPORTS

9.50 **Regional airport roundtable:**

The panel will address the opportunities and challenges facing regional airports as they look to take advantage of new revenue streams.

- Planning and development of airport assets
- Raising land side revenue
- Leveraging off increased passenger flow
- Attracting investment
- Managing public perception through development
- Coordinating infrastructure upgrades

Paul Hughes, CEO,
Newcastle Airport

Kim Ellis, CEO,
Bankstown Airport

10.50 *Morning tea*

MAXIMISING NON-AERONAUTICAL REVENUE OPPORTUNITIES

11.20 **Trends in airport retail**

- Driving passenger spend through an effective retail mix.
- Developing partnerships with international retailers
- Capturing advertising revenues

12.00 **Effective food and beverage retailing in airports**

- The phenomena of retail brands
- Location, location, location & seats help too...
- 60 Minutes expose – what's hot, what's not!

Justin Smith, National General Manager – Airports,
Spotless

12.40 *Lunch*

1.40 **PANEL SESSION: Strategies to drive return on real-estate assets**

- Commercial opportunities – models for rapid expansion
- Bulk retail opportunities
- Attracting tenants
- Intermodalism and land use

Rob Mactaggart, Commercial Manager Property,
Brisbane Airport Corporation

Gerard Neylan, General Manager Property Development,
Melbourne Airport

Colin Grove, General Manager Property Development,
Sydney Airport Corporation

FINANCING AIRPORT DEVELOPMENT

2.40 **Fending off PE: Lifting airport performance through building a truly customer-facing organisation**

- Developing new products to serve passenger segments
- Adopting a partnering approach that grows traffic and value
- Delivering value to airlines through needs-based investment
- Finding new partners in commercial development

George Woods, Director and Head of Travel and Tourism Practice,
LEK Consulting

3.20 **Funding mechanisms and investment strategies**

- Global investment activity
- Consortia, alliances, joint ventures
- The emergence of global airport investors
- Models for investment – creative airport finance
- Key indicators of an attractive airport for investment
- Do financial investors bring value to airports?

4.00 *Closing remarks from the Chair and close of Summit*

SPONSORSHIP & EXHIBITION OPPORTUNITIES

This event will provide an impressive platform to showcase products and services through event sponsorship or the boutique trade show. Comments about our past aviation events:

"This was a good networking event that brought together a very wide range of delegates, including users, providers and policy makers. It is a niche conference and it met our objectives."
Tenix Defence

"Valuable introductions. Good opportunity to act as front-line marketers for a new team" Rapiscan

"Good networking opportunities; our target market was in attendance." Zylotech

**For more information contact Sarah Cullen on
+61 2 9820 0535 or sarah.cullen@informa.com.au**

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SAVE UP TO \$500 BY BOOKING EARLY

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Conference material only (CD/papers) **\$695 + 10% GST = \$764.50**

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Position: _____

Approving Manager _____ Position _____

Your signature: _____
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If you are booking accommodation at the hotel, please mention you are attending the conference to receive the special conference accommodation rate.

TRAVEL FOR DELEGATES – DISCOUNTED

For all your travel and accommodation requirements contact Danielle Connery at Bay Travel on (02) 9928 2561 or email danielle@baytravel.com.au and quote the conference name.

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Attending this conference will offer maximum benefit. However, if you are unable to attend, the conference presentations are available at a cost of \$695 + 10% GST = \$764.50. Simply tick the "Conference material" box on the registration form and forward it with payment to Informa Australia Pty Ltd. The papers will be sent to you within 3 weeks of the event.

CANCELLATION POLICY

Cancellations must be advised in writing at least 10 days prior to the event. An administration fee of \$440 (incl. GST) will be incurred for cancellations. A refund will not be given if a delegate fails to attend or cancels within 9 days prior to the event. Conference notes will be sent to paid delegates who cancel in the non-refund penalty period. Substitutions can be made at any time before the event without penalty.

REGISTRATION FEES

Registration fee includes the cost of papers, lunch and refreshments

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