



AUSTRALASIAN AIRPORTS REAL ESTATE CONFERENCE

4–5 August 2011
Melbourne, Victoria, Australia

AVALON ✈

ABOUT THE AAREC 2011 CONFERENCE

In early 2004, we recognised the need for the Airport Property Managers to get together to swap ideas and learn from each other. The first Australasian Airports Real Estate Conference was held in Brisbane in late 2004. At the conclusion of that conference it was decided to hold a conference each year at a different Australasian Airport, with a key component of the conference being a tour of the hosting Airport. This gave all delegates the opportunity to see and learn first hand how different airports are responding to their airside demands, spatial constraints and regional growth and opportunity. Airports that have hosted the conference are:

2004 – Brisbane 2005 – Canberra
2006 – Adelaide 2009 – Brisbane
2010 – Darwin

This year, the conference moves to Melbourne. Melbourne is a fantastic venue for the conference given the number and diversity of Airports in the city, the way each airport has responded to its role in the Aviation network and the Landside response to its Airside role as well as its regional positioning.

We have tried to balance the opportunity of visiting the 4 Melbourne Airports with the constraints of time, program and relevance to all delegates. Accordingly we are offering tours of Tullamarine and Essendon as core conference components, and tours of Moorabbin and Avalon as optional.

Finally I would like to thank our sponsors and the conference organising committee for giving their time in helping to organise what we hope to be a truly successful conference.

We hope you can join us in Melbourne in August 2011.

Yours Faithfully,



Rob Mactaggart
Conference Organiser

✈ TULLAMARINE

✈ ESSENDON

✈ MOORABBIN

INFORMATION ABOUT MELBOURNE AIRPORTS

MELBOURNE (TULLAMARINE) AIRPORT

Melbourne Airport (Tullamarine) was privatised in 1997 and is Australia's second largest airport in terms of PAX numbers. Situated on a total site of over 2,300 hectares of land, it is located 22 km northwest from the Melbourne CBD. It offers International and Domestic FBT operations, the Airport has approx 300 hectares available for future development. Key on airport Property developments include; Hilton Hotel, DHL Danzas, Toll, Star Track Express, Schenker and Caterpilla.

ESSENDON AIRPORT

Essendon is a General Aviation and Corporate Jet Airport, and is located 10 kilometers to the West of the Melbourne CBD. It was privatized in 2001. Situated on 305 hectares, the airport has two runways, and comprises a significant mix of aviation and non-aviation activities. The airport is now one of the leading General Aviation and Corporate Jet Airports in Australia. Key Property developments include DFO Essendon, Coles, and Aviation Museum.

MOORABIN AIRPORT

Moorabbin Airport is located to the south east of the Melbourne CBD and is one of the busiest airports in the Southern hemisphere. It is a leader in General Aviation, Regional connections and pilot training.

It was privatized in June 1998. The airport has a site area of 294 hectares. Significant on Airport developments include; DFO Moorabbin, Chifley Industrial Park.

AVALON AIRPORT

Avalon Airport. Avalon Airport is Australia's only dedicated low cost airport, located 55 kms south west of the Melbourne CBD. It was privatized in 1997.

Since beginning commercial operations in 2004, Avalon Airport has seen extraordinary growth with over 1 million passengers now using the facility each year. Avalon is the site of the Avalon International Airshow. In March 2009, the 9th Australian International Airshow was held, with more than 200,000 visitors from over 50 countries attending over the five days.

AAREC 2011 CONFERENCE PROGRAM

Time	Topic	Speaker
Wednesday 3 August		
5 PM	Early arrivals drinks Those who arrive into Melbourne the night before can meet for dinner.	
Thursday 4 August		
7:30 to 8:30	Registration MELBOURNE CONVENTION & EXHIBITION CENTRE (MCEC)	
1 8:30	Welcome MCEC	Rob Mctaggart
2 8:45	The Melbourne Aviation market Melbourne has four airports each fulfilling a different role in the aviation market as well as responding to the context of its location regionally. MCEC	
3 9:30	Melbourne Airports in their local property market How each Airport has responded to the Landside Opportunity MCEC	
10:30	Morning tea MCEC	
4 11:00	How to facilitate external developers / investors on the Airport Attracting 3rd party developers is an important capital source for Airports wishing to Finance Landside development. Developers / Investors will outline the challenges they face in the areas of: <ul style="list-style-type: none"> Valuation Finance Approvals Legals / Regulatory MCEC	Panel Discussion <i>Panel Members</i> Valuer Developer (Hans Pearson) Airport Manager
12:00	Lunch MCEC	
1:00	Essendon master plan presentation and Strategy MCEC	Rob Whitwell
5 1:45	Travel to Essendon Airport TRAVEL BY BUS	
6 2:00	Essendon Airport Tour Walking and bus ESSENDON AIRPORT	Rob Whitwell
Afternoon tea during tour		
7	Discussion about Essendon Airport Planning and development Question and answers with Rob Whitwell ESSENDON AIRPORT WHISKY DISTILLERY	Rob Whitwell
Tour of Whiskery distillery ESSENDON AIRPORT WHISKY DISTILLERY		
5:00	Return to CBD TRAVEL BY BUS	
7:30	Meet at restaurant for Conference Dinner HILTON HOTEL SOUTH WHARF	

Time	Topic	Speaker
Friday 5 August		
8 8:30	Opening comments	
9 8:45	Melbourne Airport Master Plan and Strategy MCEC	Linc Horton
9:45	Travel to Melbourne Airport TRAVEL BY BUS	
10 10:00	Melbourne Airport Tour MELBOURNE AIRPORT	Linc Horton
Morning tea on tour MELBOURNE AIRPORT		
Return to conference venue TRAVEL BY BUS		
12:00	Lunch MCEC	
1:00 Concurrent Sessions		
Session A: Airports Subject to Federal Planning Legislation MCEC		
11A 1:00	Airport White Paper. Implications	Norton Rose Lawyers
12A 2:00	Panel Discussion How different Airports are working with the changes	
3:00 Afternoon Tea		
13A 3:30	Australia's resources boom; impacts on airports and how to capture some value.	
Session B: Airports Subject to State Planning Legislation MCEC		
11B 1:00	Planning to maximise the commercial value of the airport.	
12B 2:00	G.A. Community subsidy or full cost?	Panel Discussion
3:00 Afternoon tea		
13B 3:30	Australia's resources boom; impacts on airports and how to capture some value.	
Session C: Tour of Moorabbin Airport TRAVEL BY BUS TO MOORABBIN AIRPORT		
11C 1:00	Travel to Moorabbin Airport	
12C 1:45	Moorabbin Airport Master Plan Presentation and Strategy	Charles DiPetta
13C 2:30	Airport Tour	
3:30 Return to conference venue		
14 4:30	Wrap up MCEC	Rob Mctaggart
5:00	Finish cocktails	
7:00	Friday Night Football (Optional) Delegates travel to experience the best of Australian Rules Football. ETIHAD STADIUM	
Saturday 6 August		
15	Avalon Airport Tour Optional	



CONFERENCE VENUE AND ACCOMMODATION

The 2011 Australasian Airports Real Estate Conference will be held at the Melbourne Convention Exhibition Centre.

The Melbourne Convention and Exhibition Centre (MCEC) is located at 1 Convention Centre Place, South Wharf in central Melbourne, Australia. The fully-equipped centre is close to restaurants, hotels and public transport hubs and just 20 minutes by car from Melbourne Airport.

The MCEC is a landmark in the area, perched on the south bank of the Yarra River, and surrounded on all sides by trams, trains, buses, taxi ranks and ample car parking. A short stroll along the iconic Southbank Promenade places you in the heart of Melbourne city – Australia’s culture, cuisine and

events capital – where visitors can enjoy a perfect café latte by day or an award-winning local wine or microbrew by night.

Adjacent to the MCEC is Melbourne’s newest Hilton – the Hilton Melbourne South Wharf. Each of the 396 rooms feature floor-to-ceiling glass windows that capture the view of the city and the Yarra River. Every room is generously proportioned and includes a magnificent four-point bathroom and the latest technology. Guests staying in the hotel’s suites have access to the executive lounge with an outdoor terrace that appears to float out onto the river and can be enjoyed during the day and at night.



FRIDAY NIGHT FOOTBALL

On the Friday night of the conference we are offering our guests the opportunity to attend an Australian Rules Football match at Etihad Stadium.

Melbourne’s Etihad Stadium will amaze you with its huge retractable roof and a lush green carpet of turf – all managed by computer.

Roman amphitheatre-style seating brings you closer to the centre stage action, creating an atmosphere that is legendary among sporting fans.

Melbourne is the home of AFL, and on match days you’ll see many locals proudly wearing or waving their team’s colours, on the way to a game.

The huge crowds contribute to a welcoming family atmosphere, as they converge on Melbourne’s modern Docklands area.

ABOUT OUR SPONSORS



Unique Assets. Unique Skills.

Gateway Project Partners are landside specialists, combining a unique skill set with cutting edge strategies in the pursuit of creating value.

We are an Australian private equity group focussed on Airport-related landside planning, strategic advice, property investment and development projects in the Asian Pacific region.

We believe in the fundamental competitive advantages that airport property offers due to its prime location and infrastructure. We provide consultancy services to the creation of ‘landside’ property master plans, property business models, financial analysis and development management.

Gateway Project Partners understand airports and assist airport stakeholders in the understanding and resolution of strategic issues relating to property and infrastructure.

Gateway Project partners delivers value to its airport clients and partners through transparent and simple capital structures, consultancy and delivery services in a principal or advisory capacity.

NORTON ROSE

Norton Rose Group is a leading international legal practice. We offer a full business law service from offices across Europe, the Middle East and Asia Pacific.

Knowing how our clients’ businesses work and understanding what drives their industries is fundamental to us. Our lawyers share industry knowledge and sector expertise across borders, enabling us to support our clients anywhere in the world. We are strong in financial institutions; energy; infrastructure and commodities; transport; and technology.

We have over 1800 lawyers operating from 30 offices in Abu Dhabi, Amsterdam, Athens, Bahrain, Bangkok, Beijing, Brisbane, Brussels, Canberra, Dubai, Frankfurt, Hamburg, Hong Kong, London, Melbourne, Milan, Moscow, Munich, Paris, Perth, Piraeus, Prague, Rome, Shanghai, Singapore, Sydney, Tokyo and Warsaw and from associate offices in Ho Chi Minh City and Jakarta.

Norton Rose Group comprises Norton Rose LLP, Norton Rose Australia and their respective affiliates.

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