

Airport Privatization and Transfer of Ownership

Classroom and In-Company Course (3 days/24 hours)

Improve your overall understanding of the required actions and complexities involved in the transfer of airport operations or ownership from government entities to private sector investors and operators.

During this 3-day course you will learn about seller and buyer activities involved in the privatization process, including long term concessions, leasing agreements and the sale of shares. You will be able to identify business opportunities by understanding which elements are attractive to potential investors, the most appropriate financial models, risk analysis, bid management and offer delivery.

Objectives

Upon completion of this course you will be able to:

- Understand how to plan for and navigate an airport ownership change
- Identify the key points and main objectives so appropriate focus and resources can be allocated to each element of the process
- Appreciate the areas of risk and potential mitigants on both the seller and buyer side of the transaction

Target audience

- Professionals requiring a good overview of transfer of airport ownership
- National Aviation Authorities
- Professionals involved in projects with focus on Airport Investments

Prerequisites

Participants should have prior knowledge of:

- Airports as businesses

Recommended level

- Professional and Management

Key topics

- Definition of Privatization
- Private airports
- Investors
- Seller activities
- Market assessment
- Legal structure
- Buyer activities
- Consortium formation
- Offer delivery

Activities

- Case studies

Certificate awarded

An **IATA Certificate** is awarded upon successful completion of the course and final examination.

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Course schedule

Module 1

▪ Introduction

- Privatization defined
- Private airports overview
- Investor overview
- Pricing comparables (EBITDA multiples)

Module 2

▪ Seller activities

- Political climate and acceptance
- Purpose of transaction
- Market assessment (attractiveness of asset, country etc.)
- Profile of the ideal future owner/investor/developer
- Legal structure
- Organization and resources
- Terms and conditions
- Documents
- Budget and funding
- Timing and process

Module 3

▪ Buyer activities

- Consortium formation
- Due diligence: resources and scope of work
- Analysis and bid generation
- Offer delivery

This course can be customized for your company and delivered at the location of your choice.
Request in-company training