

REGIONAL AIRPORT DEVELOPMENT CONFERENCE

Optimising Cash Flow by Building on Available Assets

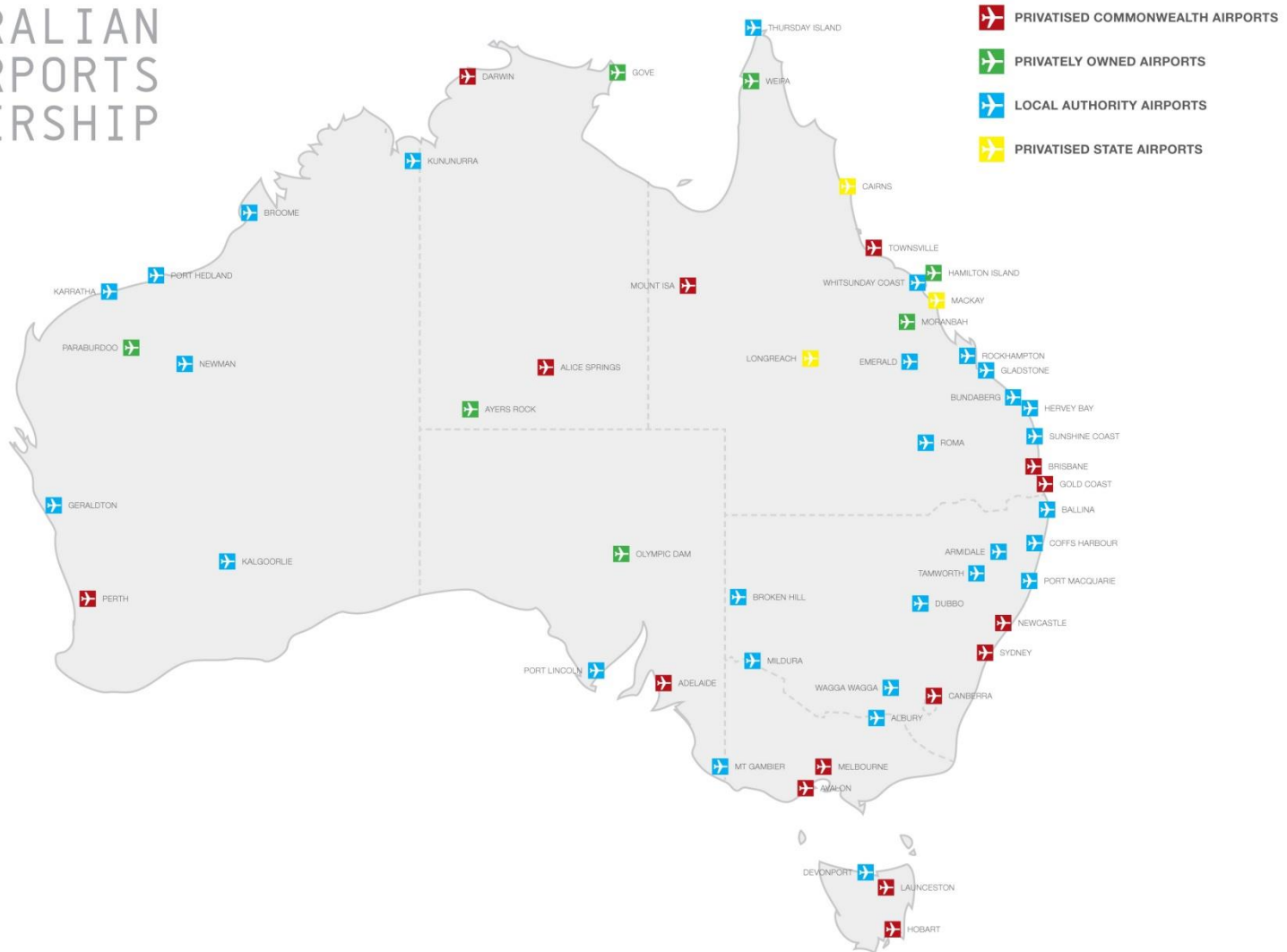
Brisbane

24 March 2015

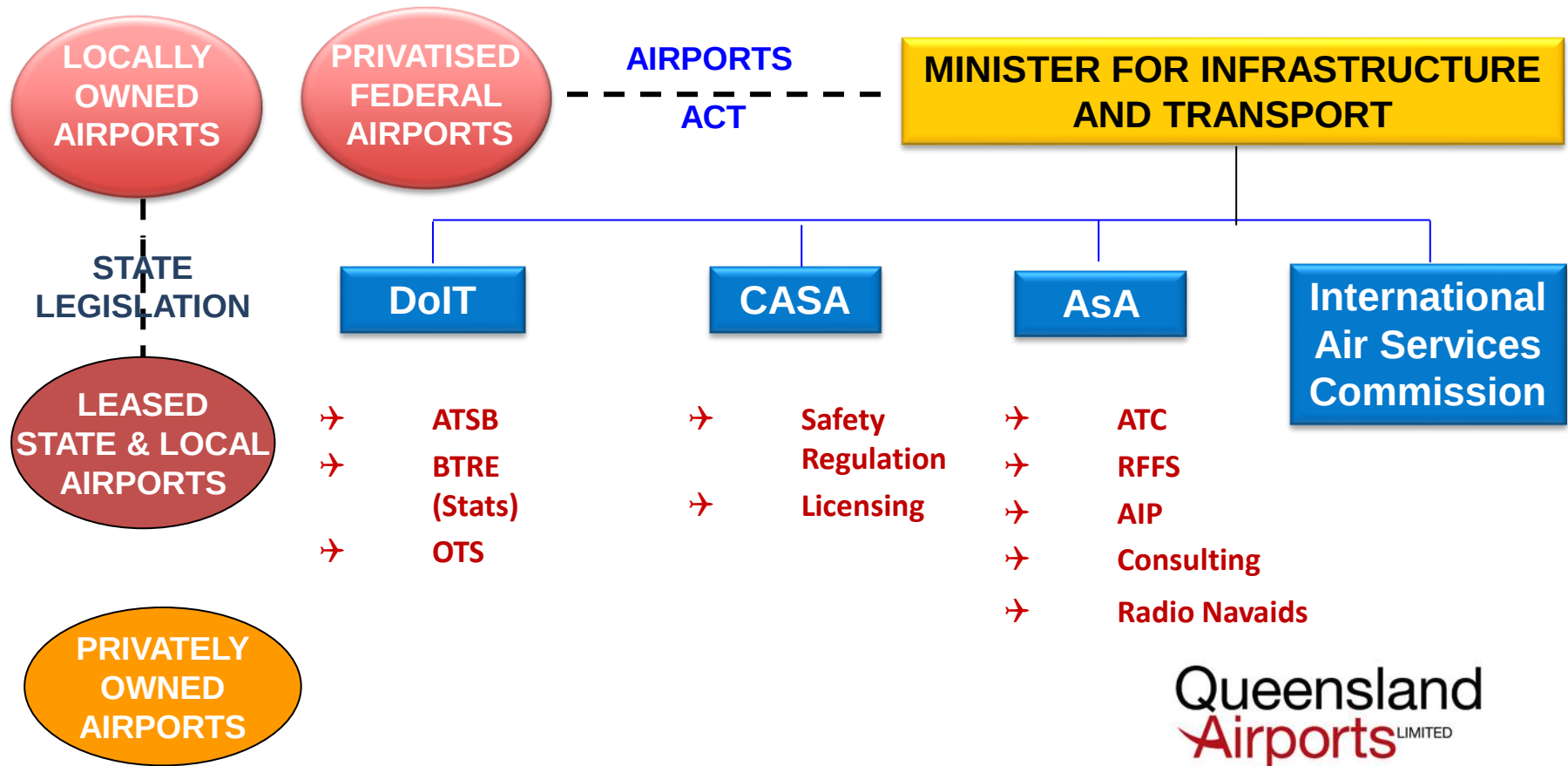
Dennis Chant
Managing Director

Queensland
Airports LIMITED

AUSTRALIAN AIRPORTS OWNERSHIP



AUSTRALIAN AIRPORT GOVERNANCE MODEL



Queensland Airports LIMITED



 WHOLLY OWNED AIRPORT

 AGH PORT

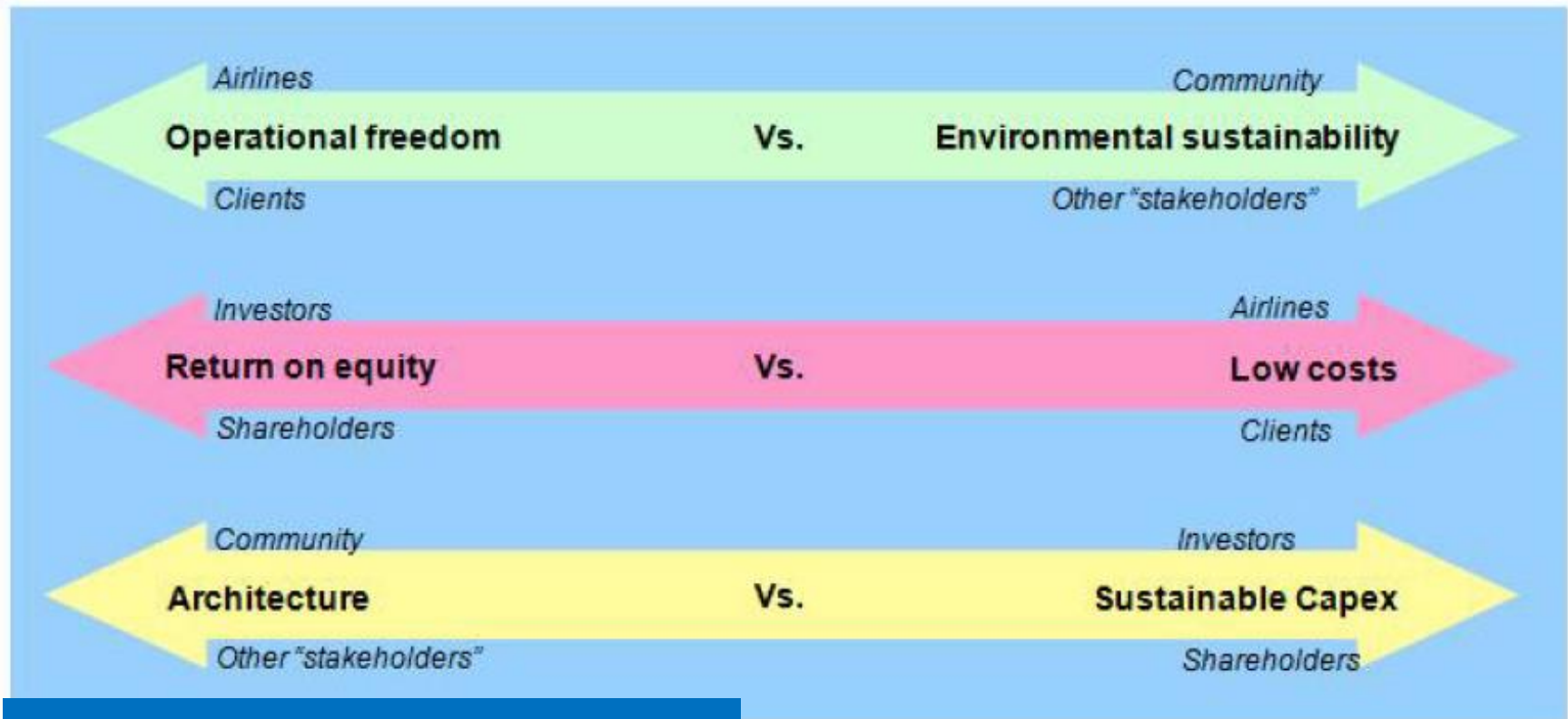
 AVIEX

Investing in Core Business

Stakeholder Interests

Different Interest

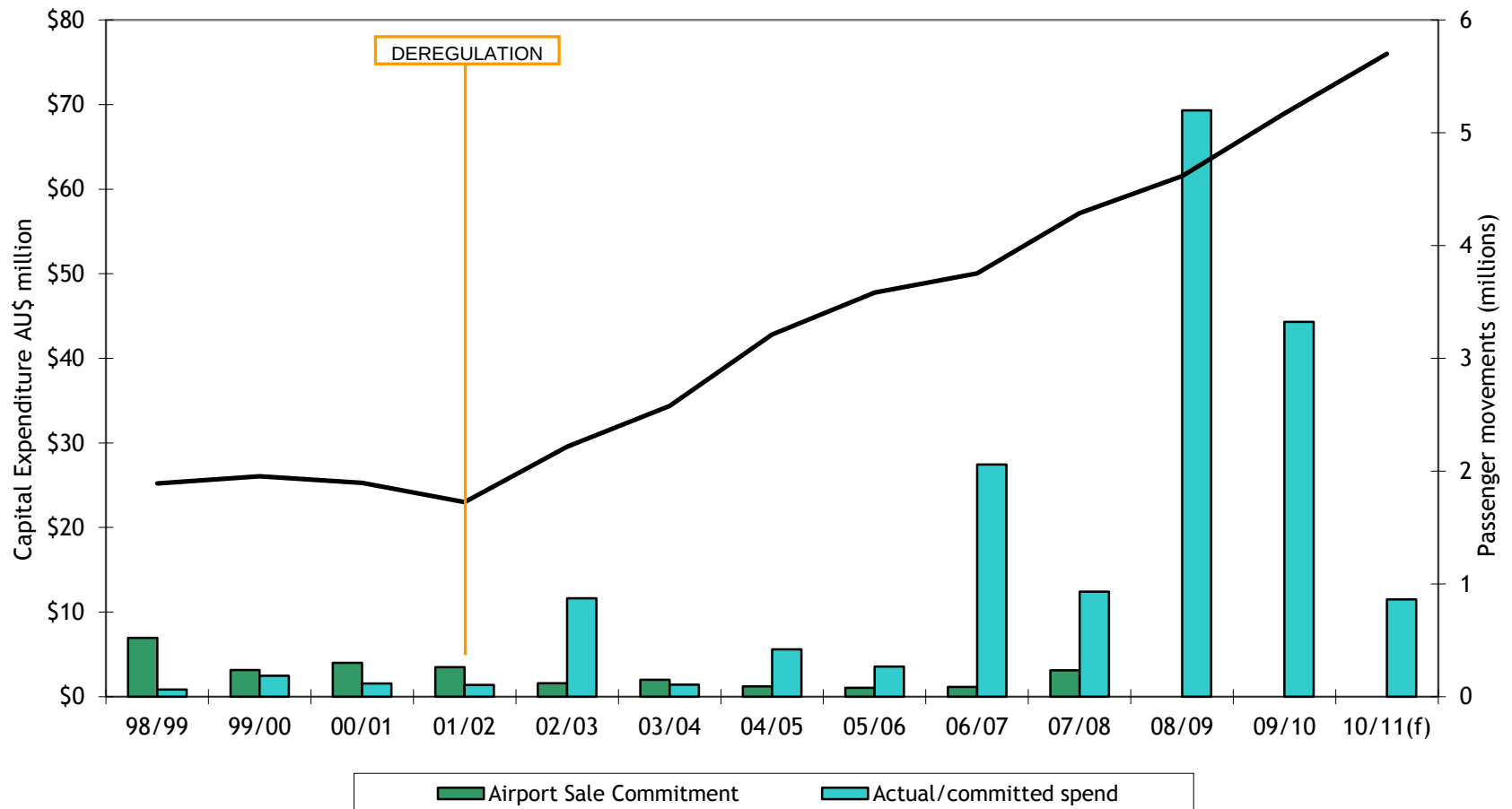
- Airport management must achieve the right balancing act



Investing in Core Business

Gold Coast Airport - Investment Stimulates Growth

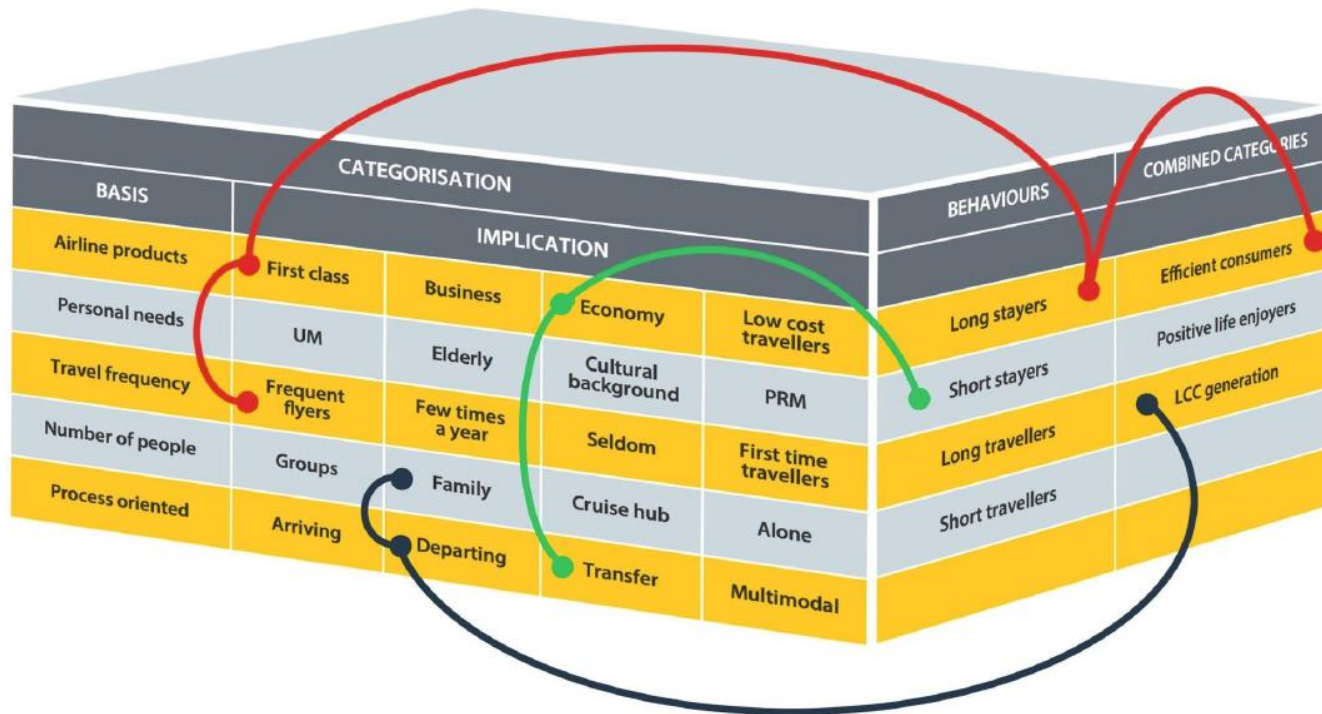
Gold Coast Airport Pty Ltd: CAPEX expenditure & passenger movements since privatisation



Investing in Core Business

Understand Your Customer Needs

PASSENGER CATEGORISATION: THE MULTIDIMENSIONAL MODEL

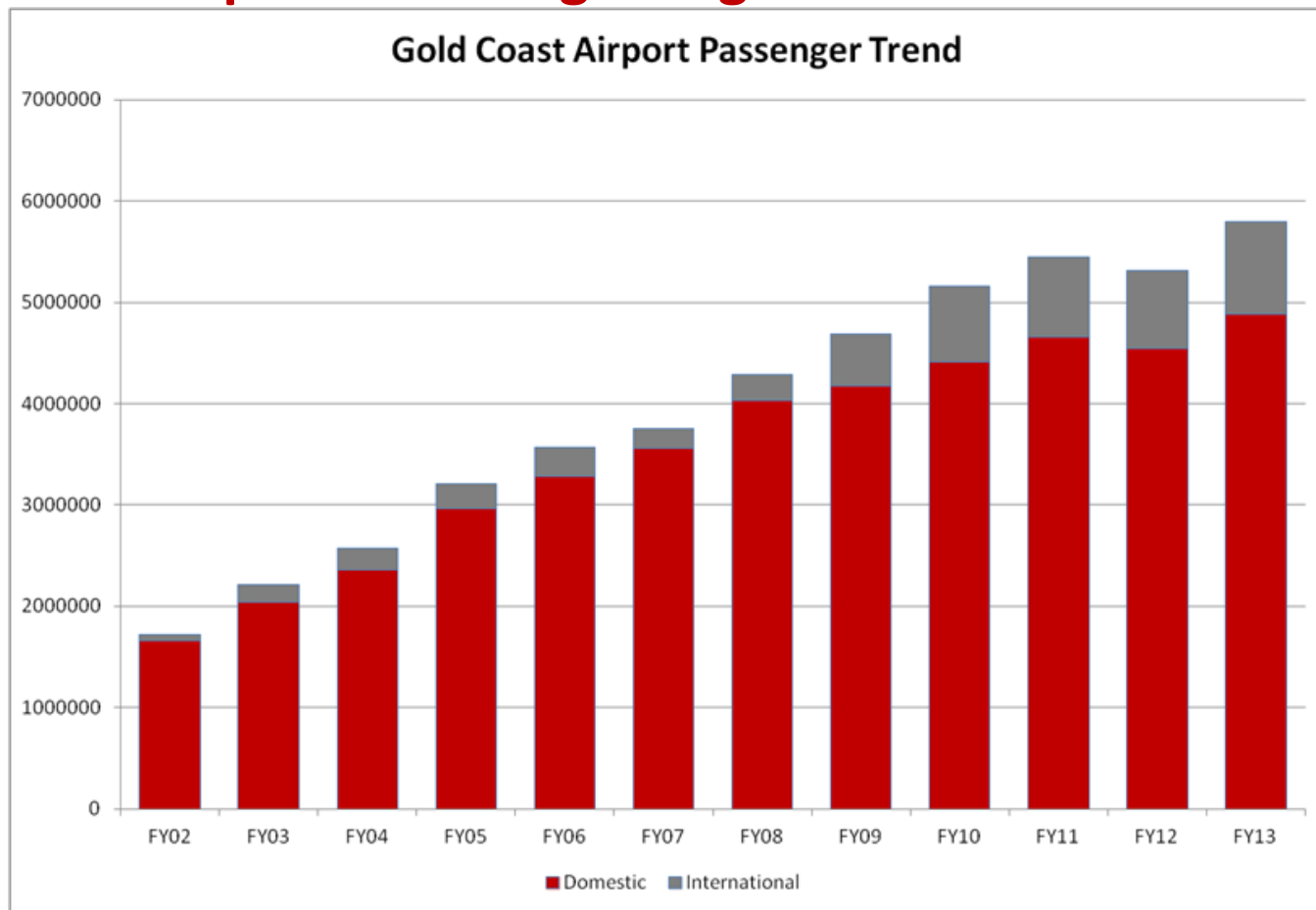


ACI Europe - GUIDELINES FOR PASSENGER SERVICES AT EUROPEAN AIRPORTS

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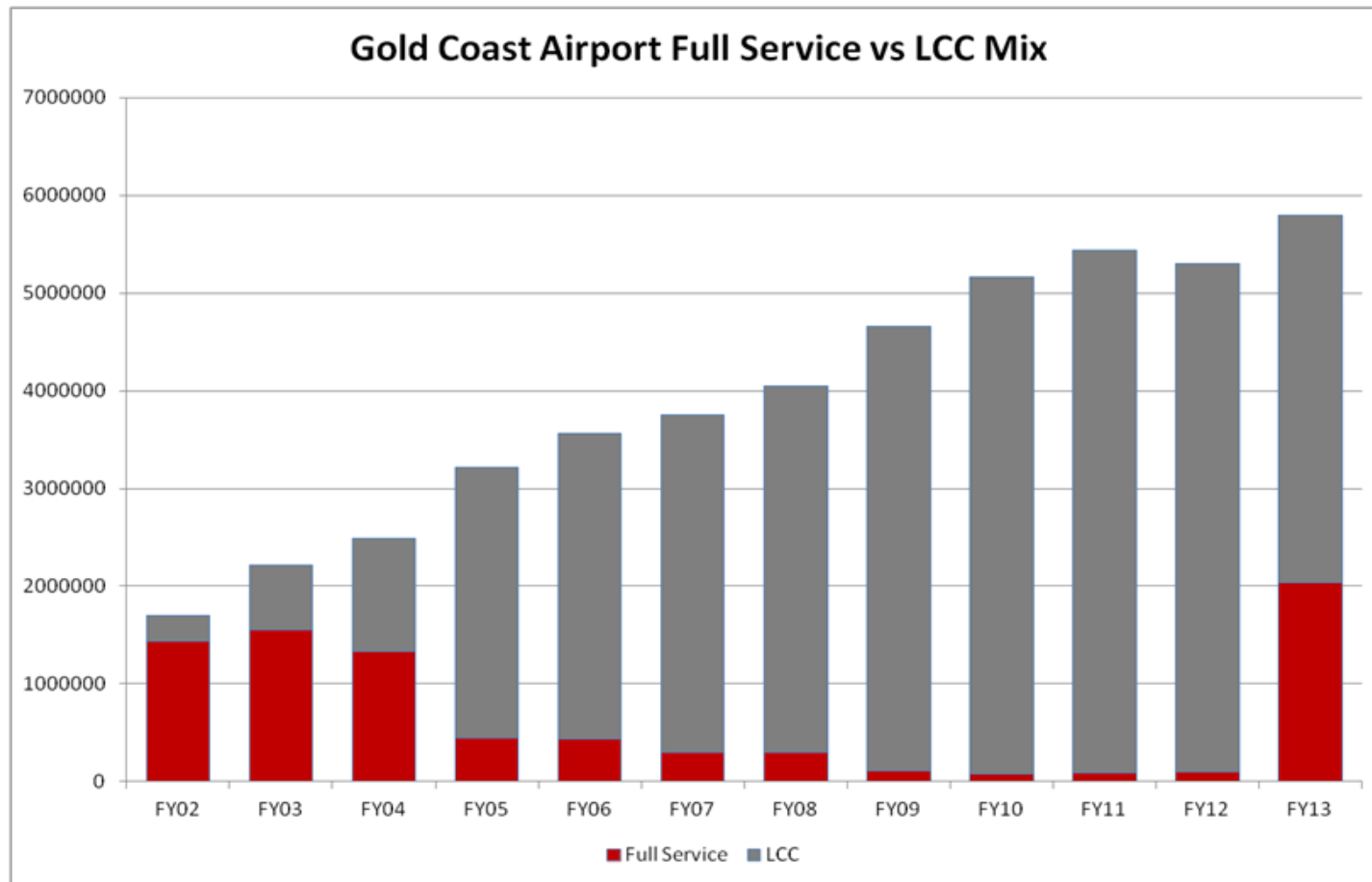
Investing in Core Business

Gold Coast Airport - Passenger Segments



Investing in Core Business

Gold Coast Airport - Passenger Segments



Investing in Core Business

Gold Coast Airport LCCT Project



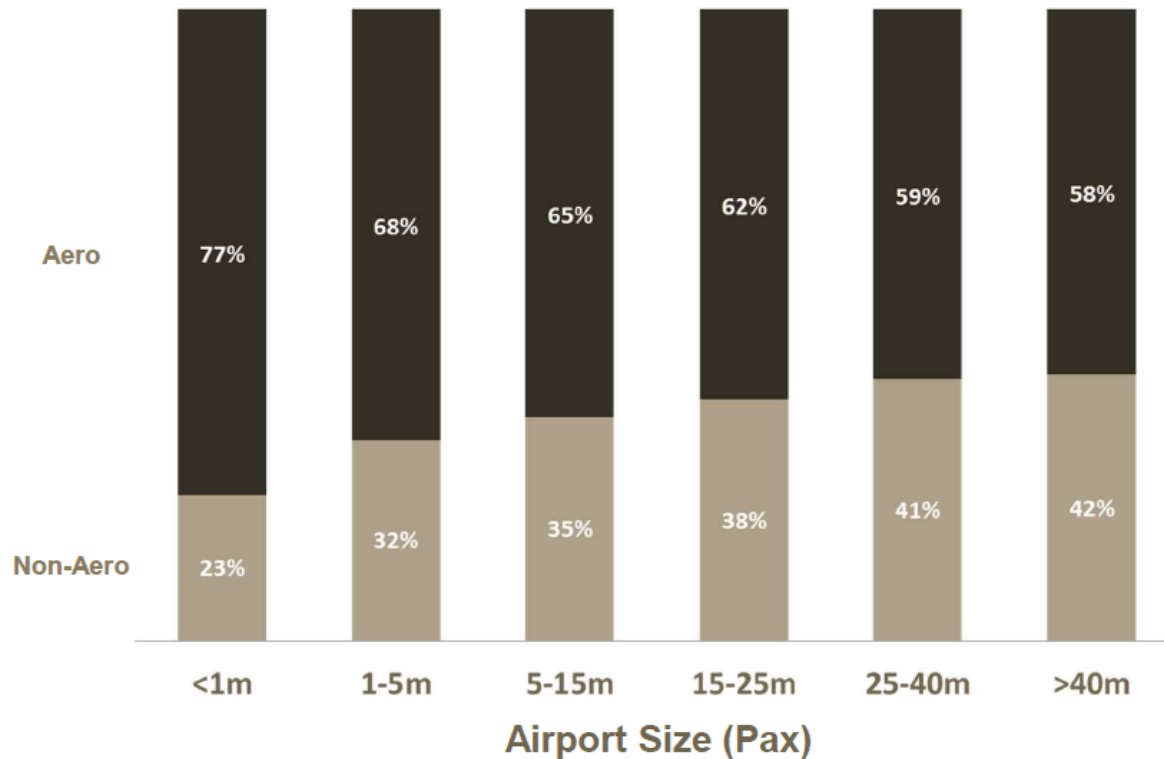
Investing in Core Business

Gold Coast Airport LCCT Project



Non-aviation Revenue Generation

Source of Income (FY 2012)



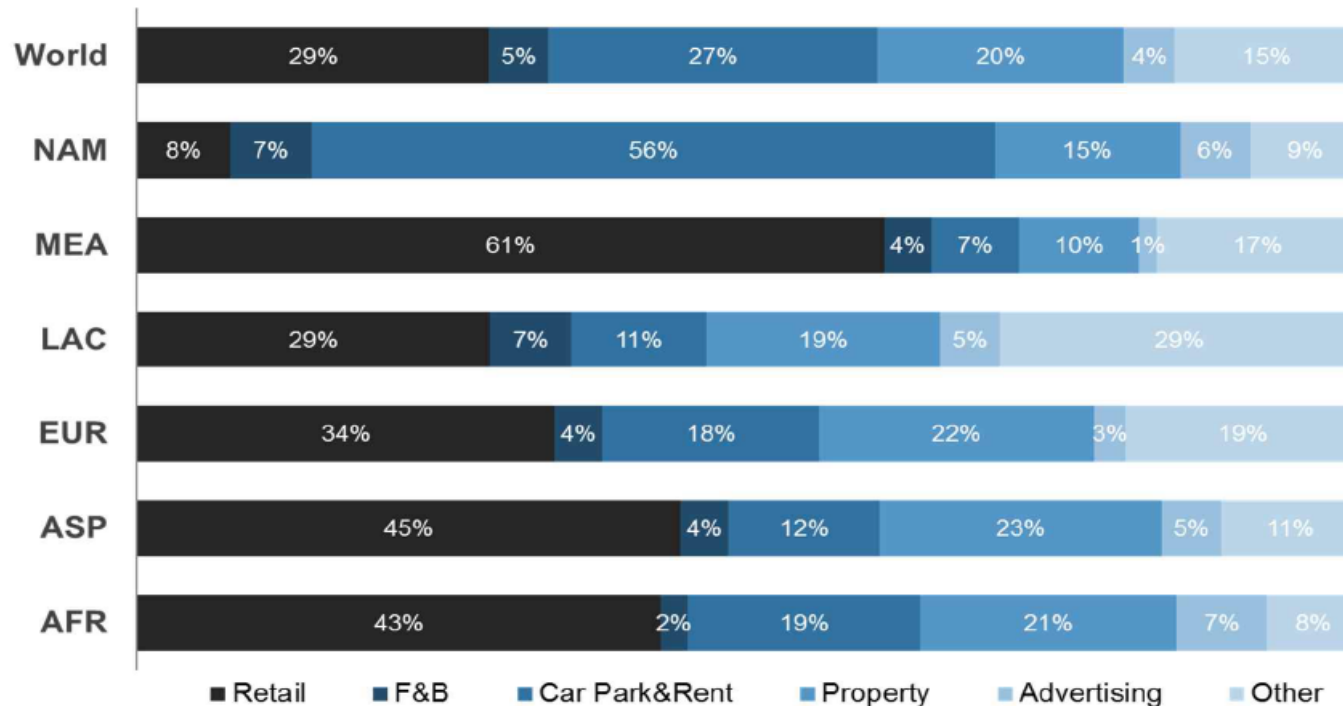
ACI Economics Survey 2011

Queensland
Airports LIMITED

Non-aviation Revenue Generation

Regional Segmentation

Source Non-aero Revenue (FY 2012, USD)



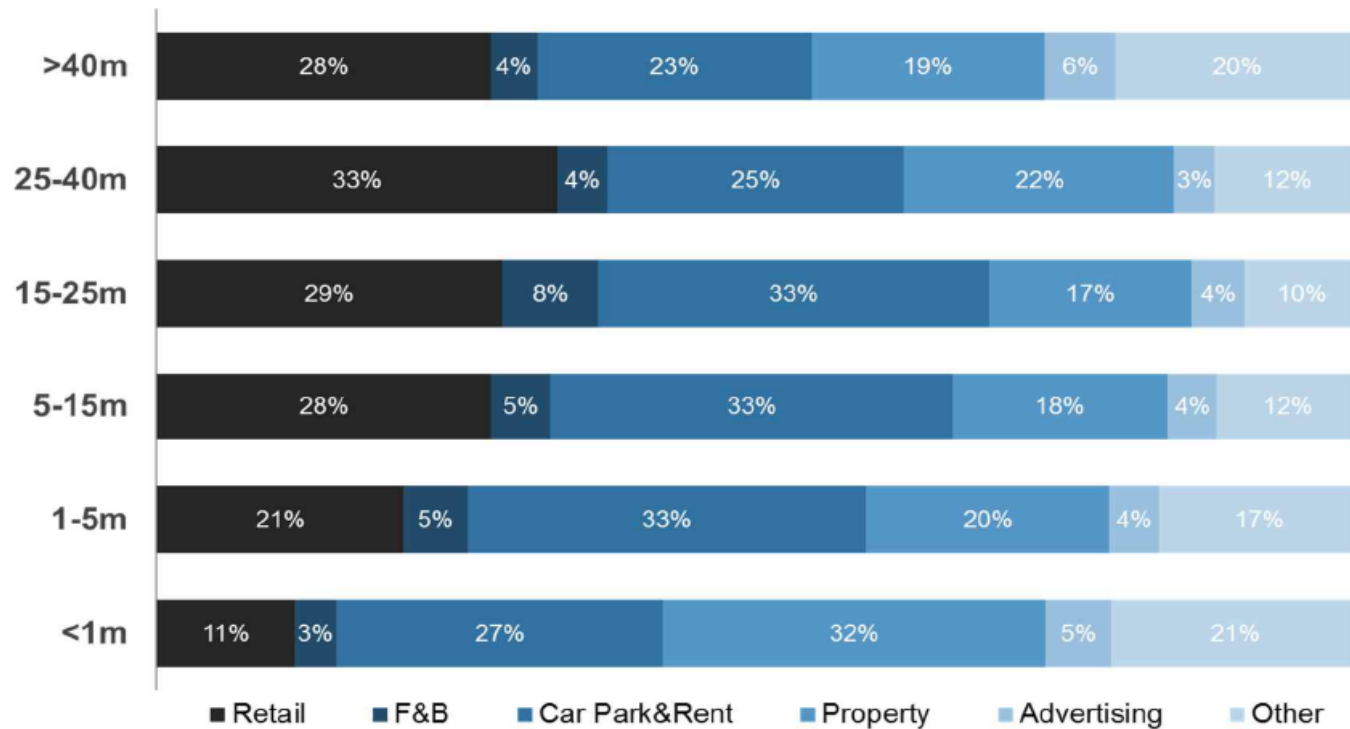
ACI Economics Survey 2011

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Non-aviation Revenue Generation

Airport Size Segmentation

Source Non-aero Revenue (FY 2012, USD)

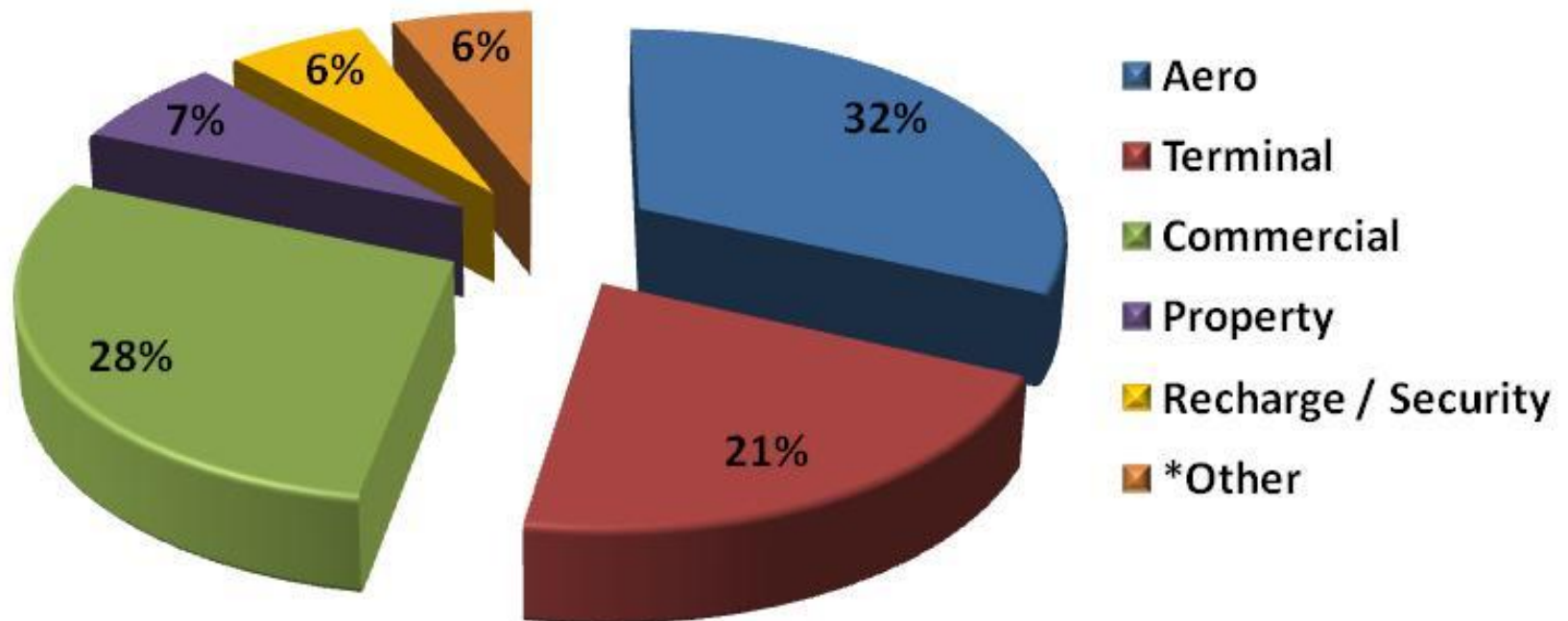


ACI Economics Survey 2011

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Non-aviation Revenue Generation

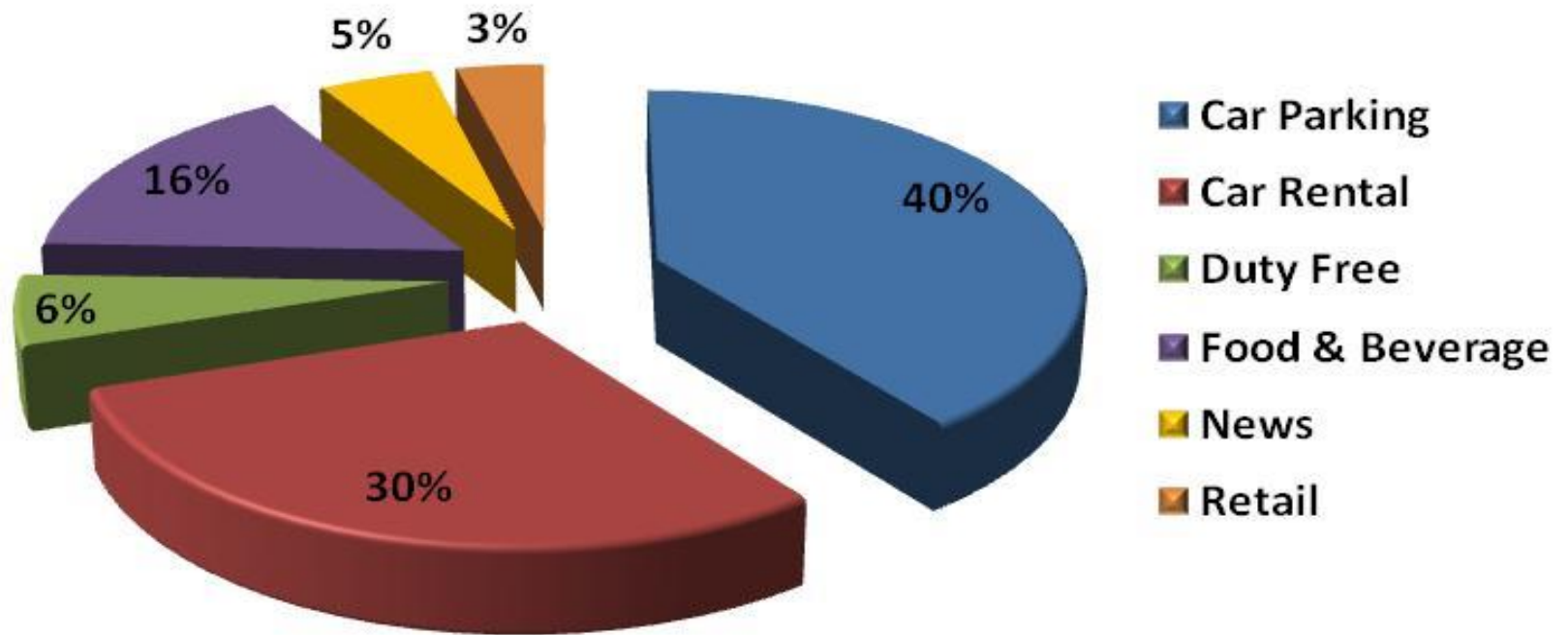
QAL Revenue Streams



* Majority of "Other" relates to AGH Income

Non-aviation Revenue Generation

QAL Commercial Revenue



Non-aviation Revenue Generation Property and Complementary Infrastructure



Non-aviation Revenue Generation Property and Complementary Infrastructure



Non-aviation Revenue Generation Property and Complementary Infrastructure



PHOTO: CAMERON LAIRD (0418 238811)

Non-aviation Revenue Generation Property and Complementary Infrastructure



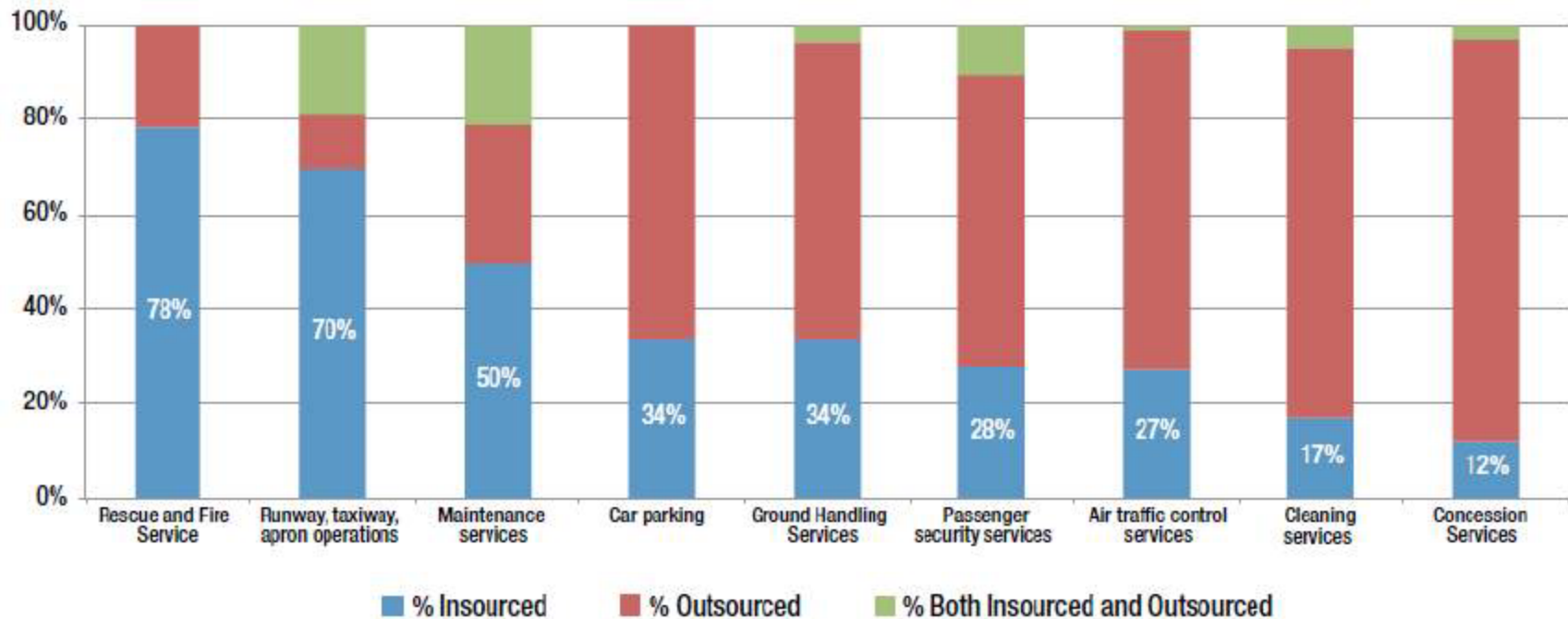
Townsville
Airport

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Revenue Generation Services

Who does what...

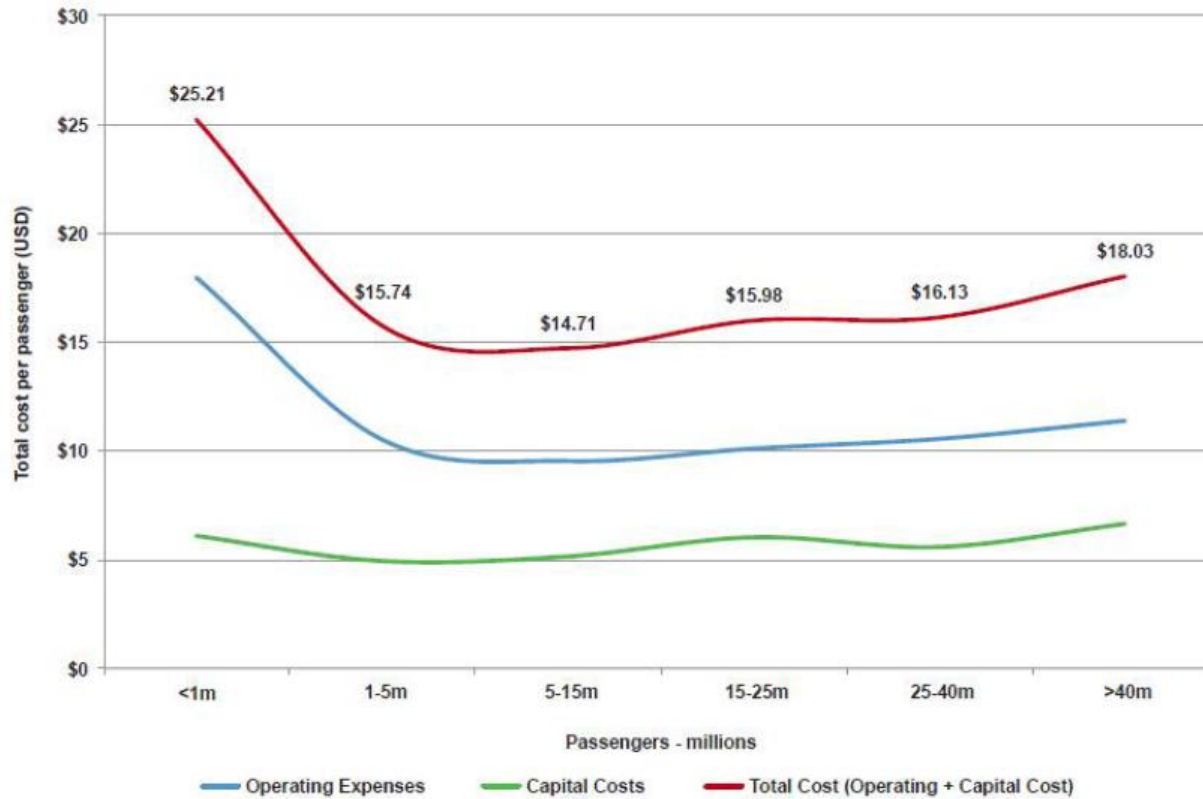


ACI Economic Survey 2011

Optimising Cash Flow

Cost Control

Unit Cost Behavior



Source: 2012 ACI Economics Report

Thank You