



Airport Finance Diploma Programme



Airport Finance Diploma

Promoting professional excellence in airport management and operations



Mission

The ACI Airport Finance Diploma educates participants on how to best optimize revenue generation efforts, allocate related expenditures to meet stakeholder expectations and manage public and private airport investor relations.

Diploma structure

Participants must successfully complete the three (3) mandatory classroom courses within three (3) years:



ACI-ICAO Airport User Charges AMPAP elective



Airport Financial Management



Airport Revenue Generation AMPAP elective



ACI-ICAO AMPAP

Participants currently enrolled in the ACI-ICAO Airport Management Professional Accreditation Programme (AMPAP) or professionals holding an International Airport Professional (IAP) designation can take advantage of their accumulated elective courses to obtain this diploma rapidly and at a minimum cost.

The Global ACI-ICAO AMPAP is an executive training programme for airport managers and selected industry professionals. Additional information about this programme is available at www.iap.aero.

Target audience

- Airport general managers
- Airport financial directors, managers and staff
- Airport marketing and commercial managers and staff
- Civil Aviation Authorities and Regulators
- Airport consultants, investors, business planners and financial analysts
- Airport business partners (e.g., concession managers, airport service providers, etc.)

ACI-ICAO Airport User Charges

AMPAP elective

Description

Classroom, 5 days

This ACI-ICAO course provides participants with a detailed understanding of the international policies applying to airport charges to develop implement and manage a user charges policy compliant with international regulations and ACI best practices.

This interactive course involves multiple practical exercises on determining the level and structure of airport charges levied on users.

Objectives

Upon completing this course, participants will be able to:

- Develop airport scheme of charges compliant with international recommendations and best practices
- Understand the position of International Civil Aviation Organization (ICAO), Airports Council International (ACI) and International Air Transport Association (IATA) on airport charges
- Apply cost analysis for key airport areas
- Establish cost base for the calculation of airport charges
- Allocate all costs between airport services and functions
- Apply charging policies to achieve the objectives of the airport
- Understand how to calculate rates that achieve the best balance of generating revenue for the airport
- Develop a negotiating strategy to achieve airport business objectives

Airport Financial Management

Available soon

Description

Classroom, 5 days

This course provides participants with a thorough understanding of how to optimize financial management and capital programming by applying investor engagement principles.

The course will also highlight opportunities to ensure assets are well managed in support of short- and long-term strategic goals.

Participants will be expected to challenge conventional thinking, with attention to the growing role of joint venture and concession partnership activities in delivering airport products and services, together with the potential use of private equity to deliver strategic investments.

Objectives

Upon completing this course, participants will be able to:

- Demonstrate an understanding of financial management principles and airport industry best practices
- Explain the role of long-term financial planning to support airport development efforts and to achieve shareholder return-on-investment obligations
- Apply strategic methods to manage, direct, and control the efficiency and effectiveness of capital resource over the life-cycle of the airport business
- Learn about corporate financial reporting requirements and how to disclose records
- Understand the dynamic changes in capital sourcing and investment management practices associated with both short-term project and long-term infrastructure finance
- Describe the role of new airport ownership models, including Private Equity Placement and Public Private Partnership (PPP) among the latest joint ventures and concession arrangements
- Build confidence amongst investors to secure debt and equity support for future airport projects

Airport Revenue Generation

AMPAP elective

Description

Classroom, 5 days

The course provides participants with in-depth understanding of international best practices to optimize airport revenue generation and related revenue management programmes. Focus will be on identifying the opportunities available to airport managers to enhance revenue sources including airline, non-aeronautical, and third party service providers.

The interactive course involves discussions on developing marketing strategies to effectively influence the airport's strategic business plan using innovative technologies.

Participants will also examine the relationships between airport management, primary airport customers such as airlines, passengers, cargo operations, concession providers and suppliers to provide long-term value propositions to all parties.

Objectives

Upon completing this course, participants will be able to:

- Recognize the challenging environment and evolving business models to uncover new revenue generation streams to support airport expansion and non-aeronautical activity development
- Apply best practices to identify target audiences and develop relationship building outreach programmes through the use of customer relationship management (CRM) tools
- Develop a business plan incorporating revenue-generating initiatives by following the fundamental principles of business planning
- Apply demand forecasting techniques and use of modern pricing strategy to prepare revenue forecasts
- Explain how airport managers plan and implement concession and land development programmes
- Select benchmarks to maintain airport revenue performance



GLOBAL TRAINING



To find out more information, please contact us at:



training@aci.aero



+1 514 373 1200



aci.aero/airportfinance