

*bringing a world of experience
to the airport industry*

AIRPORT INVESTOR BOOT CAMP

Course Outline

In-person or virtual – customized to suit

Synopsis



Airport Investor Boot Camp

The Airport Investment Boot Camp covers the fundamentals of airport private sector investment, development and operations.

We explore key factors driving the growing global airport privatization trend, including examination of the often conflicting government, operator, investor, contractor, airline and community objectives.

The key elements that make airports attractive to infrastructure investors will also be examined, along with pricing comparables, revenue and traffic development fundamental, capital planning and investment implications and risk factors/relationships.

Presentors



Curtis Grad

*Operational Transition
& Change Management*

25+ years of international executive-level experience in transportation divestiture and privatization, including airport and port infrastructure and operations in Canada, as well as airports in Jamaica, Cyprus and Jordan. Multi-modal start-up, transition, operational readiness and turn-around specialist.

- Victoria Harbour, Canada – President & CEO
- Amman Airport, Jordan - CEO
- Larnaka Airport, Cyprus - GM
- Montego Bay Airport, Jamaica - VP Operations



Frode Skulbru

*M&A, Due Diligence
& Bid Development*

20+ years of international airport privatization experience across five continents, including buy/sell side due diligence, bid management and collaboration within multi-party investor and operator context. Proposal development and bid management specialist.

- Uppsala Airport, Sweden - A/CEO, Board of Directors
- Vancouver Airport Services, Canada - Senior Project Director, Business Develop.
- Alterra Partners, UK - VP President, Business Develop.

Course Program

I: Airport Investments Introduction & Background:

- Private Airports Overview
- Why are Airports Attractive Infrastructure Assets?
- Pricing Comparables (EBITDA multiples)
- Key Elements in “Granting of Rights”

II: Economic Fundamentals, Key Drivers & Risk Factors:

- Traffic
- Revenues
- Operating Expenses
- Planning & CAPEX
- Environment, Social & Cultural
- Investments & Financing
- Transition, Hand-over & ORAT
- Post-transfer & Change Management

III: Transaction Due Diligence:

- Approach & Competing Interests
- Workstreams - Scope of Work
- Analysis & Bid Generation

IV. Case Study



Modalis Infrastructure Partners Inc.

5360 Airport Road South
Vancouver Int'l Airport
Richmond, British Columbia
CANADA V7B 1B4

+1 778-939-8891

modalis.ca
 info@modalis.ca
 @modalis_inc
 Modalis Infrastructure Partners



company video

Thank You

REGIONAL/PROJECT OFFICES:

LONDON | SANTIAGO | MIAMI | PANAMA | SINGAPORE | VANCOUVER

