

CASE STUDY

Mumbai and Delhi Airport Development Study

CLIENT:
Macquarie



VALUE:
Confidential

CLIENT NEED:

Macquarie was part of a consortium bidding for the privatisation of Mumbai and Delhi Airport. They needed to develop a business capital and operating plan for a 20 year "Build Operate Transfer" (B.O.T.) contract for the major Indian international gateway airports.

SERVICES:

Ascend delivered a 25 year forecast of passengers, movements and cargo segmented by international and domestic traffic and by region of the world served.

Our team also provided key input to the business plans for the bidding consortium. The project involved working with financial analysts, environmental planners, engineers, commercial and operational specialists and liaising closely with governments and financial institutions.

CLIENT BENEFIT:

Our extensive international experience was made directly available to the client, who received user-friendly outputs and forecasts in multiple situational formats to allow confident and rapid assessment of alternative project scenarios.



CASE STUDY

Airline Capacity Project for Narita and Haneda Airports

CLIENT:

International financial consortium

VALUE:

Confidential

CLIENT NEED:

The Japanese government was looking to privatise a new international terminal. The client required a multi airport analysis project, looking at both demand and capacity at Haneda and Narita Airports to position into a financial business plan.

SERVICES:

Ascend delivered a sophisticated long-term forecast of the growth of passenger and cargo traffic and aircraft movements, segmented by international and domestic traffic and by region of the world served. Our experienced team collaborated with a range of key stakeholders to provide key input to the business plans for the bidding consortium.

CLIENT BENEFIT:

Accurate and reliable forecasts are the fundamental building blocks of business cases and development plans. Ascend's international forecasting expertise provided the client with detailed analytical scenarios and modeling outputs to employ in their privatisation bidding process.



CASE STUDY

Abu Dhabi Midfield Terminal Project

CLIENT:

Aéroports de Paris (ADP)



VALUE:

Confidential

CLIENT NEED:

Aéroports de Paris (ADP) were bidding for the “Build Operate Transfer” (B.O.T.) contract for a new 222,000 square meter Midfield Terminal Complex, which forms part of Abu Dhabi Airport. They needed to develop a business capital and operating plan to facilitate the long-term expansion of the airport for both passenger and cargo traffic.

SERVICES:

Ascend delivered a comprehensive 20 year forecast based on a review of regional, local and global markets trends in capacity, traffic and airlines. Our team also provided key input to the business plans for ADP. The project involved working with key stakeholders including financial analysts, environmental planners, engineers, commercial and operational specialists and liaising closely with governments and financial institutions.

CLIENT BENEFIT:

Our international forecasting expertise provided the client with user-friendly outputs and forecasts in multiple situational formats to allow confident and rapid assessment of alternative project scenarios.

