

# AIRPORT PRIVATISATION

## ESSENDON AIRPORT, MELBOURNE

In 1997 the Australian Government offered Essendon Airport for sale under a 49 year lease (with optional 50 year extension) arrangement.

Stringent due diligence, probity, operational and technical evaluations, financial and business planning together with detailed 20 year airport development plans were requirements of short listed consortia bids.

### THE PROJECT

Historically Essendon Airport has provided the city of Melbourne, crucial air services since its earliest recorded operations early this century. This included international operations up until the development of the new Melbourne International Airport during the 1970s.

Essendon Airport today provides services to corporate aircraft traffic, scheduled regional airline services, charter services and essential services such as Police and Air Ambulance services to metropolitan and regional areas. In addition, as it's located only a few miles from Melbourne International Airport, Essendon Airport provides essential traffic relief allowing Melbourne Airport to enjoy dedicated turbo-prop and jet aircraft traffic.



Essendon Airport

### SERVICES PROVIDED by **AMBIDJI**

**Ambidji** advised a consortium comprising a prominent property developer Becton Corporation, and financier Bankers Trust Australia. **Ambidji** provided specialist aviation sector advice to the consortium, including:

- ❖ Airport operations, Air Traffic Control and airspace management issues;
- ❖ Due diligence on the management, technical, operational and commercial aspects of the operation of the airport;
- ❖ Airport planning;
- ❖ Business plan development for the air side business including traffic forecasting, charging strategies and business development strategies;
- ❖ Interface with the ATS service provider, stakeholders and Government on aviation related issues;
- ❖ Airport clientele surveys and consultation and;
- ❖ Detailed analysis of operational and capital expenditure plan and assistance in the development of a business valuation model.

### THE AMBIDJI GROUP

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