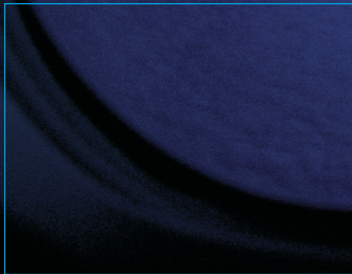
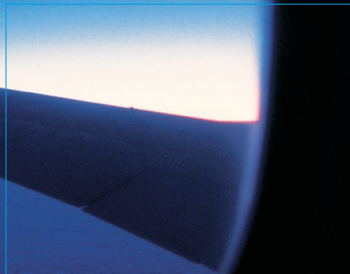
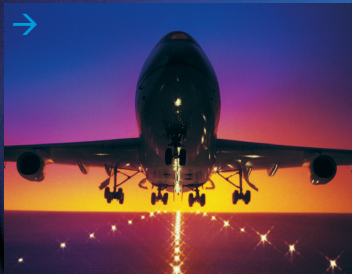



# Financial Advisory Services to the Aviation Infrastructure Industry





→→→ from strategy  
→→→ to transaction  
→→→ and beyond

# The PricewaterhouseCoopers Offering



Our international team of aviation infrastructure specialists advises public and private sector clients across the globe on a wide range of financial issues and decisions. **Our offering to clients includes:**

## → strategic reviews

reviewing funding options; evaluating debt capacity; analysing risk; providing credit rating advice; performing financial benchmarking; undertaking balance sheet optimisation and cost of capital reviews and advising on regulatory design

## → finance-raising

structuring and implementing innovative and deliverable solutions for corporate and project funding requirements, including refinancing

## → privatisations and public private partnerships

performing feasibility and options studies; advising on restructurings and commercialisations; acting as lead financial advisor on buy- and sell-side mandates

## → acquisitions and disposals

assessing acquisition and disposal options; valuing businesses; negotiating contracts and managing the transaction process for our clients

# The PricewaterhouseCoopers Advantage



## → proven capabilities in the aviation sector

offering an international team with excellent individual skills, in-depth sector knowledge, extensive transactional experience on both the buy- and sell-sides and long-standing relationships with many international and national players across the public and private sectors

## → demonstrated leadership in raising finance for privatisations and projects, including aviation infrastructure

providing a specialist team of privatisation and project finance professionals who have acted as lead financial advisors on 220 completed projects across the range of industry sectors with a total value in excess of US\$40 billion

## → independent advice unbiased by ties to specific financing sources or products

developing financial structures and funding strategies for our clients based on our market knowledge and ability to create competition between funders

## → global reach, local presence

accessing an international network of more than 120,000 professional advisors in 139 countries enables us to deliver the solutions our clients want with the results they require

## → integrated team able to address the wide range of issues facing the sector

bringing together various specialists from a broad range of disciplines outside of financial advisory services – including tax and accounting structuring, human resource advisory, treasury management, performance improvement consulting, outsourcing, and business recovery services – into one strong and effective team

# PricewaterhouseCoopers in the Aviation Infrastructure Industry

## Nottingham East Midlands and Bournemouth Airports Acquisitions

Lead financial advisor to Manchester Airport on its £241m acquisition of the UK's Nottingham East Midlands and Bournemouth Airports

## Newcastle Airport PPP

Lead financial advisor to local government shareholders on the £195m PPP for Newcastle Airport

## Cyprus Airports PPP

Lead financial advisor to the Government of Cyprus on the concession contract for the development and operation of international airports at Pafos and Larnaca

## Auckland International Airport Part Disposal

Lead financial advisor to North Shore City Council on the disposal of its 7.1% shareholding in Auckland International Airport

## Leeds Bradford Airport Options Study

Mandated by Leeds and Bradford City Councils to assess airport ownership options against their primary objectives for Leeds Bradford Airport

## Mashad International Airport Feasibility Study

Appointed to assist in the preparation of a feasibility study for a potential joint venture between a privately owned European airport operator and the Iranian Government for the development and operation of Mashad International Airport

## Airport Operator Credit Rating Review

Financial advisor to a leading European airport operator on its long-term credit rating strategy

## European Airport Refinancing

Appointed by shareholders of a European airport to advise on refinancing options and resulting lender negotiations

## International Airport Operator Funding Options Study

Mandated to develop transaction structures for individual elements of airport infrastructure to be funded, maintained and operated by third parties with limited recourse to the airport operator

## Civil Aviation Authority National Air Traffic Services Price Review

Financial advisor to the UK's Civil Aviation Authority on the regulatory settlement package for National Air Traffic Services

## Aer Rianta Restructuring

Financial advisor to the Irish Department of Transport on the restructuring of Aer Rianta into three separate state-owned airport authorities

## Newquay Airport Management Contract Negotiation

Lead financial advisor to local authority owners for the tender process for letting a management contract to operate the UK's Newquay Airport

## BAA plc T5 Funding Strategy Advice and Risk Review

Financial advisor to BAA plc on funding options and risk review of the construction and operation of Terminal 5 at London Heathrow Airport

## Aeroports de Montreal Finance Raising

Financial advisor to Aeroports de Montreal for the financing of Phases I and II of the expansion program at the Trudeau Airport at Dorval – the CAD 1,150m financing was completed in two tranches and included private placements totalling CAD 800m

# PricewaterhouseCoopers

## Global Aviation Infrastructure Team

For more details on PricewaterhouseCoopers Financial Advisory Services to the Aviation Infrastructure Industry please contact:

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PricewaterhouseCoopers provides industry-focused assurance, tax and advisory services for public and private clients. More than 120,000 people in 139 countries connect their thinking, experience and solutions to build public trust and enhance value for clients and their stakeholders.

For further information please visit [www.pwc.com/igu](http://www.pwc.com/igu)