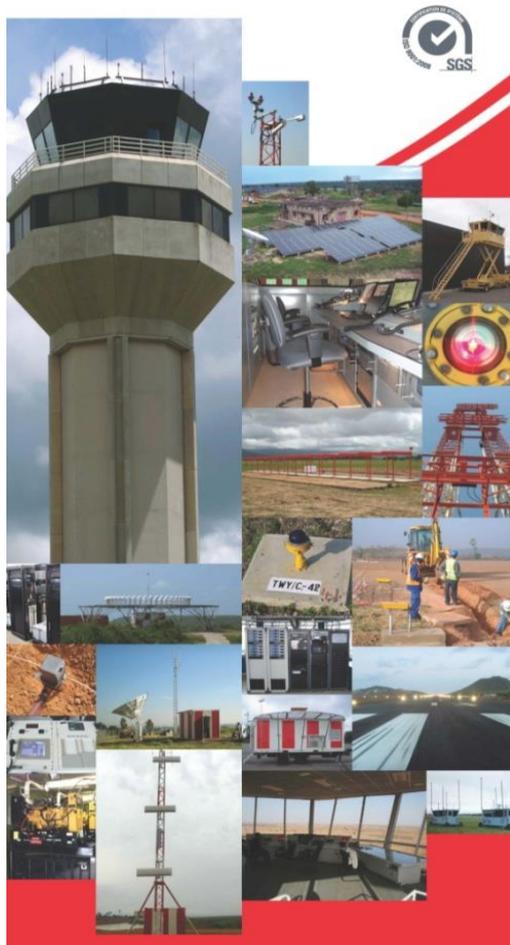




ICAO

# Global Aviation Cooperation Symposium

30 Sep-3 Oct 2014



## AIRPORT AND AIR NAVIGATION SERVICES DEVELOPMENT FINANCING

**Dominique Charreyre**  
*VP Business development AERONAV GROUP*

We guide the way



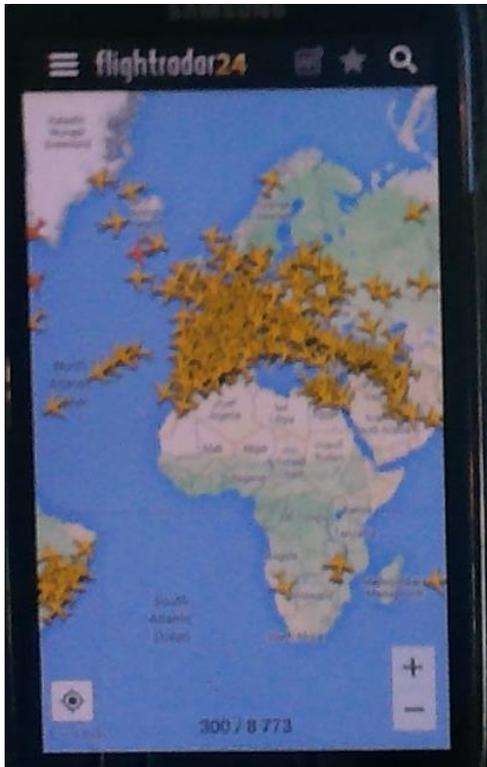
# Challenges & Opportunities

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- Strong growth of air travel
- Pressure on infrastructure to adapt to growing demand and changing technology
- Safety and security
- Strong growth of possession and operation costs



# Project Financing Overview



***How to finance airport facilities or Air Navigation Services to meet the growing demand ?***

*We guide the way*



# Sources - Working Capital

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- **Internal**
- **Equity Markets**
- **Capital Markets**
- **Credit Markets**
- **Strategic Alliances**

# Alternative Strategies for Raising Capital

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- **Concession**
- **Build Operate Transfer(BOT)**
- **Management Contracts**
- **Share Flotation**
- **Strategic Partnerships**

# AIRPORT and ANS DEVELOPMENT FINANCING

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**What can be done when Aeronautic Revenue are low ?**

- **Adjust the technical solutions to the real needs**
- **Integrate operation costs in the investment project**
- **Pooling Ressources**