Airport Financial Performance and Cost Optimization Training Course

13 - 17 Dec 2026

Doha

5500 € (Per Person)

Ref: #AIR2273_219234

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the complex financial landscape of modern airports. In an industry characterized by high capital intensity and evolving regulatory frameworks, mastering financial performance and cost optimization is paramount for sustainable success. This program, offered by BIG BEN Training Center, is meticulously designed to equip participants with the strategic financial management skills necessary to navigate these challenges effectively. We will delve into the core principles of airport finance, from aeronautical and non-aeronautical revenue generation to sophisticated cost control mechanisms. The curriculum draws upon established industry best practices and academic insights, referencing foundational concepts discussed by experts like Rigas Doganis in his seminal work, "The Airport Business". Participants will learn to analyze financial statements, develop robust budgets, evaluate capital investments, and implement strategies that enhance profitability while ensuring operational excellence and compliance. This course moves beyond theoretical knowledge, focusing on the practical application of financial tools and techniques to drive tangible improvements in airport financial health and long-term value creation.

Target Audience / This training course is suitable for:

- Airport Finance Managers and Directors.
- Financial Controllers and Analysts.
- Airport General Managers and Department Heads.
- Commercial and Business Development Managers.
- Civil Aviation Authority Officials.
- Airport Operations Managers.
- Government officials involved in airport oversight and regulation.
- Aviation consultants and financial advisors.
- Investment professionals focused on the aviation sector.

Target Sectors and Industries:

- Airport Authorities and Operators.
- Civil Aviation Authorities.
- Airlines.
- Ground Handling Companies.
- Air Navigation Service Providers.
- Governmental bodies and transport ministries.
- Financial institutions and investment firms.
- Aviation consulting firms.

Target Organizations Departments:

- Finance and Accounting Departments.
- Commercial and Retail Departments.
- Strategic Planning and Business Development Departments.
- Operations Departments.
- Internal Audit and Compliance Departments.
- Asset Management Departments.
- Procurement Departments.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze and interpret airport financial statements to assess performance.
- Develop and implement effective aeronautical and non-aeronautical revenue strategies.
- Apply advanced cost control and management techniques to optimize operational expenditure.
- Master airport budgeting, financial forecasting, and long-term business planning.
- Conduct robust investment appraisals for capital expenditure projects.
- Understand the principles of airport charging systems and economic regulation.
- Evaluate different airport ownership and financing models, including PPPs.
- Implement financial risk management frameworks specific to the airport industry.
- Benchmark airport financial performance against industry best practices.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to foster a dynamic and engaging learning environment that bridges theory with practical application. This course utilizes a blended approach, incorporating expert-led presentations, interactive group discussions, and detailed case study analyses of real-world airports. Participants will not be passive listeners; they will actively engage in problem-solving exercises, financial modeling simulations, and collaborative workshops. This hands-on approach ensures that theoretical concepts are immediately reinforced with practical scenarios, allowing participants to apply their new skills in a controlled setting. Emphasis is placed on peer-to-peer learning, where professionals from diverse backgrounds can share experiences and insights. Our expert facilitators guide each session, providing personalized feedback and ensuring that the learning objectives are met. The program is structured to build skills progressively, culminating in the ability to develop and defend a comprehensive airport financial strategy, making the learning experience both impactful and directly applicable to the participant's professional responsibilities.

Course Agenda (Course Units):

Unit One: The Airport Financial and Economic Framework

- The Airport as a Business Entity.
- Global Trends in the Aviation Industry.
- Key Financial Terminology and Concepts in Aviation.
- The Role of ICAO and ACI in Airport Economics.
- Understanding Airport Financial Statements.
- Airport Ownership Models and Privatization.
- Economic Regulation and its Impact on Airport Finance.

Unit Two: Aeronautical and Non-Aeronautical Revenue Management

- Principles of Aeronautical Charges and Tariff Setting.
- Managing Landing, Parking, and Passenger Service Fees.
- Optimizing Terminal and Airside Revenue Streams.
- Strategies for Maximizing Non-Aeronautical Revenues.
- Developing Retail, Car Parking, and Property Revenue.
- Managing Concession Agreements and Commercial Contracts.
- Innovations in Airport Commercial Revenue Generation.

Unit Three: Airport Cost Management and Control

- Analyzing Airport Operating Costs (OPEX).
- Strategies for Managing Staff, Maintenance, and Utility Costs.
- Cost Allocation Methodologies and Activity-Based Costing.
- Capital Expenditure (CAPEX) Planning and Management.
- Techniques for Cost Reduction and Efficiency Improvement.
- Benchmarking Costs Against Industry Peers.
- Outsourcing and its Financial Implications.

Unit Four: Financial Planning, Budgeting, and Forecasting

- The Airport Budgeting Process from Start to Finish.
- Developing Operational and Capital Budgets.
- Techniques for Accurate Air Traffic and Revenue Forecasting.
- Financial Modeling for Strategic Decision-Making.
- Cash Flow Management and Working Capital Optimization.
- Long-Term Financial Planning and Business Strategy Alignment.
- Performance Monitoring and Variance Analysis.

Unit Five: Investment Appraisal and Advanced Financial Topics

- Methods for Airport Project and Investment Appraisal (NPV, IRR).
- Cost-Benefit Analysis for Infrastructure Development.
- Airport Financing. Sources of Debt and Equity.
- Financial Risk Identification, Assessment, and Mitigation.
- Sustainable Finance and ESG in the Airport Sector.
- The Impact of Digitalization on Airport Financial Management.
- Preparing and Presenting Financial Reports to Stakeholders.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing privatization and commercialization, how can airport financial managers balance the pursuit of profitability with their public service obligations and regulatory constraints?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a holistic and strategic perspective on airport finance, moving beyond traditional accounting practices to cultivate true financial leadership. While other programs may focus narrowly on specific technical skills, this curriculum integrates all facets of airport financial management, from revenue diversification and cost control to long-term investment strategy and risk mitigation. A key differentiator is our emphasis on the dynamic interplay between aeronautical and non-aeronautical revenue streams, providing participants with advanced strategies to maximize profitability from all areas of the airport business. The course is built upon a foundation of real-world case studies, allowing participants to analyze the successes and failures of international airports and apply these lessons to their own organizations. Furthermore, the content is forward-looking, addressing contemporary challenges and opportunities such as sustainable finance, digitalization, and evolving models of economic regulation. Participants will leave not just with a set of tools, but with a comprehensive framework for making sound financial decisions that drive sustainable growth and resilience in the complex aviation ecosystem.