

AIRPORT ANCILLARY PRODUCT BENCHMARKING

- Sydney Airport
- Sydney, Australia
- Benchmarking Analysis
- 2023



KEY OUTCOMES:

- Benchmark of ancillary product offering
- Highlighted potential opportunities for SYD
- Provision of benchmarked facility requirements

THE NEED:



- Sydney Airport tasked EBEA Consulting to conduct a benchmarking review of ancillary offerings at global airports processing similar passenger volumes compared to their forecast.
- Analysis of operational and commercial areas including general aviation, MRO, cargo operations, GSE strategy, fire station facilities, airfield access points, fuelling facilities, catering facilities, and airport city development
- Identification of potential opportunities for growth, operational enhancements, and revenue generation for Sydney Airport based on the insights from the benchmarking review.

THE APPROACH:



- EBEA in collaboration with SYD Airport shortlisted and selected 10 global airports with relevant capacity and characteristics for benchmarking purposes.
- The assessment was designed to provide insights into the abovementioned categories in area size, location, infrastructure volume, operational strategy, advantages and disadvantages of each solution, as well general findings and recommendations.
- The benchmarking analysis was based on official information sources, including master plans, annual reports, statistics reports, investor relations reports, and other relevant publications.

THE SOLUTION:



- Provided insights into global market trends, selection and size of the ancillary product offering (data & maps).
- Highlighted potential opportunities and development strategies for SYD airport's future development based on current needs and local / regional market constraints.
- Provided benchmarked-based facility requirements for selected categories, together with recommendations for off-site facility locations to safeguard operational space.



<p>1</p> <p>General aviation & helicopter operations</p>	<p>2</p> <p>MRO, commercial aviation hangars & GSE maintenance</p>	<p>3</p> <p>Cargo operators & forwarders</p>	<p>4</p> <p>GSE strategy, fire station facilities & airfield access points</p>
<p>5</p> <p>Fuelling facilities</p>	<p>6</p> <p>Catering facilities</p>	<p>7</p> <p>Airport city & hotel rooms</p>	



EBEA were incredibly flexible and responsive in quickly turning around a critical piece of analysis for SYD. We would gladly work with them again

Jonathon Rona
Head of 2050 Strategy
Sydney Airport