

E(X)PECTATIONS '25

PRESENTS

GUSSS-O-MANIA

Presented by

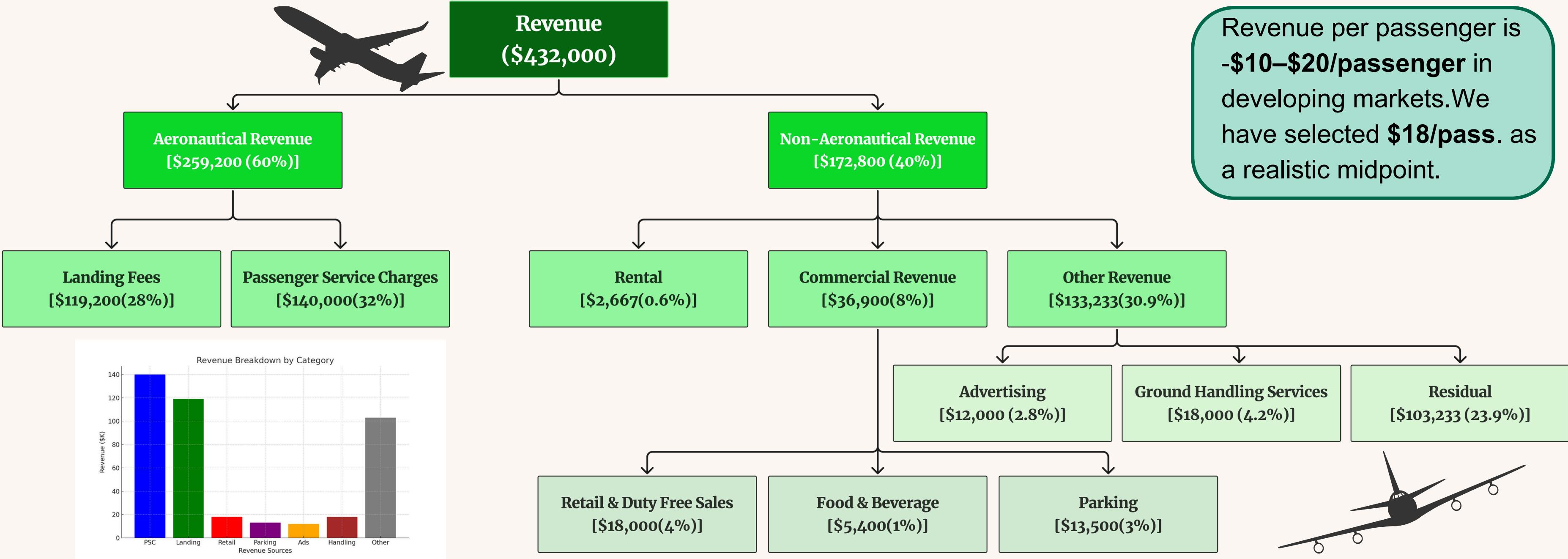
SNOWFOX

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GUESSTIMATE



Developing country airports rely more on aeronautical revenue (50–70%) vs. developed hubs (40–50%). We Chose 60/40 to reflect heavier dependence on aviation fees due to less commercial infrastructure in a developing Asian Country.

Medium-sized international airports typically handle 5–15 million passengers annually but we chose **8.76 million/year** ($24,000/\text{day} = 8,760,000 \div 365$) as a mid-range figure to reflect a “medium-sized” airport in a developing Asian Country.



ASSUMPTIONS AND CALCULATIONS

Landing Fees

Calculation: $(105 \times \$440) + (45 \times \$1,650) = \$46,200 + \$73,000 = \$119,200.$

Assumption: \$5.50/ton fits developing.[80 tons,\$440/flight, 300 tons, \$1,650/flight]{70/30%}

Passenger Service Charges

Calculation: $24,000 \times \$5.83 = \$139,920 \approx \$140,000$

Assumption: 60% international at \$8, 40% domestic at \$3 ($0.6 \times \$8 + 0.4 \times \$3 = \$6$, adjusted to \$5.83)
Developing country=Low fees.

Retail Concessions

Calculation: $24,000 \times 0.5 \times \$5 \times 0.3 = 12,000 \times \$1.5 = \$18,000.$

Assumption: \$5/passenger, 50% spend, 30% airport share

Commercial Revenue

Calculation: $\$13,500 + \$5,400 + \$18,000 = \$36,900$

Assumption. These include the Retail Concessions,Food and Beverage,Parking.

Parking

Calculation: $3,000 \times \$3 \times 1.5 = \$13,500$

Assumption: 3,000 vehicles/day, \$3/day, 1.5-day stay.This includes both Passengers and visitors.

Important note

- 1.ALL THE CALCULATIONS ARE MADE IN UNITS OF \$(Dollar).
- 2.FEES AND SPENDING KEPT LOW TO MATCH DEVELOPING COUNTRY ECONOMICS.
- 3.RESIDUAL REV. HAS BEEN TAKEN ASSUMING VARIOUS CONTINGENCY FACTORS(Like Parking Fines) and also Buffers.

Residual

Calculation: $\$12,000 + \$15,000 + \$12,000 + \$8,000 + \$56,233 = \$103,233$

Assumption: Includes a number of Items like lounge fees, utilities, cargo, misc. concessions.

Food and Beverage

Calculation: $24,000 \times 0.5 \times \$3 \times 0.3 = \$5,400.$

Assumption: \$5/passenger, 50% spend, 30% airport share.
Passengers in developing countries spend less on dining

Rental

Calculation: $40,000 \times \$2 \div 30 = \$2,667.$

Assumption: It includes airline offices, shops,etc.Taken moderate for medium asian country.

Advertising

Calculation: $24,000 \times \$0.50 = \$12,000$

Assumption: \$0.50/passenger. Modest ad revenue for 24,000 passengers

Ground Handling

Calculation: $150 \times \$120 = \$18,000$

Assumption: \$120/flight, 150 flights/day.These include baggage handling, aircraft servicing.