A Regional Perspective on Airport Economics in the Middle East

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- ✓ Airport Economics
- ✓ Economic Regulation
- Privatization and Concession Agreements
- Non-Aeronautical Revenues
- ✓ Industry Stakeholder Engagement



ASIA-PACIFIC & MIDDLE EAST

AIRPORTS COUNCIL INTERNATIONAL

ACI advances the collective interests and acts as the voice of the world's airports and the communities they serve and promotes professional excellence in airport management and operations.

624 Airports

133 Members

47 Countries and Territories

ACI Asia-Pacific and Middle East



Without data, you're just another person with an opinion."

Dr. W. Edwards Deming

Economist & Statistician



ACI World is the Source of Credible Data

A comprehensive view of the airport industry's economic performance



The ACI WORLD key performance indicators (KPIs)

1,069 airports for the 2022 financial year.

Together, these airports handled **over 7 billion passengers**, or about **82.7% of worldwide passenger traffic** in 2019.

| | Number of participating airports | Passenger* traffic covered 2019 |
|------------------------|--|---------------------------------------|
| frica | 76 | 63.8% |
| sia-Pacific | 337 | 86.5% |
| urope | 242 | 73.6% |
| atin America-Carribean | 174 | 73.5% |
| Middle East | 17 | 52.4% |
| North America | 223 | 99.5% |
| Vorld | 1069 | 82.7% |
| m | 234 | 25.6% |
| -5 m | 186 | 40.5% |
| -15 m | 92 | 54.5% |
| 5-25 m | 37 | 64.2% |
| 25-40 m | 28 | 68.3% |
| 40m | 40 | 72.6% |



AGENDA



Airport Economics & Industry Recovery



Passenger Traffic Recovery & Forecasts 03

Debunking the Myths on Airport Charges



Inflation Adjustment of Airport Charges



Capacity Crunch & Creating Fertile Grounds for Investments 06

Issues for Aviation Ecosystem Stakeholders to Address Together



1. Airport Economics & Industry Recovery

Financing Airport Development

The simplified airport infrastructure development cycle



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Airport Charges Defined

What is and what should be?

What is - An exclusive focus on cost recovery (Supply side only)

The International Civil Aviation Organization (ICAO) defines an airport charge as "a levy that is designed and applied specifically to recover the costs of providing facilities and civil aviation services," including the operating expenses and costs related to capital investments to build and maintain airport infrastructure.

What should be - prices that consider the interaction of **Demand** and **Supply**

- > Airport charges should reflect not only market supply (cost) but also demand elements, especially price signals for efficient use of airport resources (capacity).
- > Charges should provide incentives for:
 - prioritizing uses of existing capacity,
 - \checkmark for signaling when the market needs and is able to pay for additional capacity,
 - ✓ to mitigate external impacts such as noise and environmental considerations, and
 - ✓ for increasing connectivity and socio-economic gains via incentives.







Review of ICAO'S DOC 9082 (New 10th Edition)

Peak off-peak pricing & incentives for the efficient use of infrastructure



| Chapter | Changes |
|---|---|
| SECTION II. ICAO'S POLICIES ON AIRPORT CHARGES The cost basis for airport charges [A-13] | 1. As a general principle it is desirable, where an airport is provided for international use, that the users shall ultimately bear their full and fair share of the cost of providing the airport. It is therefore important that airports maintain accounts that provide information adequate for the needs of both airports and users, and that the facilities and services related to airport charges be identified as precisely as possible. In determining and allocating the total cost to be met by charges on international air services, the list in Appendix 1 may serve as a general guide to the facilities and services to be taken into account. Individual airport circumstances as well as considerations in the modification of charges for the efficient use of infrastructure may also be taken into account. Airports should maintain accounts that provide a satisfactory basis for determining and allocating the costs to be recovered, should publish their financial statements on a regular basis, and should provide appropriate financial information to users in consultations ³ . Moreover, it is recommended that States consider the application by airports, where appropriate, of internationally accepted accounting standards. |
| SECTION II. ICAO'S POLICIES ON AIRPORT CHARGES Airport charging systems [A-14] | v) Consistent with the form of economic oversight adopted, States should assess, on a case-by-case basis and according to local or national circumstances, the positive and negative effects of modifying airport charges to address specific situations. For example, an airport may want to modify its current charging approach to improve the economic efficiency associated with service provision through the use of pricing based on peak periods or congestion. In other cases, an airport may want to encourage the use of certain technologies or attract new air services by offering rebates or discounts to a particular aircraft operator. Regardless of intent, States should ensure that the purpose and creation of, and criteria for, modifications to airport charges are consistent with ICAO's four key charging principles expressed in Doc 9082, differential charges applied by airports. States should ensure that the purpose, creation and eritoria for differential charges are transparent. Without projudice to modulated charging cohomes, the eosts associated with such differential charges chould not be allocated to users not benefiting from them. Charges offered for the purpose of attracting or retaining new air services should only be offered on a transparent. |

COVID-19 and Regulated Airport Charges

The classical building blocks – From business as usual... to unusual



ASIA-PACIFIC & MIDINE FAST ASIA-PACIFIC & MIDINE FAST AIRPORTS COUNCIL INTERNATIONAL

Global Airport Revenues

Impact of the pandemic across revenue channels

2014-2019 Steady growth



2020 Detrimental decline

Aero revenues

🛎 🛛 Passenger charges -65% 👬

Landing charges -42

Non-aero revenues

Retail concessions -63%

(most affected revenue source)

Property & real estate -12%

(smaller decline)

2021-2022 Deep crisis

Combined losses of 148 billion USD

| 49% ↓ | 35% |
|----------|------|
| 2021 | 2022 |



2023-?

Slow recovery?



"Recovered" Markets in 2023

Selected countries by region – % of 2019



 Business

 Middle East leads recovery rates for international tourist arrivals

 Image: State of the stat

Total traffic in 2023 experienced a notable surge of 36.9% compared to 2022.

By Prachi Patel f X 🖂 in

ARAB NEWS





Source: ACI World

Correlation Between Traffic and Economic Recovery?



Recovery in Passenger Traffic *does not equate* to Recovery in Revenues



Impact of COVID-19

The top four most pressing issues regarding economic regulation and airport charges

- Solution ≤ Solutio
- ➤ Hindering needed future investments due to inadequate revenues;
- Schallenges in attracting new financing (debt and equity);
- rightarrow Accrued debts hindering infrastructure development.







%



2. Passenger Traffic Recovery & Forecasts



Source: ACI World



Passenger Traffic Recovery By Regions



Source: ACI World



International Passengers in Key Markets



Recovery ratio 2023 International passengers 2023

Recovery in Middle East vs Asia-Pacific

Recovery of passenger traffic in 2023

| | Domestic passengers 2023/2019 | International passengers 2023/2019 | Total passengers 2023/2019 |
|--------------|----------------------------------|------------------------------------|-------------------------------|
| Asia-Pacific | 97% | 70% | 90% |
| Middle East | 90% | 103% | 100% |
| APAC + MID | 97% | 78% | 91% |

Recovery of passenger traffic in 2024 (projected)

| | Domestic passengers 2024/2019 | International passengers 2024/2019 | Total passengers 2024/2019 |
|--------------|----------------------------------|------------------------------------|-------------------------------|
| Asia-Pacific | 108% | 129% | 116% |
| Middle East | 101% | 109% | 110% |
| APAC + MID | 108% | 124% | 115% |



Fact:

 \geq

As of 2023, UAE is the largest international passenger market across the entire Asia-Pacific (APAC) and Middle East (MID) regions.



Long-term Passenger Traffic Growth



Source: ACI World



Long-term Passenger Traffic Forecast by Regions



traffic by 2052

Source: ACI World



3. Debunking the Myths on Airport Charges



Myth #1: Airport Charges = Taxes

Taxes vs Charges



There is a common confusion between the terms "airport charges" and "taxes" when applied to levies on air tickets—a confusion aggravated by intentional confounding of the two terms by some.



- An AIRPORT CHARGE is a levy designed and applied specifically to recover the costs of providing facilities and services for civil aviation
- An AVIATION TAX is a levy designed to raise national or local government revenues, which are generally not applied to civil aviation in their entirety or on a costspecific basis.



ICAO's Policies On Taxation (Doc 8632)

3. With respect to **taxes on the sale and use of international air transport**: each Contracting State shall reduce to the fullest practicable extent and make plans to eliminate as soon as its economic conditions permit all forms of taxation on the sale or use of international transport by air, including taxes on gross receipts of operators and taxes levied directly on passengers or shippers;

16. Sales taxes, consumption taxes or Value Added Taxes (VAT) on tickets purchased for international air transport, where levied, increase the cost of air travel. Since VAT or other consumption taxes are often widely cast by fiscal authorities, with only limited exemptions permitted, the normal practice with respect to the sale or use of international air transport is to zero rate (i.e. where the tax rate is set at zero) rather than specifically exempt international air transport from these consumption taxes. Such sales or consumption taxes should be distinguished from airport or passenger service charges which meet the ICAO definition of a charge and have as their purpose cost recovery for civil aviation services or facilities.

18. In its Statements to Contracting States on Charges for Airports and Air Navigation Services (Doc 9082), the Council has made two important recommendations in relation to charges. The first is that States should impose charges only for services and functions which are required for international civil aviation; and the second is that States refrain from imposing charges which discriminate against international civil aviation in relation to other modes of international transportation. Where charges are imposed for services and functions which are not required for international civil aviation, these charges are in effect taxes and come within the purview of this Resolution.

ICAO'S POLICIES ON TAXATION IN THE FIELD OF INTERNATIONAL AIR TRANSPOR

Doc 8632



Third Edition — 2000



| ACI Asia-Pacific and Middle East | 28 | |
|----------------------------------|----|--|
|----------------------------------|----|--|

| Distinguishing Charges and Taxes | | | | | | |
|----------------------------------|-------------|-------------|--|--|--|--|
| | | | | | | |
| Who assesses the levy? | Airport | | Government | | | |
| | Coverage of | Coverage of | Trust fund or internal accounting entry that | | | |

| Who assesses the levy? | Airport | | Government | |
|---|---|---|--|--|
| Use of proceeds | Coverage of infrastructure or operating costs | Coverage of infrastructure or operating costs | Trust fund or internal accounting entry that might only be partially used for aviation or tourism purposes | Non-aviation |
| Levied by | Airport | Government | Government | Government |
| Recipient of proceeds | Airport | Airport | Government | Government's General Fund or Treasury |
| Classification of levy | Charge | Charge | Тах | Tax |
| Recommendations | Charge should be non- discriminatory | Charge should be non- discriminatory | Collection of taxes that might or might not be used for stated purpose are sub-optimal (e.g., security tax that is not directly linked to expenditures on security services or infrastructure) | Discouraged for international aviation due to reduced competitiveness of national markets Should not target only the aviation sector and discriminate Existing taxes should be phased out or cost- benefit undertaken to justify |
| Consistency with ICAO policies on taxation (Doc 8632) and charges (Doc 9082) | Optimal | Justifiable | Sub-optimal | Misalignment with ICAO policies and guidance |

Policy Brief

InterVIST.

Texation of international air transport and airports Economic benefits and costs 2020 | 34

Are some MID States in violation of ICAO's Policies on Taxation (doc 8632)?

ICAO policies on taxation of international aviation should be followed by States





Myth #2: Airport charges have a big impact on consumers (airlines and passengers)



Airport Charges as a % of Airline Costs



*As defined in IATA WATS, the data presented are drawn from a sample of airlines with financial years ending in 2021 (n=120), 2020 (n=126), 2019 (n=109), 2018 (n=132), 2017 (n=125), 2016 (n=120) and 2015 (n=110). The sample sizes generally reflect traditional/legacy airlines only.

User charges consists of both of Air traffic control (ATC) charges and airport charges

ICAO User charges as % of total costs International scheduled services



Airline Cost Items Breakdown Aircraft fuel and oil Middle East, 2022 General and administrative User charges, 26% 5% 6% 6% 18% 10% 14%

Source: IATA World Air Traffic Statistics, 2022



- Flight crew salaries and expenses
- Flight equipment maintenance and overhaul
- Station expenses
- Other expenses (flight) operations)
- Ticketing, sales and promotion
- Passenger services
- Other operating expenses

User charges

Flight equipment rentals



Airport Charges as a % of Airfares



Airport charges represent a small % of airfares

Source: Inter V/STAS Analysis of Sabre MIDT Airfare Data, Ancillary Revenue Data from IdeaWorks, and ACI Economics Data



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Middle









Source: ACI Economics Dataset.

Note: Revenues have been adjusted to USD and inflation adjusted based on IMF figures.

Source: InterVISTAS Analysis of Sabre MIDT Airfare Data, Ancillary Revenue Data from IdeaWorks, and ACI World Economics Data.



Myth #3: Airport charges in the MID Region are high and increasing over time



MID airports charges in the global context

DXB #43 of out 50 on the list of airport charges index. By and large, Middle East airports remain affordable to users.



| | AIRPORT | SDR |
|----|--------------------|---------|
| | | |
| 1 | London-LHR | 101,792 |
| 2 | Auckland | 75,969 |
| 3 | Moscow | 71,908 |
| 4 | New Jersey-EWR | 66,794 |
| 5 | Toronto | 64,794 |
| 6 | Sydney | 64,693 |
| 7 | Mexico City | 63,319 |
| 8 | Zurich | 58,395 |
| ~ | Frankfurt | 57,326 |
| | New TORK-JPK | 57,195 |
| | budapest | 53,500 |
| 12 | Los Angeles | 47,000 |
| 14 | Vancouver | 47 542 |
| 10 | Prague | 47 126 |
| 16 | Brussels | 45 643 |
| 17 | Rome Fiumicino | 45 568 |
| 18 | Amsterdam | 45 159 |
| 19 | Vienna | 44 602 |
| 20 | London-LGW | 42.064 |
| 21 | Athens | 41.408 |
| 22 | Miami | 41,298 |
| 23 | Dusseldorf | 41,271 |
| 24 | Berlin Brandenburg | 40,604 |
| 25 | Milan Malpensa | 39,563 |
| 26 | Cancun | 38.097 |
| 27 | Singapore | 37,523 |
| 28 | Stockholm | 37,510 |
| 29 | Paris-CDG | 36,176 |
| 30 | Osaka Kansai | 35,280 |
| 31 | Madrid | 35,227 |
| 32 | Hong Kong | 35,100 |
| 33 | Warsaw | 32,321 |
| 34 | San Francisco | 31,873 |
| 35 | Copenhagen | 31,478 |
| 36 | Tokyo Narita | 30,595 |
| 37 | Washington | 30,352 |
| 38 | Bangkok | 28,578 |
| 39 | Dublin | 26,169 |
| 40 | Mumbai | 25,931 |
| 41 | Beijing | 25,887 |
| 42 | Helsinki | 24,052 |
| 43 | Dubai | 23,434 |
| 44 | Sao Paulo | 22,225 |
| 45 | Jakarta | 21,791 |
| 46 | Jonannesburg | 21,282 |
| 47 | Seoutincheon | 20,935 |
| 48 | Detri | 19,562 |
| 47 | 030 | 16,539 |

Jacobs Airport Charges Index 2023 - Total SDRs for Airbus A380

| Airport | SDR | Index |
|---------------|--------|-------|
| Auckland | 24,325 | 100.0 |
| London-LHR | 22,338 | 91.8 |
| Sydney | 19,821 | 81.5 |
| Frankfurt | 19,701 | 81.0 |
| New York-JFK | 19,638 | 80.7 |
| Los Angeles | 15,717 | 64.6 |
| Singapore | 12,712 | 52.3 |
| Paris-CDG | 11,974 | 49.2 |
| Hong Kong | 11,631 | 47.8 |
| Tokyo Narita | 10,708 | 44.0 |
| Beijing | 10,082 | 41.4 |
| Bangkok | 9,350 | 38.4 |
| Seoul Incheon | 7,909 | 32.5 |
| - Dubai | 7,657 | 31.5 |
| Kuala Lumpur | 5,044 | 20.7 |



Myth #4: Airport charges cover all airport costs and are sufficient for sustainable development of airports

Airport Revenue and Cost per Passenger - MID

ADDITION AND A STATEMENT

Revenue generated from airport charges is not enough to cover airport costs AIRPORTS COUNCI



Airport Size in the MID Region



INTERNATIONA

Even when the industry was in the black, at least **70% of the MID Airports** had a ^A negative balance between Total Revenues and Total Costs





Myth #5: Heavy-handed regulation and Single Till regime are required to cap charges and protect consumers



Economic Oversight Models & Till Regimes



Heavy-handed regulation of airport charges, Price Cap and Single Till are <u>not</u> necessarily associated with lower airport charges

Airport charges (aero revenue) per pax



Source: InterVISTAS Analysis of ACI World Economics Data



Truth about Airport Charges:

1. Charges are not equated to taxes. Some States' Taxation Policies are in violation of ICAO's Policies on Taxation (Doc 8632)

2. Airport charges have a proportionally small impact on airlines (airline costs) and passengers (airfares)

3. Airport charges in the Middle East remain affordable, despite high costs associated with running the airports due to peculiar climate

4. Airport charges (aeronautical revenues) are not sufficient to cover airport costs

5. Heavy-handed regulation of airport charges, Price Cap and Single Till are not necessarily associated with lower airport charges



4. Inflation Adjustment of Airport Charges



The Importance of Adjusting Charges for Inflation

Inflation = Increase in Costs



| | 2004-2023 (Last 20 Years) | 2014-2023 (Last 10 Years) | 2019-2023 (Last 5 Years) | 2021-2023 (Last 3 Years) |
|--------------|---------------------------------|------------------------------|-----------------------------|-----------------------------|
| Asia-Pacific | 105% | 36% | 23% | 13% |
| Middle East | 207% | 43% | 28% | 16% |
| World | 103% | 32% | 21% | 12% |



Over 200% in inflation accumulated for the last 20 years in the Middle East!



White Paper: The Importance of Adjusting Airport Charges for Inflation Ensuring Financial Stability and Long-Term Sustainability, Amid Reing Costs



Inflation Through the Lens of Building Blocks





Consequences of Not Addressing the Issue

Incremental adjustments over abrupt shifts



Erosion of Financial Performance and Revenue Shortfall



Decreased Service Quality and Maintenance Delays

Deferred Capital Expenditure Projects



Regulatory and Stakeholder Disputes



Loss of Competitiveness and Investment







5. Capacity Crunch & Creating Fertile Grounds for Investments

Distribution % of Airport Costs

Airports face high fixed costs





Significant Investment in the Middle East



Historically high capital investments in airport infrastructure

"The state of aviation infrastructure in the Middle East is marked by <u>significant investment</u> and <i>development, driven by the region's rapid growth in air traffic and connectivity." (ICAO)



Source: ACI World

Supplying Longer Term Demand

Global airport capital investments to meet long-term air transport demand

Global CAPEX Projections: Share % of CAPEX investments by region (2021 - 2040)in airport CAPEX needed to meet long run air transport demand (2021 to 2040) \approx GDP of some G7 countries **US \$1.7 trillion** in brownfield projects AIRPORT CAPEX NEEDS **US \$730 billion** in greenfield projects Focus on the uss 11.1hn Middle East 2023-2025 (MEDIUM-RUN) US\$ 19.9bn 2026–2040 US\$ 119.8bn Impact of COVID-19: 2021-2040 US\$ 150.7bn ≃ 33% decline in CAPEX for 2020 as compared

to 2019 (CAPEX deferment measures)



Airport CAPEX in the Middle East



Money flows into greenfield and brownfield construction, with a significant focus on terminal buildings

Greenfield versus brownfield forecast investment at Middle Eastern airports, 2015–2040







Impact of Potential Infrastructure Gap in MID

Foregone benefits – Sustainable Development Goals (SDGs) at risk

IN 2040

For every 1,000,000 foregone passengers due to airport capacity constraints, the Middle Eastern air transport industry would support 8,400 FEWER JOBS and US\$562 MILLION LESS IN REGIONAL GDP

<u>Airport-related SDGs:</u>















Light-handed Regulation as a Way Forward

CAPEX spend per pax higher with light-handed regulation



The Global Trend in Dual and Hybrid Till



Dual till pricing increases incentives to invest in airport facilities, thereby encouraging investment and increasing capacity



Single till Source: ACI World

Dual/Hybrid Till

Single Till

34.9%



6. Issues for Aviation Ecosystem Stakeholders to Address Together

Proliferation of taxes imposed on international air transport

High costs of operating airports

Policy Levers to Stimulate Demand



Removing pax-based taxes — Unleash the full socio-economic benefits of aviation

Based on estimated price elasticities – Removal of taxes would increase traffic by 2% for the Middle East Region





Case Study: Jordan

High taxes in Jordan – Adverse Impact on Tourism Potential

- In Jordan, there is a special tax levied on international passengers that is among the highest in the region.
- Even for levies that are commonly considered airport-related and have the properties of a charge, the government collects a portion of those proceeds.
- On average, the <u>government collects 74% of</u> <u>the total passenger levies.</u>
- Government taxes constitute 29% on the base fare (surcharges and ancillary charges excluded)



Operational Challenges of Running Airports in the Middle East



Balancing High Costs, Passenger Growth, and InfrastructureAIRPORTSDevelopmentOperating expenses and capital costs per passenger



Source: ACI World KPI Economics Report



Let's collaborate for a better and sustainable aviation future in the Middle East!

A Regional Perspective on Airport Economics in the Middle East

ACI Asia-Pacific and Middle East Doha, Qatar THANK YOU!



ACI Asia-Pacific and Middle East