



Aviation Infrastructure – Potential and Opportunities

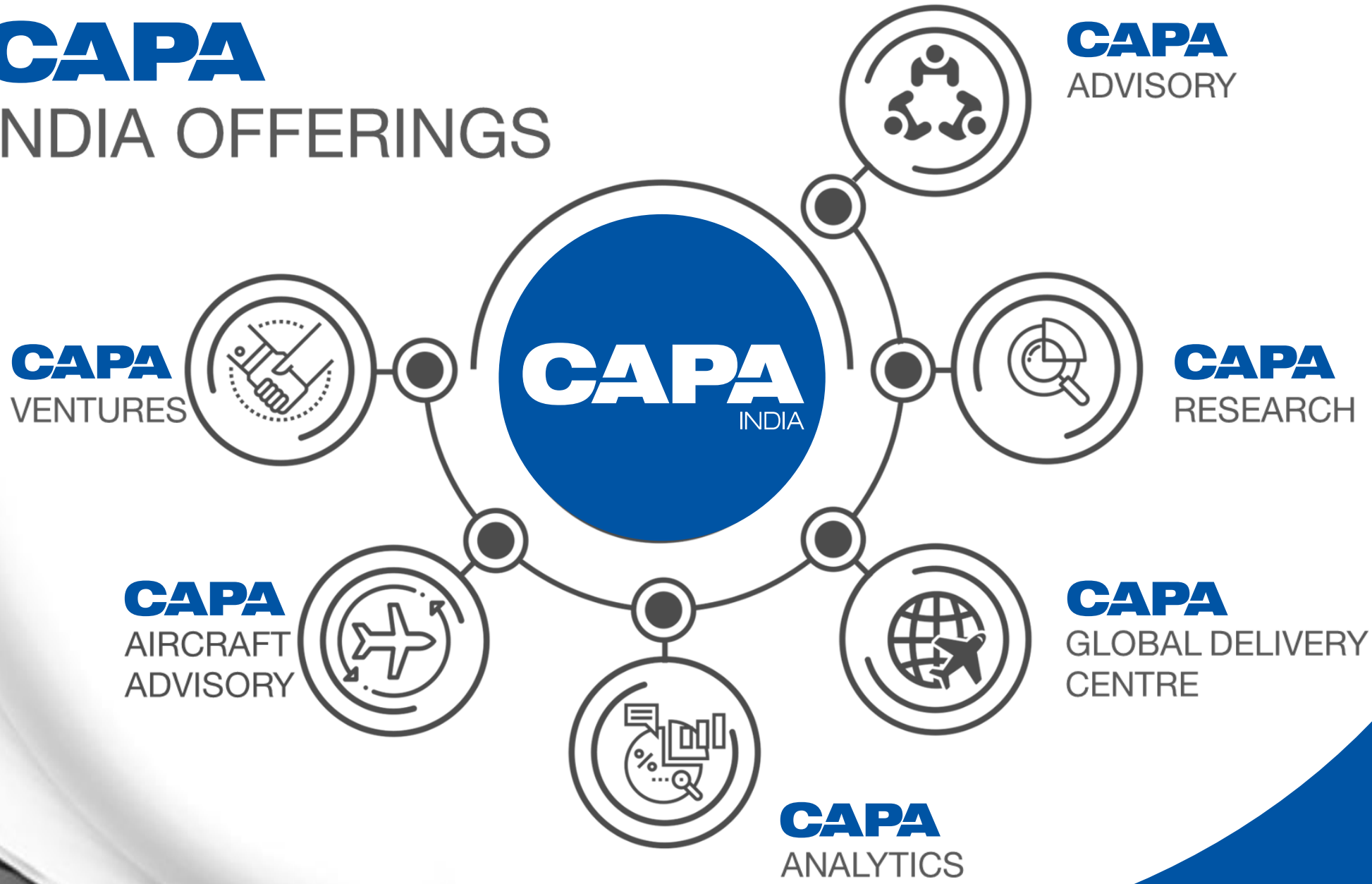
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Discussion guide...

1. India is, possibly, the aviation market of the 21st century.
2. Aviation Infrastructure is critical to growth outcomes.
3. Maximizing productivity of existing airport and aviation assets is increasingly vital given the massive growth profile in last four years.
4. Planning for integrated /multi modal/ aligned to regional economy and Infrastructure must be provided highest priority by policy makers.
5. Indian firms – both public and private – must ensure that highest share of this opportunity is leveraged by them.
6. Understanding the fast changing world of modern aviation system and building ecosystem of knowledge/ expertise will be the first step.
7. CAPA believes aviation growth in India will have a very significant socio-economic impact and change in the 21st century.

Leveraging data science and applied aviation research to deliver analytics solutions for the aviation and travel industries.

- Predictive modelling
- Customer segmentation and targeted marketing
- Enhanced engagement with frequent flyers
- Revenue management and planning
- Network optimisation
- Predicting cancellations and no-shows
- Unbundling strategies and ancillary revenue maximisation
- Onboard catering optimisation
- Stimulating duty free and airport retail sales
- Corporate travel policy compliance
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Leveraging the domain expertise of CAPA and TransOrg analytics and their combined team of more than 100 data scientists and research analysts



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Delivering cost-effective, outsourced aviation research and analysis capabilities for global clients.

- Market, traffic and trend analysis
- Data compilation and analysis
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- Advanced financial modelling
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- Performance and risk assessments
- Strategic analysis



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