

BEONTRA

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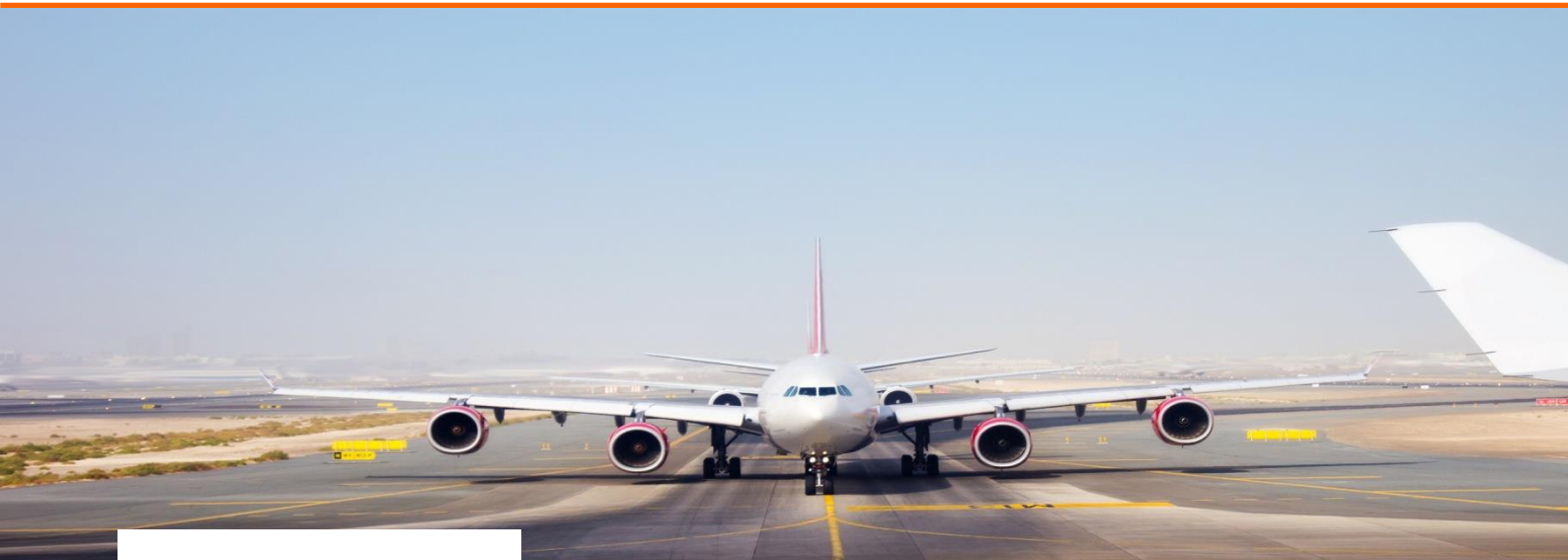
B



SCENARIO PLANNING

Case Study:

Brussels Airport (BRU)



"BEONTRA enables us to generate reliable and detailed traffic forecasts from the very beginning of the budgeting period, serving us as a reliable data source for our corporate planning."

Leon Verhallen
Head of Aviation Marketing
Brussels Airport

"Using B Operational for our day to day operational planning at Brussels Airport guarantees reduced waiting times and high service quality for our passengers while reducing security processing costs."

Ward Decaluwe
Director Operations
Brussels Airport

"Implementing the BEONTRA Scenario Planning Suite across our organization standardizes the planning procedures and diminishes inconsistencies between traffic, revenue and investment planning forecasting."

Marc-Andre Gennart
CFO
Brussels Airport


IN 2008, BRUSSELS AIRPORT (BRU) IMPLEMENTED THE FIRST BEONTRA TRAFFIC PLANNING MODULE TO ENHANCE AND STANDARDIZE THE TRAFFIC FORECASTING PROCESSES AT BRUSSELS AIRPORT.

During 2010, BRU developed plans to further expand and integrate its planning infrastructure when it comes to:

- Centrally storing and distributing all planning relevant data seamlessly between different departments (e.g. Marketing/ Business Development/ Controlling and Operations)
- Streamlining planning processes and procedures
- Providing functionalities for modeling short-, as well as medium and long term schedule scenarios
- Assigning load related assumptions (e.g. passenger seat load factors transfer and baggage rates) based on reliable and profound base data
- Directly linking revenue scenarios and modeling future tariff scenarios to traffic planning, as well as
- Deriving high-level capacity analyses regarding potential land- and/ or airside constraints directly and automatically based on selected traffic scenarios for both the day to day operation, as well as the longer term facility planning

Consequently, the existing system has been migrated to B Tactical, the most current BEONTRA planning modules and the add-on modules B Strategic, B Operational and B Capacity have been implemented.

PROJECT CHARACTERISTICS

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| PROJECT NAME | Horizon – integrated corporate planning platform for Brussels Airport |
| CLIENT | Brussels Airport / Brussels, Belgium |
| CLIENT DETAILS  | IATA Code: BRU ICAO Code: EBBR Owner: The Brussels Airport Company Coordinates: 50°54'05"N 004°29'04"E Passengers: 18,8 Mio (2011) Cargo: 475,000 tons (2011) Aircraft Movements: 234,000 (2011) Destinations: 230 (2011) Revenues: 400 Mio EUR (2011) Planned Investments: 460 Mio EUR (2011-2016) |
| PROJECT TIMEFRAME | 2008 – ongoing |
| MAIN GOALS | <ul style="list-style-type: none"> ▪ Integrated traffic data and planning platform ▪ Connection of all planning relevant departments to one core planning process and system ▪ Evaluation and simulation of operational, mid-term and long term traffic scenarios with their effects on airport operations and capacity |
| PROJECT SCOPE | Implementation of <ul style="list-style-type: none"> ▪ B Tactical (2008) ▪ B Strategic (2011) ▪ B Operational (2011) ▪ B Capacity (2011) Creation of the BRU 2030 Long Term Forecast in a joined project team approach between Brussels Airport and BEONTRA |
| REFERENCES | Mr. Leon Verhallen Head of Aviation Marketing, Brussels Airport Mr. Ward Dacaluwe Director Operations, Brussels Airport Mr. Marc-Andre Gennart CFO, Brussels Airport |