



Connectivity and Resilience against all the Odds



Airport Overview

- Airport Location and history
- Key stats
- Key Threats & Challenges as a regional airport
 - Infrastructure investment
 - Cost containment
 - Sustainability
 - Business development
 - Peripherality & Competition
- Key stakeholder support
- The Future

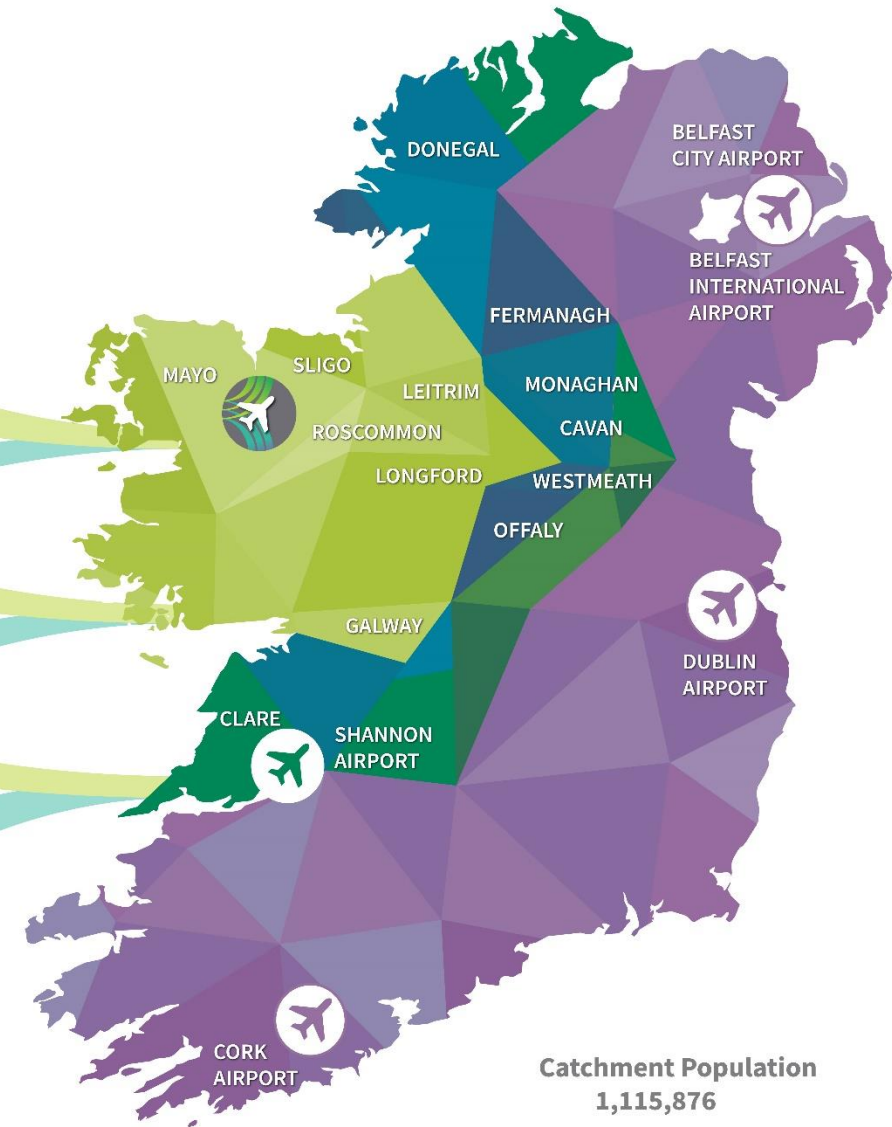


Catchment Map

- Within 60 minutes drive
- Within 60-90 minutes drive
- Within 90-120 minutes drive

Drivetime to Irish Airports from Ireland West Airport

- Dublin Airport-232 km (2hrs 56 mins)
- Shannon Airport-161 km (2hrs 20 mins)
- Cork Airport-280km (4hrs 10 mins)
- Belfast City / Belfast International Airport - 244km (3hrs 21 mins)







“Our History is colourful, controversial and an iconic story of aviation development against all the odds”

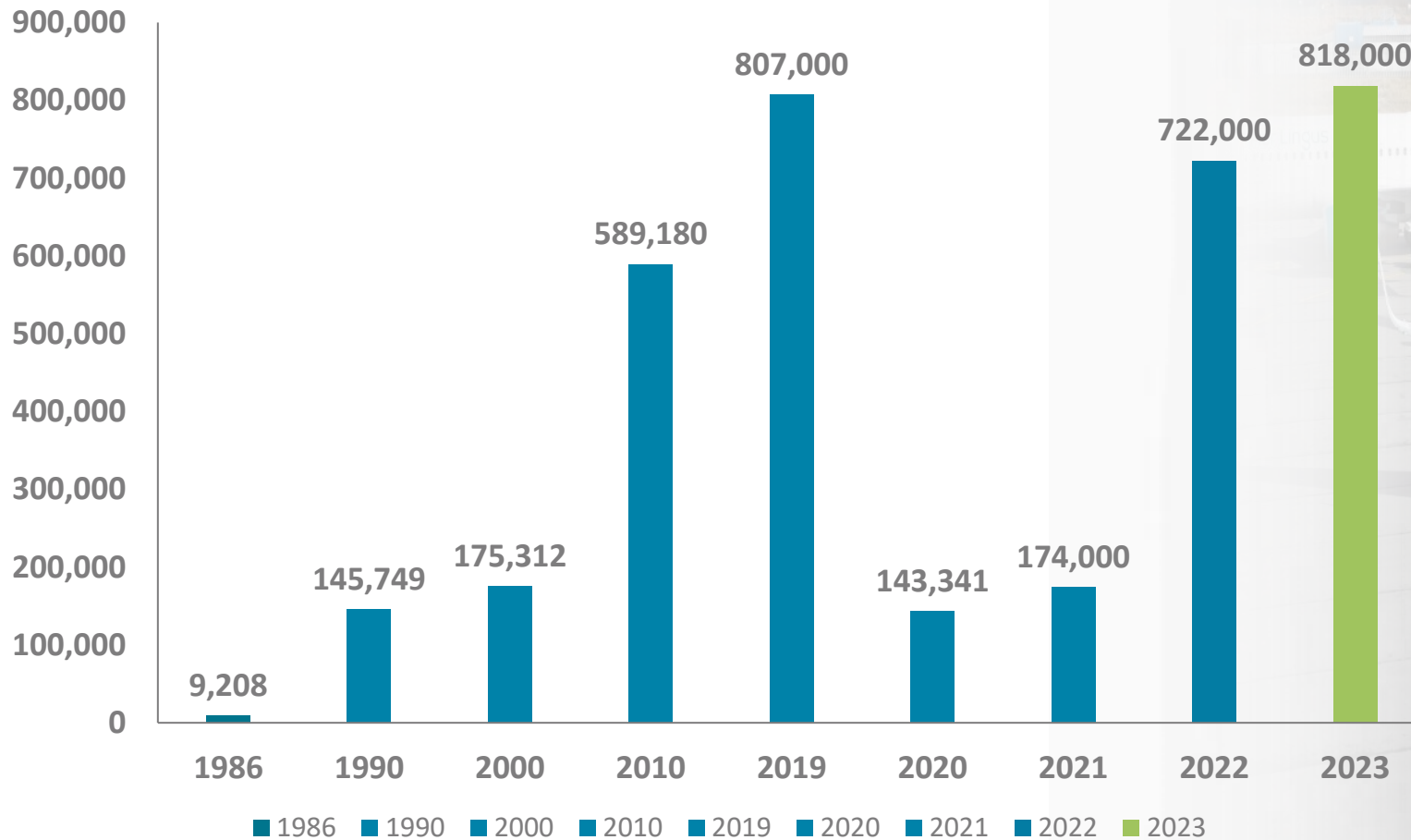
- In the 1970’s the west of Ireland was seriously underdeveloped, and economically deprived compared to other Irish & EU regions
- In 1979 Pope John Paul 2nd visited the International Marian Shrine, in Knock County Mayo
- Following this the Monsignor of the Shrine decided that the region and Shrine needed an international Airport
- National and Local Government were at best “undecided” and financial support for the development was limited
- The Airport was successful opened in 1986 as a result of large scale “crowd funding” from the Irish diaspora worldwide and a limited level of Government funding.



HARRINGTON
TEL. KILKELLY 13

A Regional Success Story

Record year for passenger traffic in 2023





✪ Toronto

✪ New York

✪ Boston

✪ Washington

✪ Edinburgh

✪ Cologne

✪ Liverpool

✪ Manchester

✪ East Midlands

✪ Birmingham

✪ London (Stansted)

✪ London (Luton)

✪ London (Heathrow)

✪ Bristol

✪ Milan

✪ Lourdes

✪ Medjugorje

✪ Barcelona

✪ Majorca

✪ Alicante

✪ Faro

✪ Cadiz

✪ Malaga

✪ Lanzarote

✪ Tenerife

 Ireland West
Airport

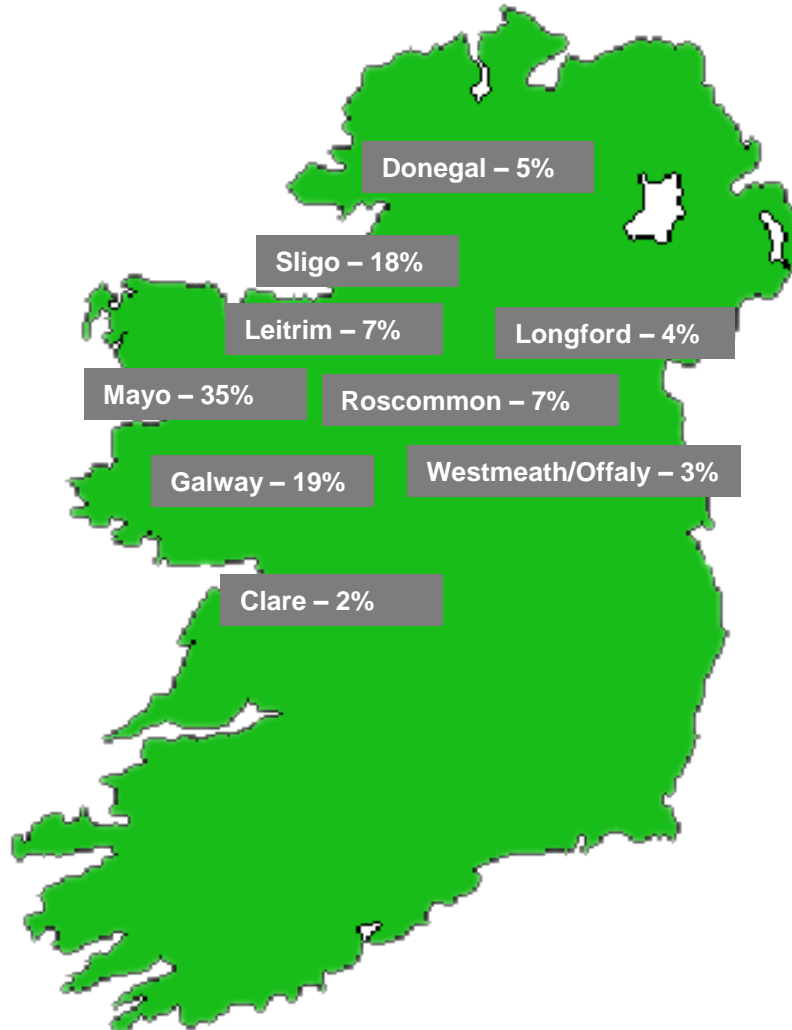
2024
Destinations

irelandwestairport.com    

✪ Connecting services via Heathrow

Growing Customer Base

A truly regional airport with a catchment area stretching across the entire West, North West and Midlands region with significant potential to stimulate traffic further from the Midlands region of the country



Regional Economic Driver

Over 250,000 visitors to the region annually to the West Coast of Ireland



250,000 annual overseas visitors to the regions



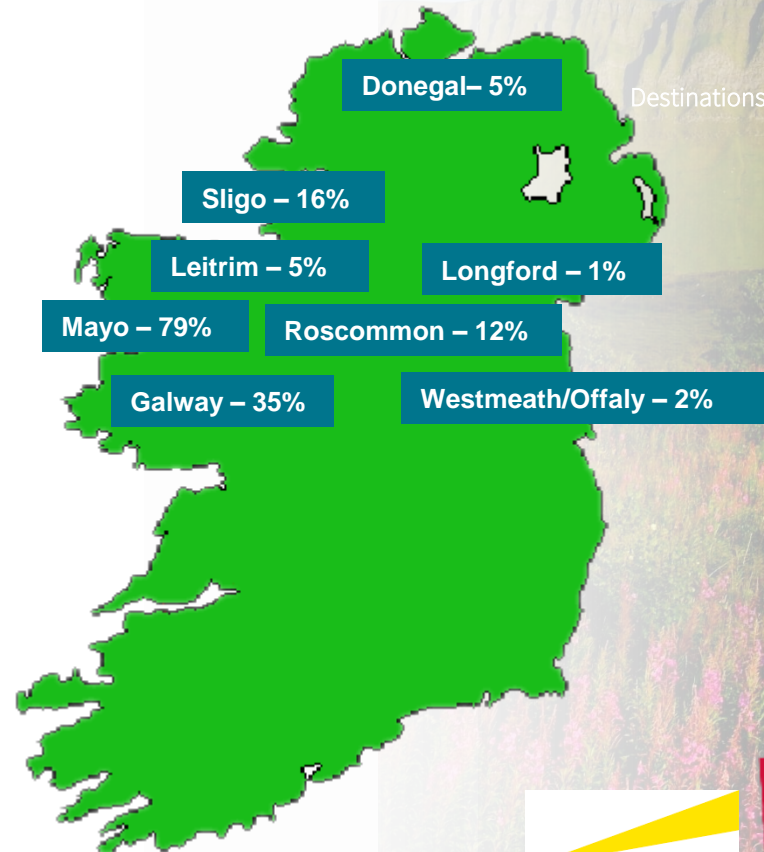
900,000+ annual bed nights in the region



€182m+ spend annually in the region



Supporting 3,177 jobs in the region



Route Expansion 2023

3 new services announced



New services

- Lanzarote
- Tenerife

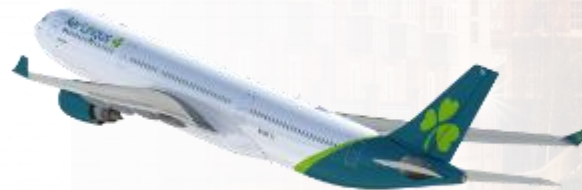


New Service

- London Heathrow



40,000+ extra seats added on services to London, Edinburgh, East Midlands, & Liverpool in 2023



Key challenges-Infrastructure development

- Annual CAPEX requirements c **€6-8m per year**
- Dependent on Government support from **Irish Regional Airports Programme** that covers on average up to **70%**
- **Airport self funds up to 30%** of total annual capex requirements
- As a small regional airport this presents a very significant challenge
- Airport must ensure **adequate matching funding** is generated from;
 - Aeronautical revenues
 - Non Aeronautical revenues
 - Commercial (retail, car parking, car hire and other)
 - Ancillary revenue streams



Key challenges - Cost Containment

- As a small regional Airport we have seen:
 - A positive recovery in passenger traffic to pre covid levels
 - Full reinstatement of our route network
 - Improvement in commercial income streams by up to 25% in comparison to 2019 levels
 - However, we have also experienced overall cost increases of up to 40% in key business and operating costs (Utilities, insurance, energy, rates & services)

This presents a serious challenge going forward as we cannot continue to increase passenger costs and prices to compensate





Key challenges - Achieving Sustainability targets

- As a small regional Airport we have achieved:
 - ACI Level 2 Accreditation last year
 - And are working towards Level 3 this year, with net zero commitment by 2050
 - We have also implemented a number of sustainability projects and continue to do so across the Airport campus. (EV's, LED lighting, AGLs, Recycling and implementing solar)

The costs of implementation is a serious challenge going forward as we move to large scale infrastructure facilities upgrades, cladding, HVAC replacements with questionable payback



Key challenges - Business Development & Competition from other larger airports

- As a small regional Airport we have achieved:
 - An impressive level of pax growth over last 10 years
 - A high level of safety, security, ATC operations
 - Fully integrated with our airline partners across all key operational and commercial areas of the airport business

However;

- The **reducing number of airlines available** to service regional Airports like us across Europe is of serious concern and challenging
- As operational costs continue to increase on par with larger airports, competition for **new business is aggressive** and very challenging





Airport's Key Regional Position

- Identified by Government as a key transport infrastructure hub in NDP 2018-2027 & Project Ireland 2040 & in the National Aviation Policy.
- Acknowledged as one of the state's 4 main airports, and a critical driver of economic and tourism development.
- Key part of Government's Regional Airport's programme
- Significant capital expenditure programme planned over next 5 years of up to €30m.

However, we will continue to face challenges as a result of our remote location, peripheral to large cities as a result of increasing operating costs, investment requirements and meeting future sustainability commitments.



Key focus on Airport Sustainability

- **Airport Carbon Accreditation** is the only institutionally-endorsed, global carbon management certification programme for airports. It independently assesses and recognizes the efforts of airports to manage and reduce their carbon emissions through 6 levels of certification:
- The **Irish Department of Transport** has endorsed the ACI programme and recommends all Regional Airports sign up to and works to achieve the highest level possible.
- Airport committed to interim target of **51% reduction in emissions by 2030** & Net Zero emissions by 2050.
- Airport awarded Level 1 accreditation in October 2022 and received Level 2 accreditation in November 2023





Age Friendly Airport

- Ireland West Airport alongside Shannon Airport became the first airports in the world to be recognised as Age Friendly, as endorsed by the World Health Organisation (WHO)
- In November 2022 Ireland West Airport and Shannon Airport were crowned joint winners of the Age Friendly Transport Award at the prestigious National Age Friendly Transport Awards. The primary aim of the National Age Friendly Awards is to recognise and reward achievement in age friendly



Improving Transport Airport Infrastructure also a critical driver for regional development & our Airport

- Improving both regional road and rail connections are vital to support the airport's growth
- Sligo Chamber of Commerce and Ireland West Airport jointly called on the Government to fund the upgrade of the N17
- Rail connectivity to the Airport and SDZ zone will also be a critical enabler to future growth in international access with airlines and passenger growth as well as providing additional low cost-efficient connectivity for both passengers and freight.
- Ireland West Airport is currently heavily reliant on public transport provided by Bus Eireann and taxi services, and also has over 70% of passengers use their own transport means to get to/from the airport

Airport Strategic Development Zone

- Government designated a landbank of 284 Hectares (Statutory Instrument 266) in surrounds of Airport as a **Strategic Development Zone** (SDZ) in 2017
- Mayo County Council completed detailed **planning scheme** for the Zone which was approved by the members in 2019
- The SDZ Scheme, if built out to full capacity, could deliver 95,025sq.m of Commercial, Business & Enterprise space, 44,000sq.m of Aviation Economic Development & Services, and 11,000sq.m of Hotel Accommodation & Conference floorspace.
- SDZ has potential to create up **to 6,000 jobs** and become a key economic driver for the west of Ireland (Future Analytics 2019)
- Currently there are plans in place to develop the Airport's Strategic Development Zone over the next 10 years as a regional economic driver for the west of Ireland

Deliverables for the region 2024 - 2034

Doubling of overseas visitors

400,000 overseas visitors annually through Ireland West

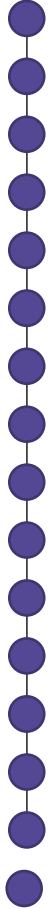
Doubling of tourism revenues

Increase in tourism revenues by visitors through Ireland West to €400m

Major increase in bed nights

Double the number of bed nights in the region annually





Finally, despite all the challenges we continue to grow and develop as a regional Airport and have been honoured to welcome some notable guests over the last few years.

Thank you all for your time listening to me today and I wish you every success going forward this year.



Pope Francis Visit 2018



Thank You

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