

# ADP, VINCI and Astaldi's Consortium to Manage and Develop Santiago Airport (Chile)

04 February 2015

## 1. Deal Highlights

## 2. Introduction to Arturo Merino Benitez Airport

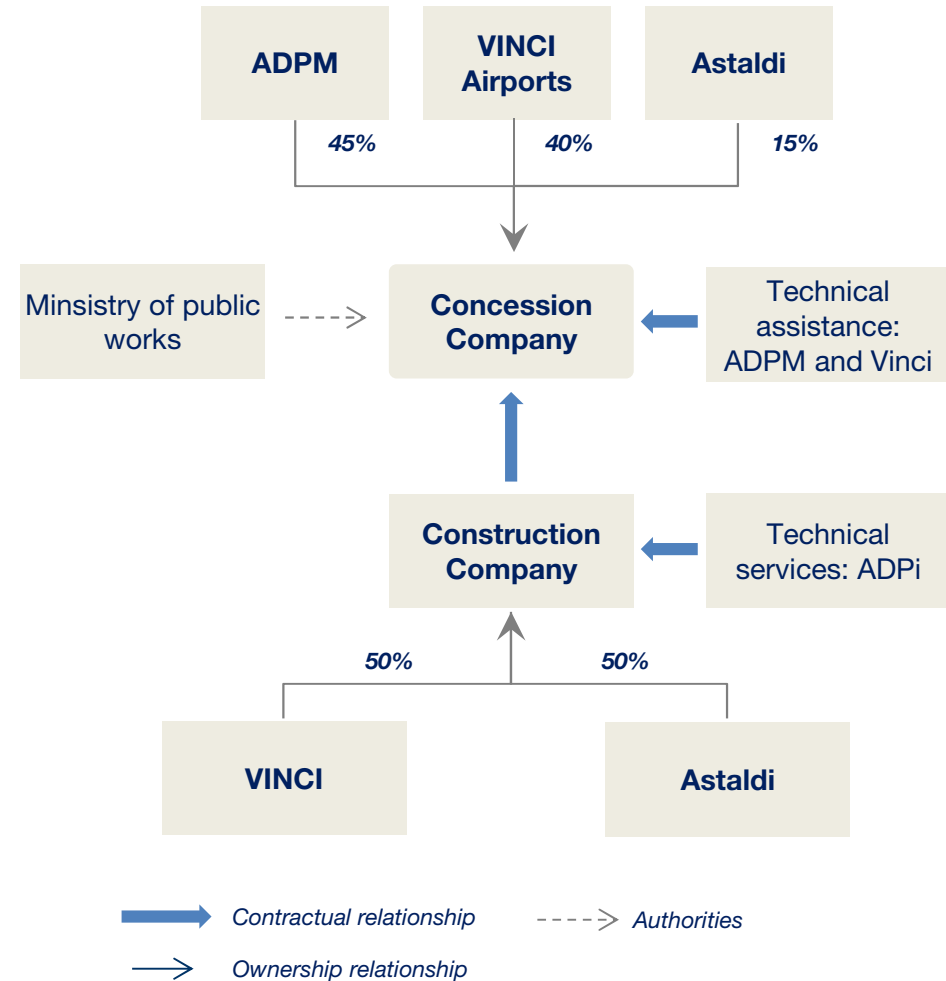
## 3. Rationale

# 1. Deal Highlights

## ADP, Vinci and Astaldi's Consortium to Manage and Develop Santiago Airport

Deal overview	
<b>Structure</b>	<ul style="list-style-type: none"> <li>ADPM: 45%</li> <li>VINCI Airports: 40%</li> <li>Astaldi 15%</li> </ul>
<b>Specifications</b>	<ul style="list-style-type: none"> <li>Management and renovation of the current facilities</li> <li>Building of a new terminal (15m of capacity)</li> </ul>
<b>Preferred proponent</b>	<ul style="list-style-type: none"> <li>4 February 2015*</li> </ul>
<b>Beginning of operation</b>	<ul style="list-style-type: none"> <li>1<sup>st</sup> of October 2015</li> </ul>
<b>Duration</b>	<ul style="list-style-type: none"> <li>20 years</li> </ul>
<b>Rent</b>	<ul style="list-style-type: none"> <li>77,56% of the concession company turnover</li> </ul>

### Structure



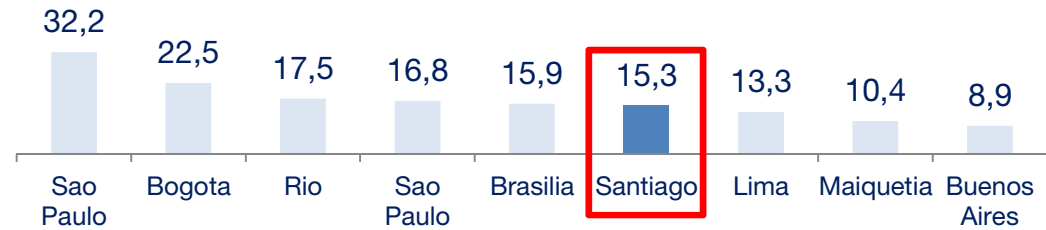
\* Date of opening of the economic offers, pending Supreme Decree of award

# 2. Overview of Arturo Merino Benitez Airport

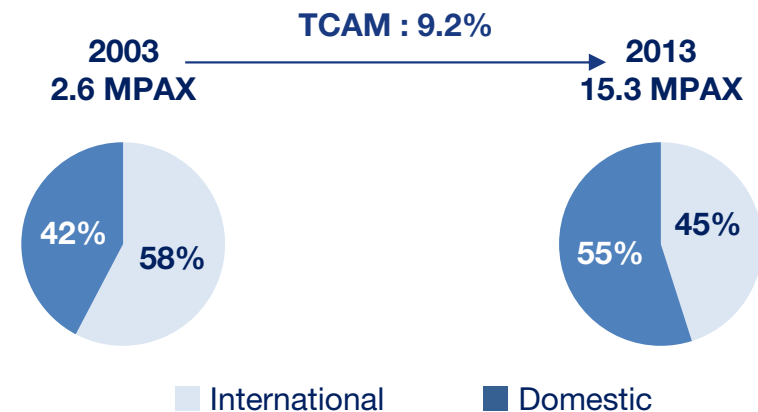
## Infrastructure ID and Key Indicators

<b>Location</b>	<ul style="list-style-type: none"> <li>14 km or 30 min from city center</li> </ul>
<b>Land</b>	<ul style="list-style-type: none"> <li>Airport site covers 1056 ha with possible expansion for future development</li> </ul>
<b>Terminal</b>	<ul style="list-style-type: none"> <li>1 terminal</li> <li>15m passengers/year capacity</li> </ul>
<b>Runway</b>	<ul style="list-style-type: none"> <li>2 distant parallel runways for simultaneous independent operations</li> </ul>
<b>Parking stands</b>	<ul style="list-style-type: none"> <li>More than 80 aircraft parking stands</li> </ul>
<b>Main customers</b>	<ul style="list-style-type: none"> <li>LAN: 72% of passengers</li> <li>SKY: 13% of passengers</li> </ul>
<b>Retail</b>	<ul style="list-style-type: none"> <li>c. 9000sqm of commercial space in 2015 to be increase to c. 25000 sqm by 2020</li> <li>Arrival and departure duty free shops</li> </ul>
<b>Car parks</b>	<ul style="list-style-type: none"> <li>More than 7100 parking bays in 2020</li> </ul>
<b>Cargo</b>	<ul style="list-style-type: none"> <li>Annual cargo volume of 292 000 tons in 2014</li> </ul>

### → 6<sup>th</sup> Busiest Airport in South America (in MPAX)



### → Resilient Traffic Growth



# 3. Rationale

A Unique Opportunity in South America in Line with ADP International Strategy

## Very Attractive Asset

- Last big airport in South America to be privatized
- Limited country risk
- First-class asset with capacity to grow
- Strong based airline

## Potential to grow

- Chilean GDP expected to grow at c. 4% on average per year between 2013 and 2030
- Significant growth potential from modal shift and introduction of low fare airline
- Central role of Santiago in international connectivity
- Additional terminal to be built (+€15m capacity)

## Control

- Joint-control with VINCI

## Group skills

- ADPM and ADPi to be both involved

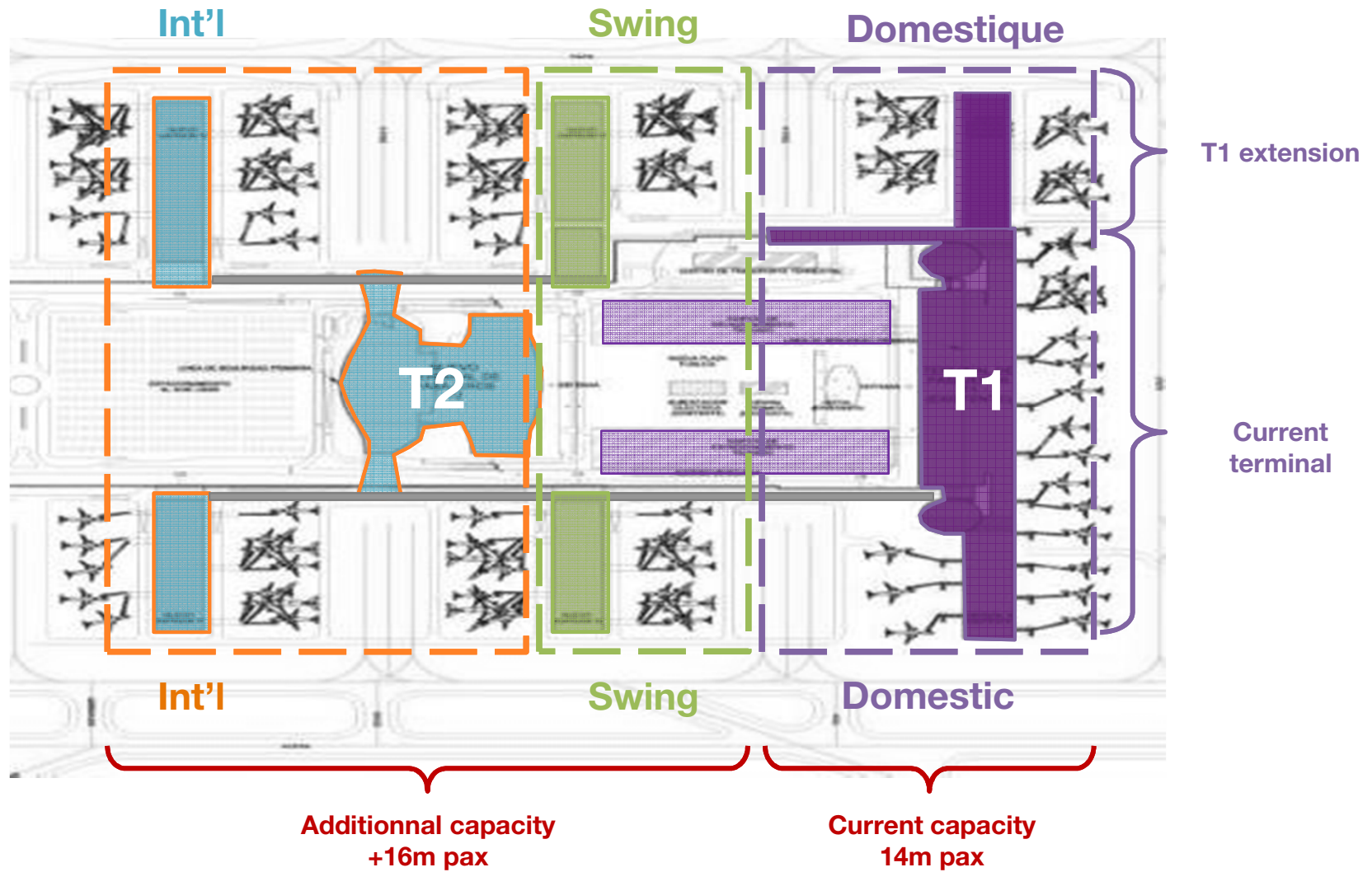
# Appendix



**AÉROPORTS DE PARIS**

# Development Project

T1 & T2



# Disclaimer & IR Contact

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