

TRAFFIC DEVELOPMENT AIJCH

ICAO Presentation SEP 13, 2018

Lima

CCO, Norbert Onkelbach



> 1.

LIMA AIRPORT PARTNERS

CONCESSION CONTRACT



Type:	Self-sustainable (LAP incurs in all capital investments) LAP takes all demand risk
Length:	30 years until 2041 + 10 additional years (automatic extension) + 10 additional years (mutually agreeable extension)
Regulator:	OSITRAN
Fees to Government:	Peruvian State: 46.511% of gross sales CORPAC (Peru's ATC: 20% of Inter PAX tax and 50% of landing/take-off fees OSITRAN: 1% de gross sales
Investment milestones:	August 2001 : US\$ 1.3 MM Fulfilled February 2004: US\$ 25.0MM Fulfilled August 2004: US\$ 80.0MM Fulfilled February 2005: US\$ 110.0MM Fulfilled
Commitments:	Build a 2nd runway Build a new passenger terminal

LAP SHAREHOLDERS



Worldwide airport operator

70.01%



Finance arm of the World Bank

19.99%



AC
CAPITALES SAFI

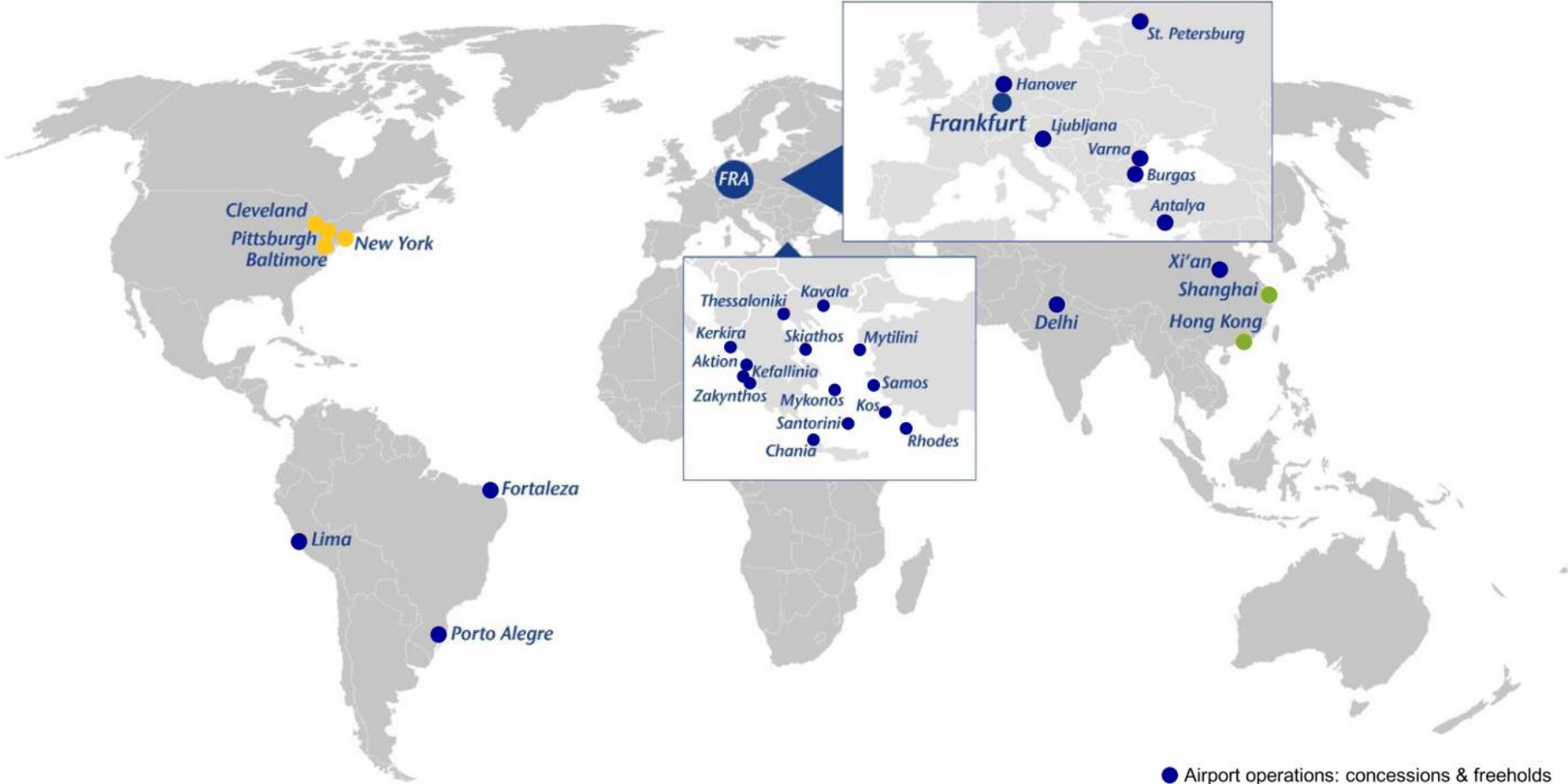
Peru-based investment fund

10%

FRAPORT GROUP



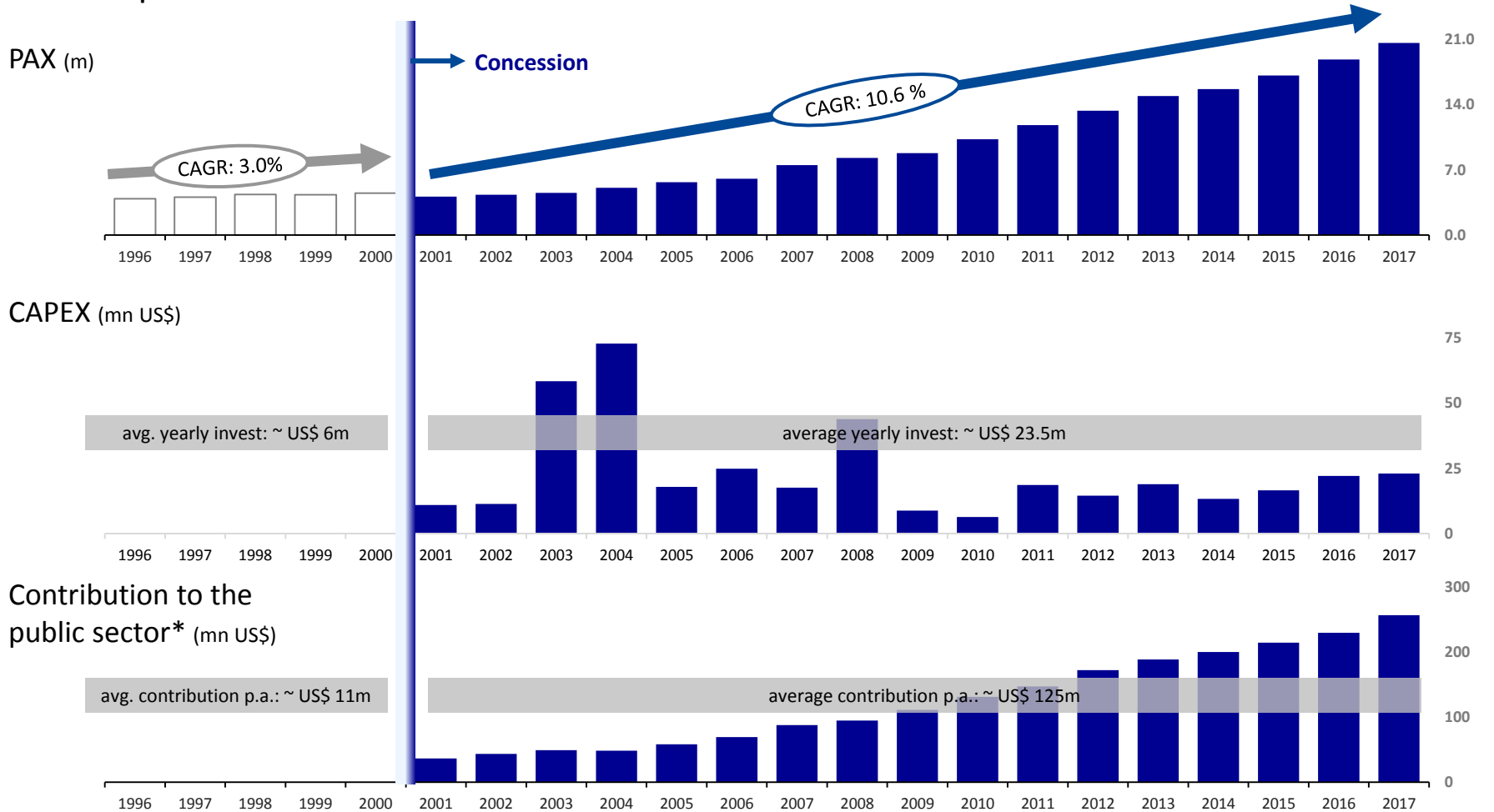
26 Airport Operations | 4 Retail Concessions | 2 Permanent Other Operations



- Airport operations: concessions & freeholds
- Management of US retail concessions, New York JFK T5 signed but not taken over as of March 2018
- Shanghai & Hong Kong = Other operations

LAP PERFORMANCE

Better management, higher investments, higher growth, improved service quality, more cash for the public sector

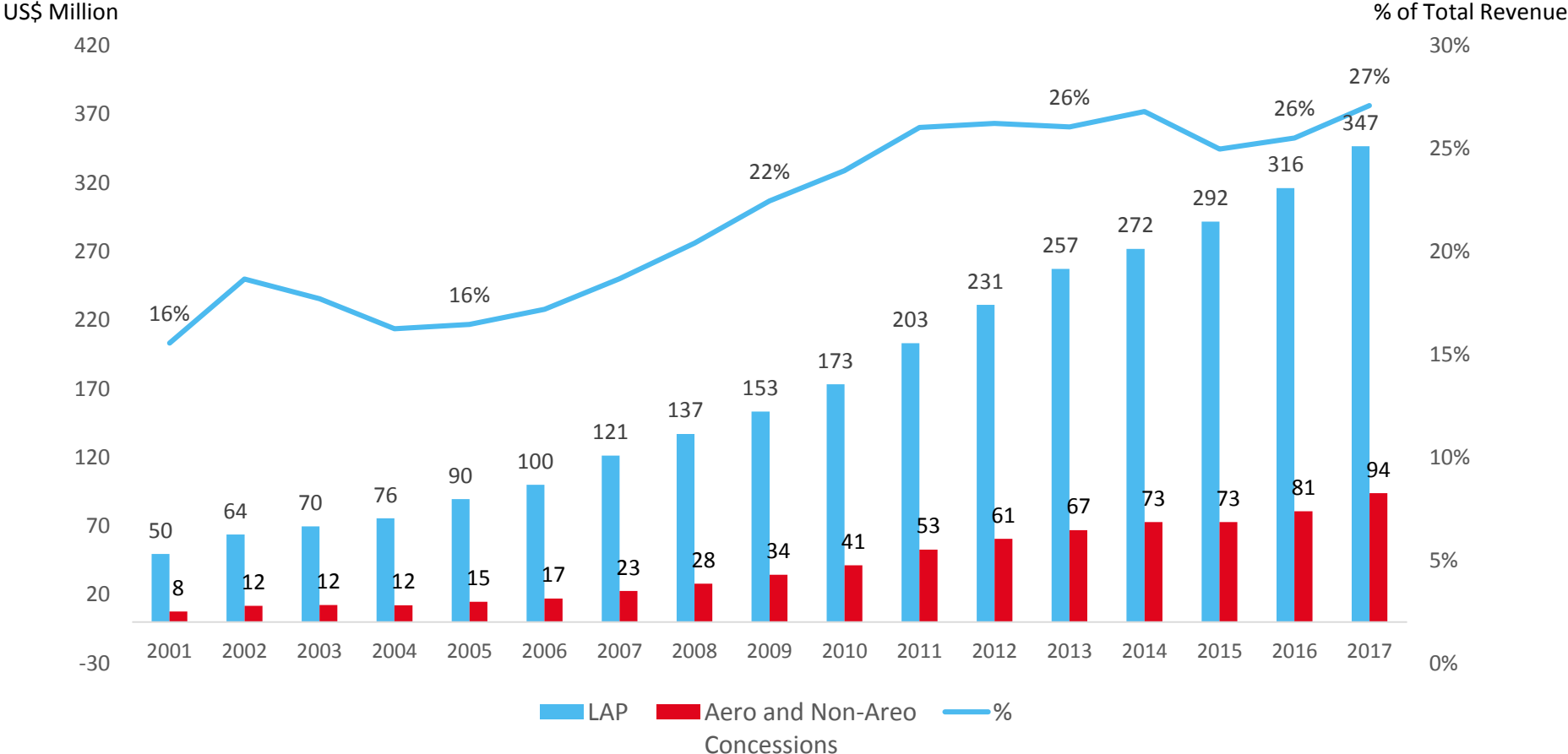


*Calculated prior to privatization as pro forma EBITDA ./.. Capex, calculated after privatization as total concession fees to public sector + taxes.

REVENUE EVOLUTION



Concession revenues have grown at faster rate than total LAP revenues



Source: LAP financial statements, 2017

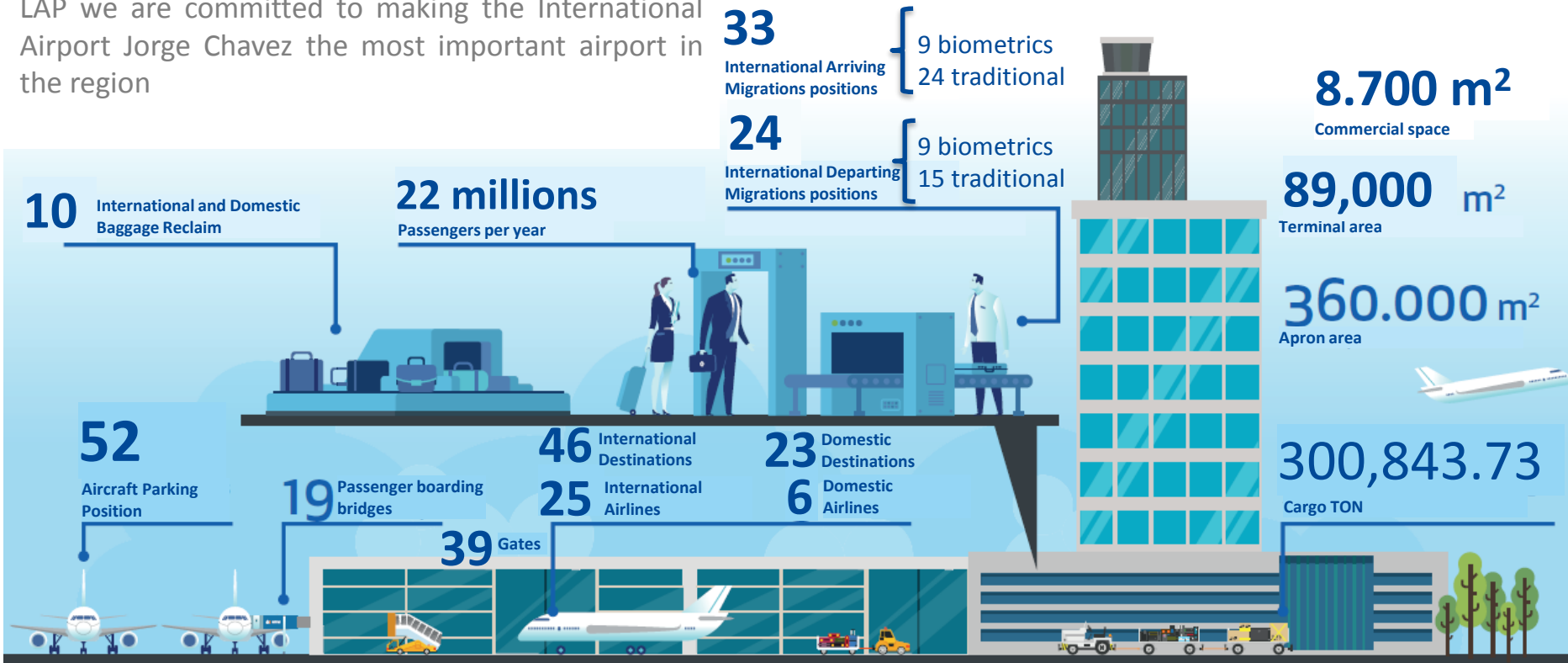
> 2.

LIMA AIRPORT

LIMA AIRPORT 2018



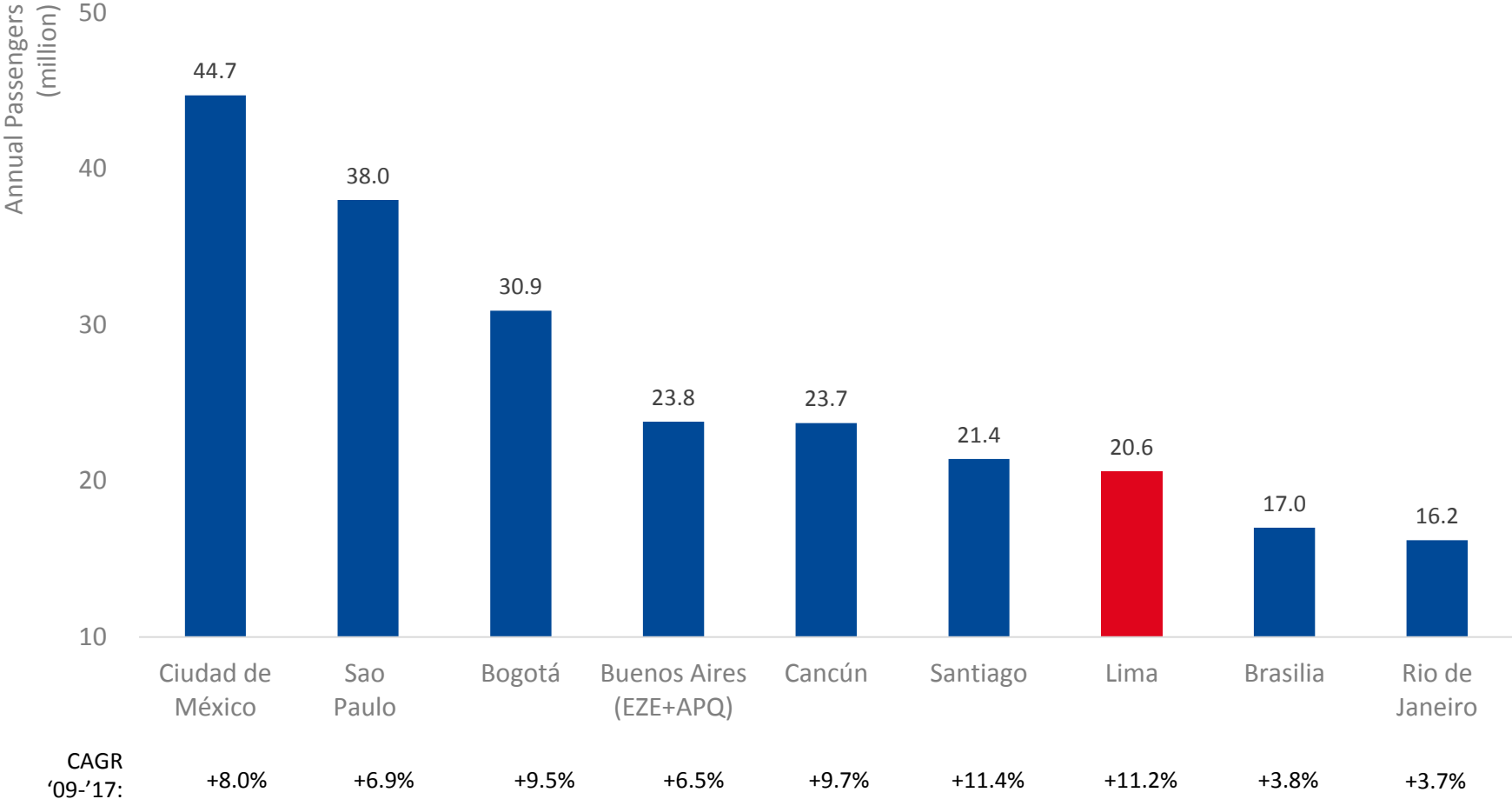
International Airport Jorge Chavez is the most important airport in Peru, the main hub for departures and arrivals of passengers, as well as national and international cargo of the country. At LAP we are committed to making the International Airport Jorge Chavez the most important airport in the region



REGIONAL RANKING



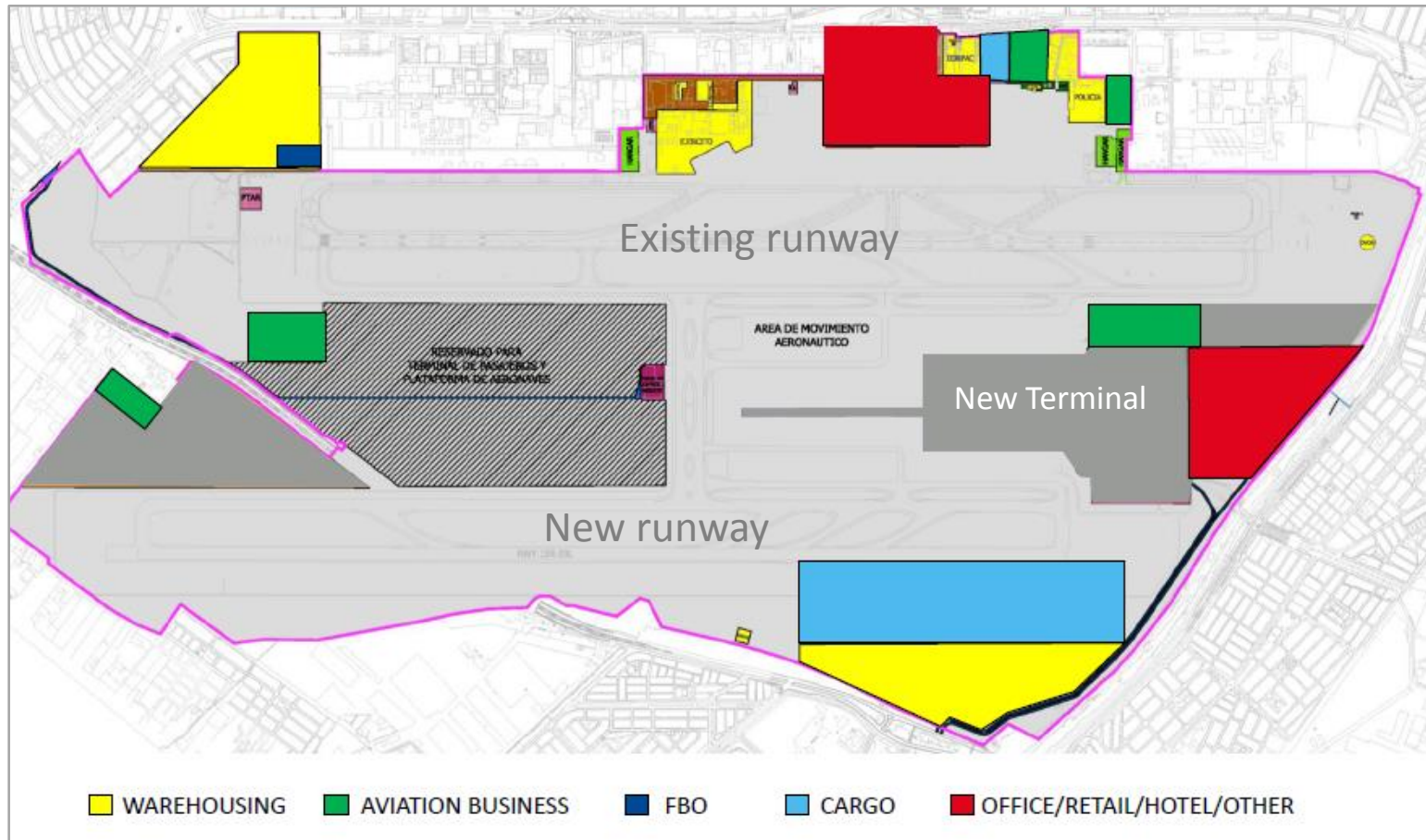
Lima Airport is ranked 7th in the region in terms of total passenger traffic



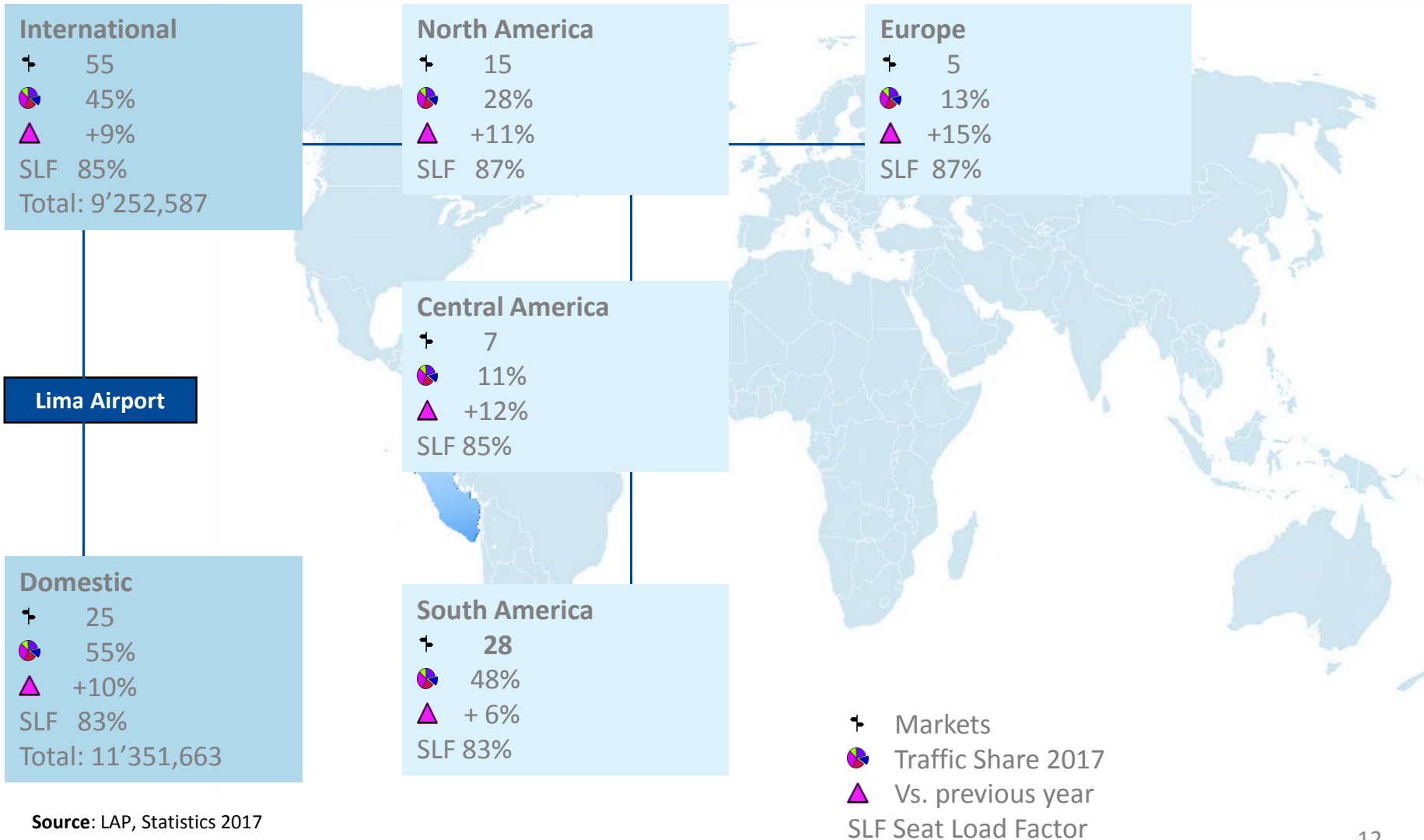
Source: World Airport Traffic Report – ACI 2017

LIMA AIRPORT MASTER PLAN

Airport City development will take place over 100 Has in a variety of asset classes



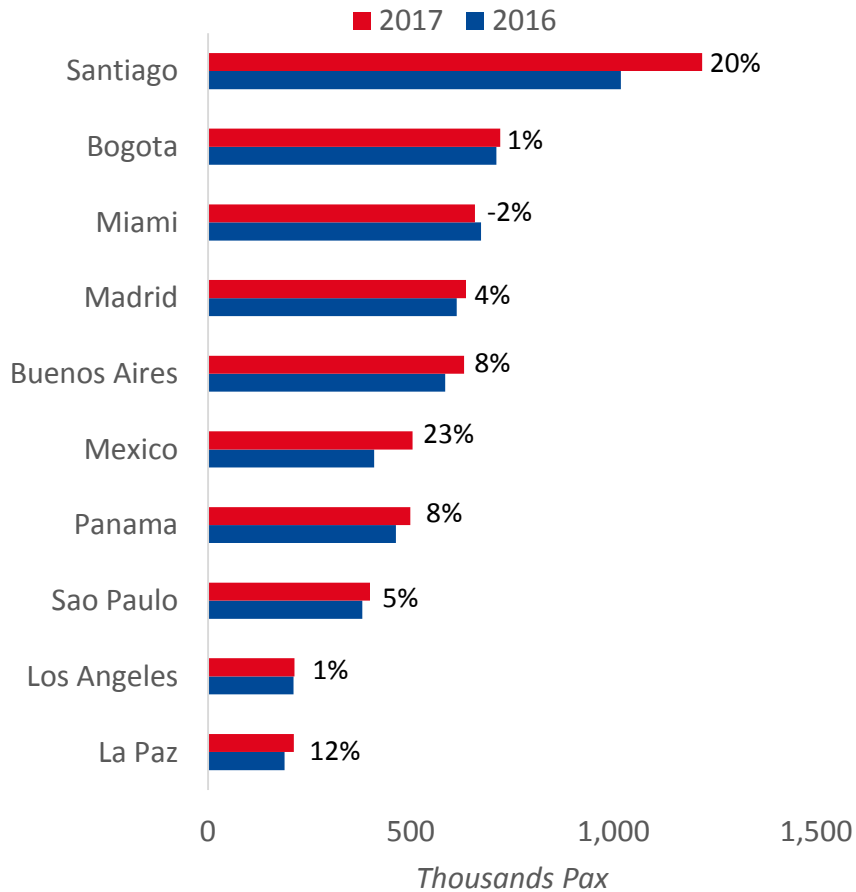
TRAFFIC SPLIT



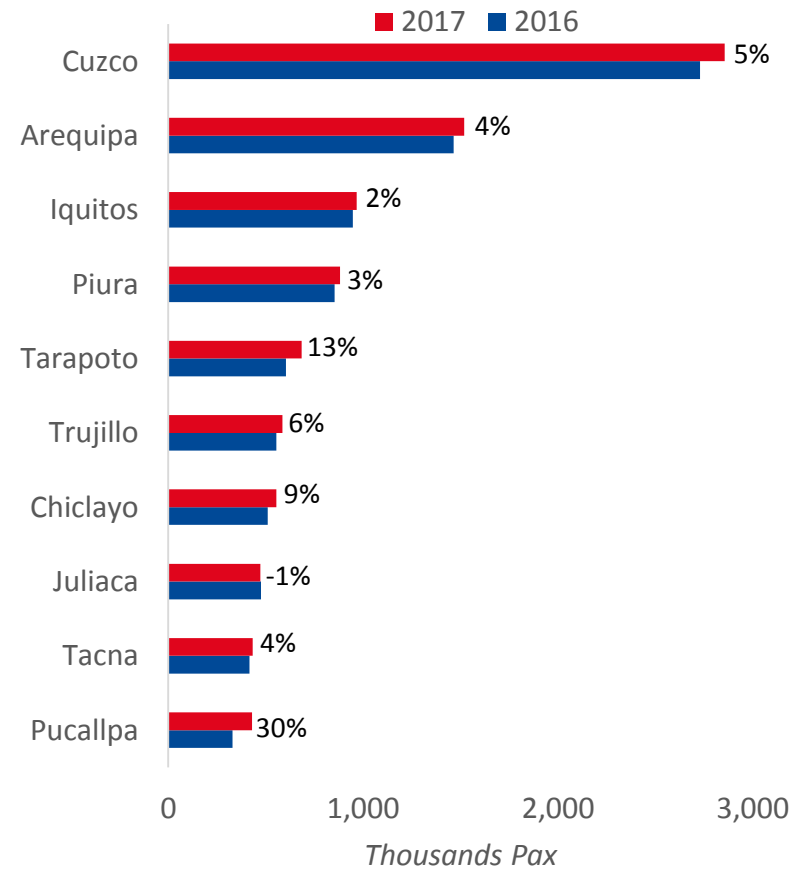
Source: LAP, Statistics 2017

TOP 10 DESTINATIONS

International growth

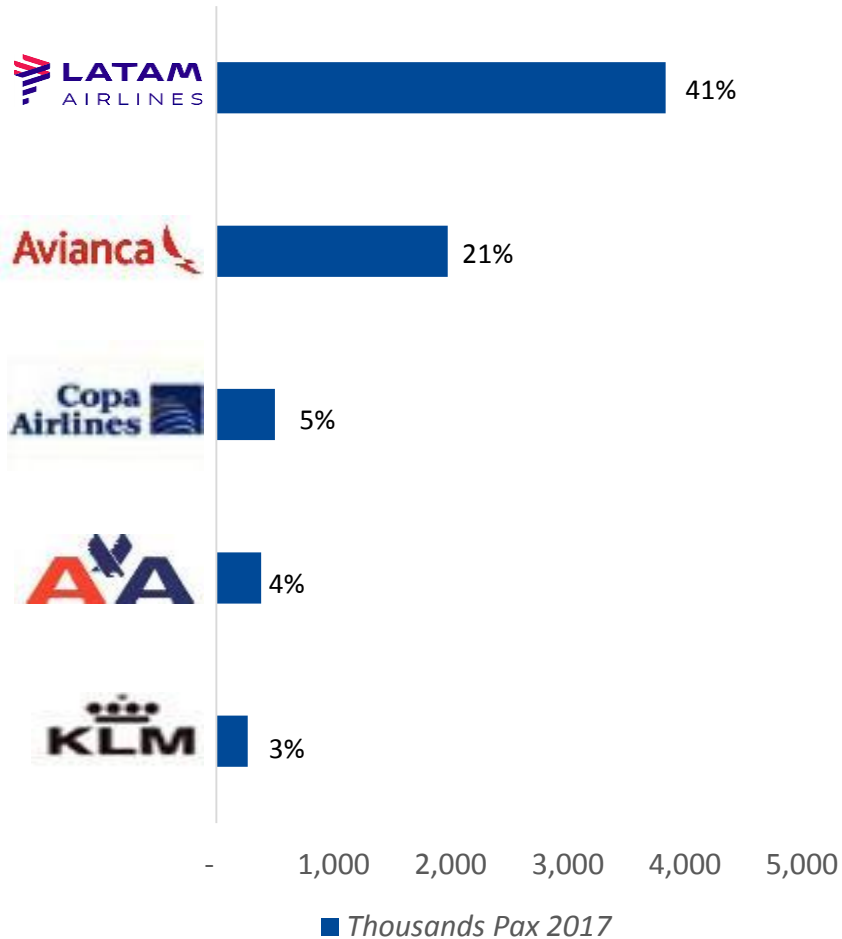


Domestic growth



TOP 5 AIRLINE PERFORMANCE

International

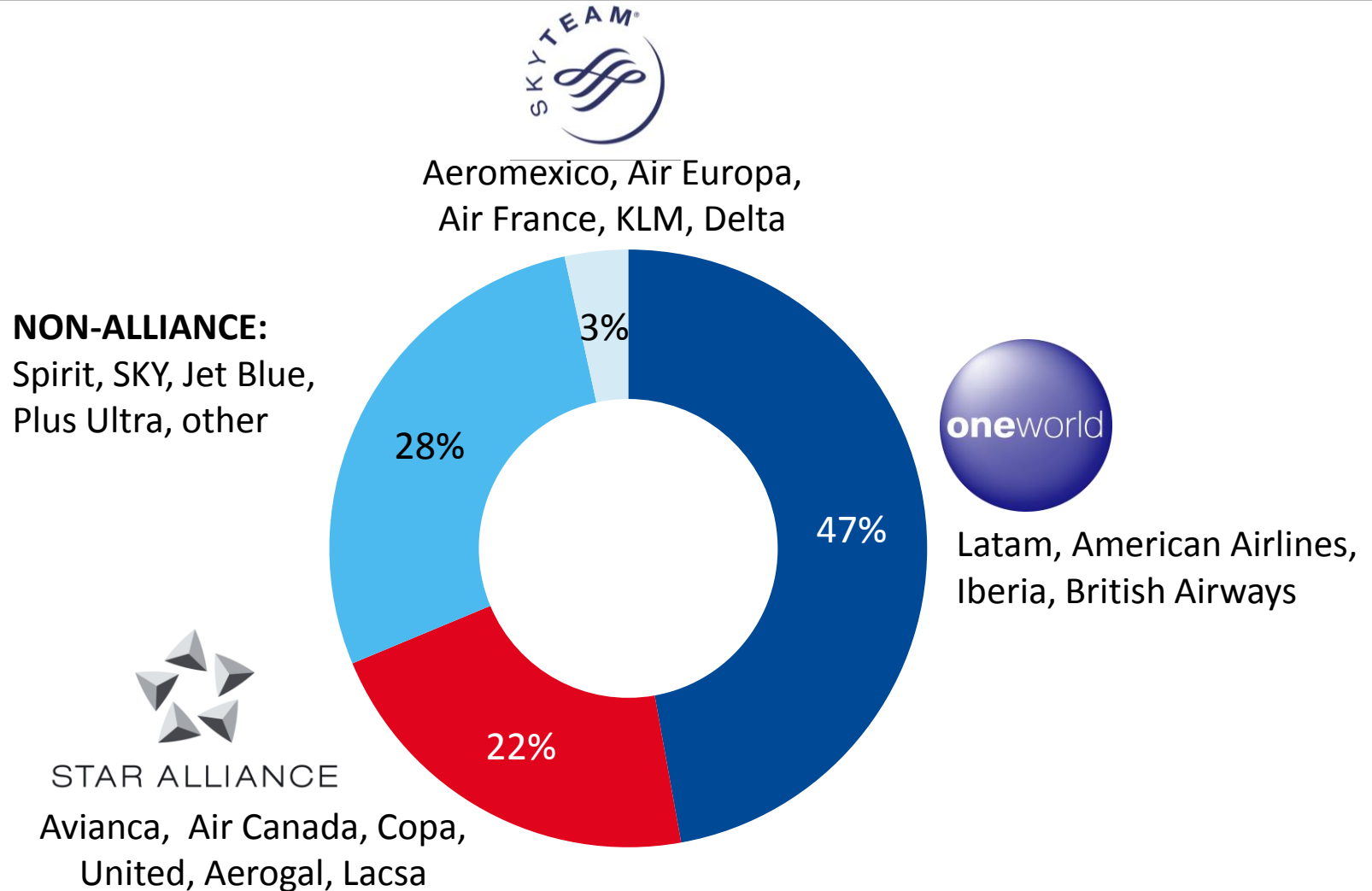


Domestic

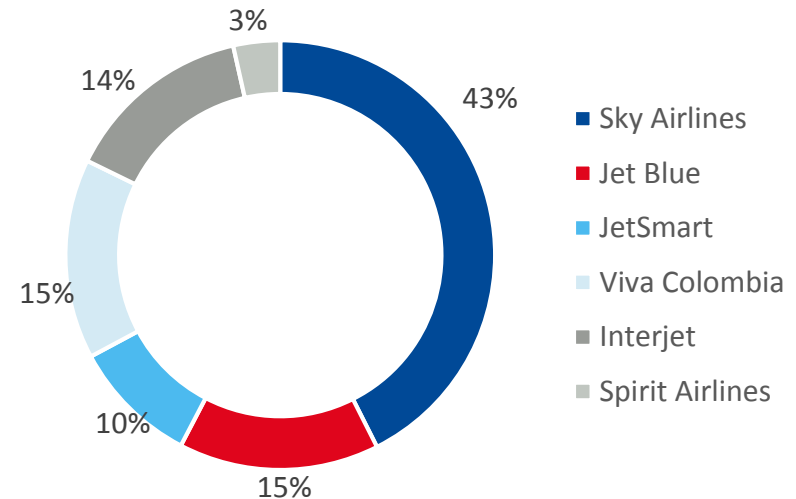
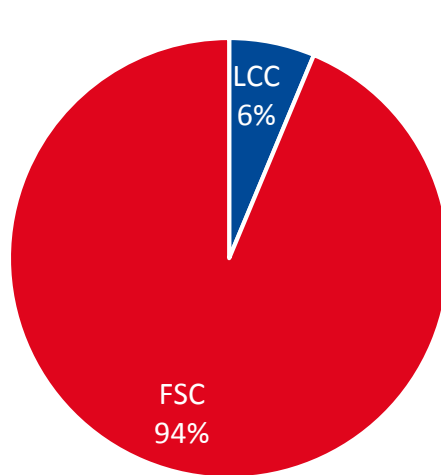


Source: LAP, Statistics 2017, All PAX

AIRLINE ALLIANCE MARKET SHARE



MARKET SHARE LCC



TRAFFIC DEVELOPMENT



2014

2015

2016

2017

2018

2019

19 international Airlines
6 domestic airlines

19 international Airlines
6 domestic airlines

22 international Airlines
6 domestic airlines

26 international Airlines
7 domestic airlines

26 international Airlines
6 domestic airlines

23 international Airlines
10 domestic airlines

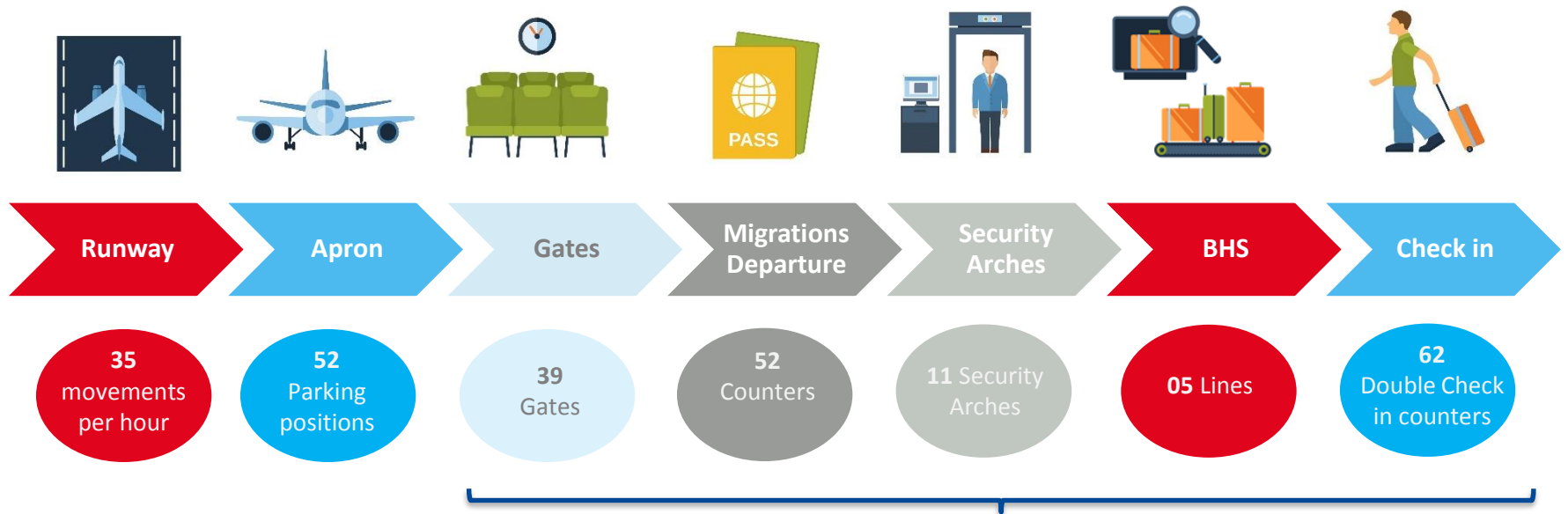
New routes:
- Orlando
- Antofagasta

New routes:
- Barcelona
- London
- Salta
- Washington

New routes:
- Tucumán
- Valencia
- Nueva Barcelona
- Montreal

New routes:
- Europe
- South America

AIRPORT CAPACITY TODAY



PROJECTS IN THE TERMINAL



CHECK-IN

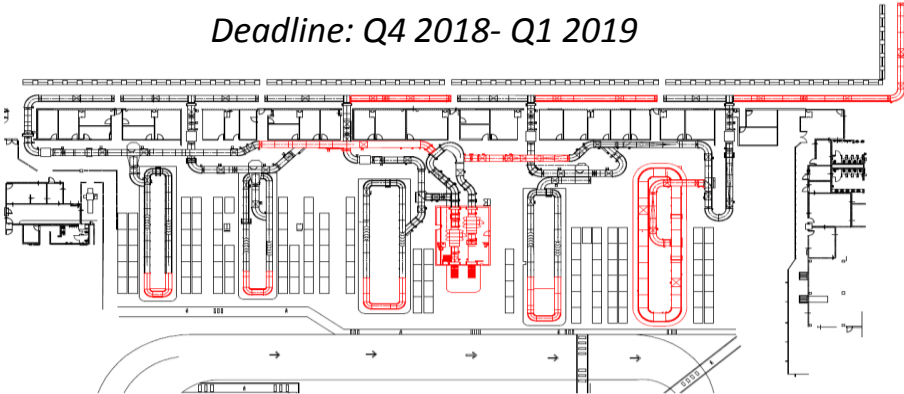
(+ 16 POS. IN 2017/ + 18 POS. IN 2018)

Deadline: Q4 2018- Q1 2019



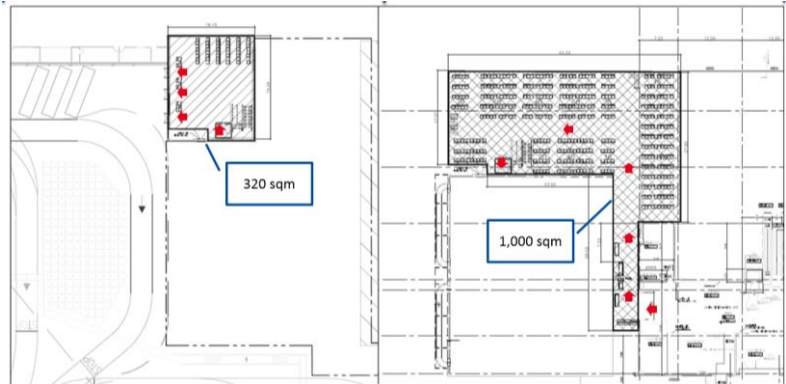
DOMESTIC BAGGAGE CLAIM (+2)

Deadline: Q4 2018



EXPANSION OF HBS

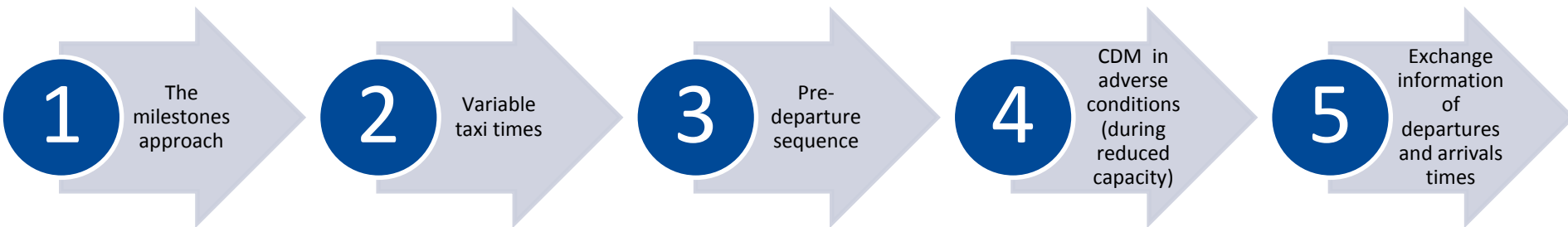
Deadline: Q4 2018



NEW GATES (+5)

Deadline: Q1 2019

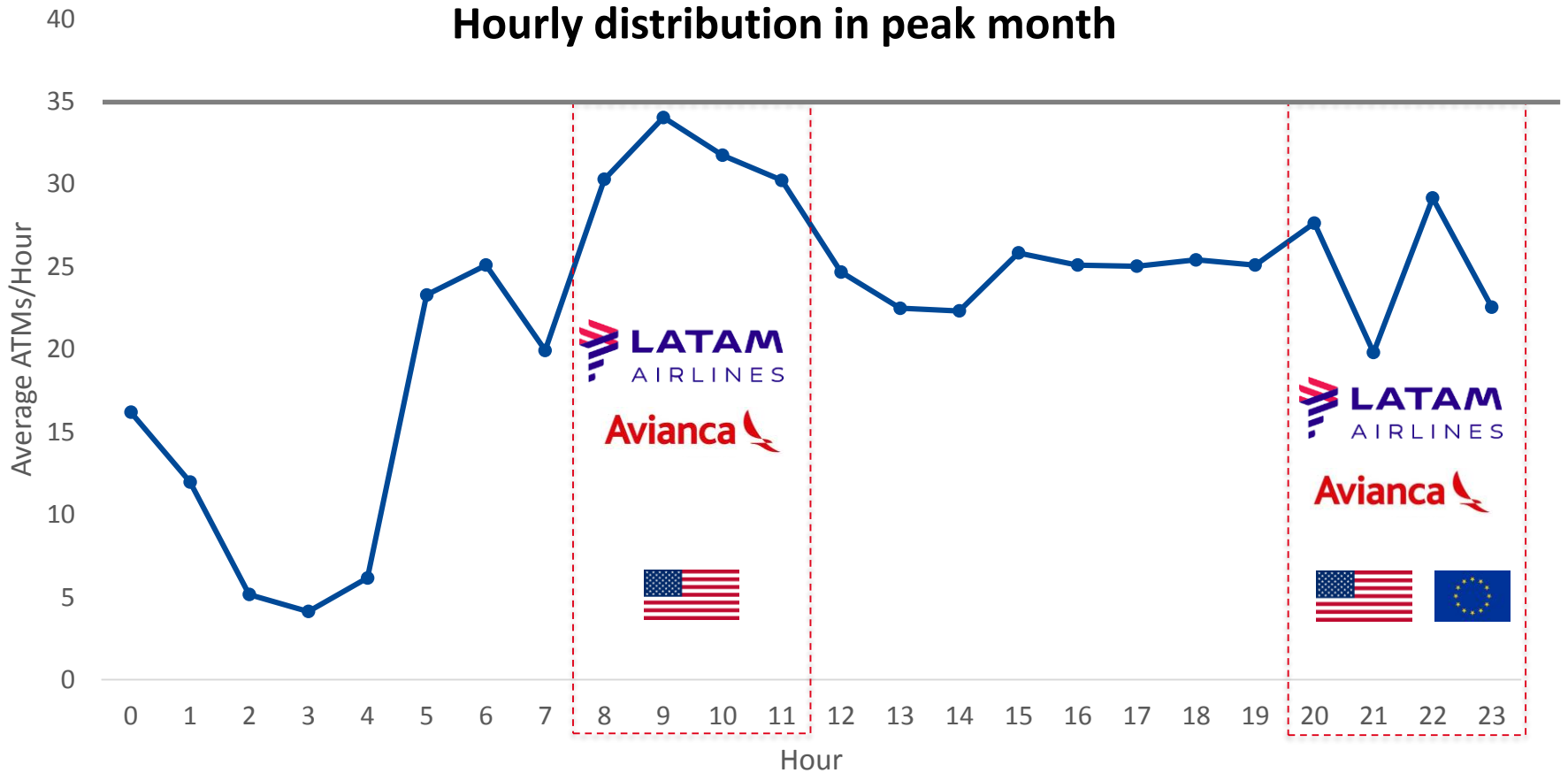
Airport Collaborative Decision Making (ACDM) is a work culture based in information sharing.....



- > Consulting services to support the implementation process
- > Exchange experiences in others airport regarding the implementation process: GRU, BOG.
- > To implement an area to be shared by the airlines, ground handlers, fuel farm operator, buses.
- > Estimated time: Q2-2019

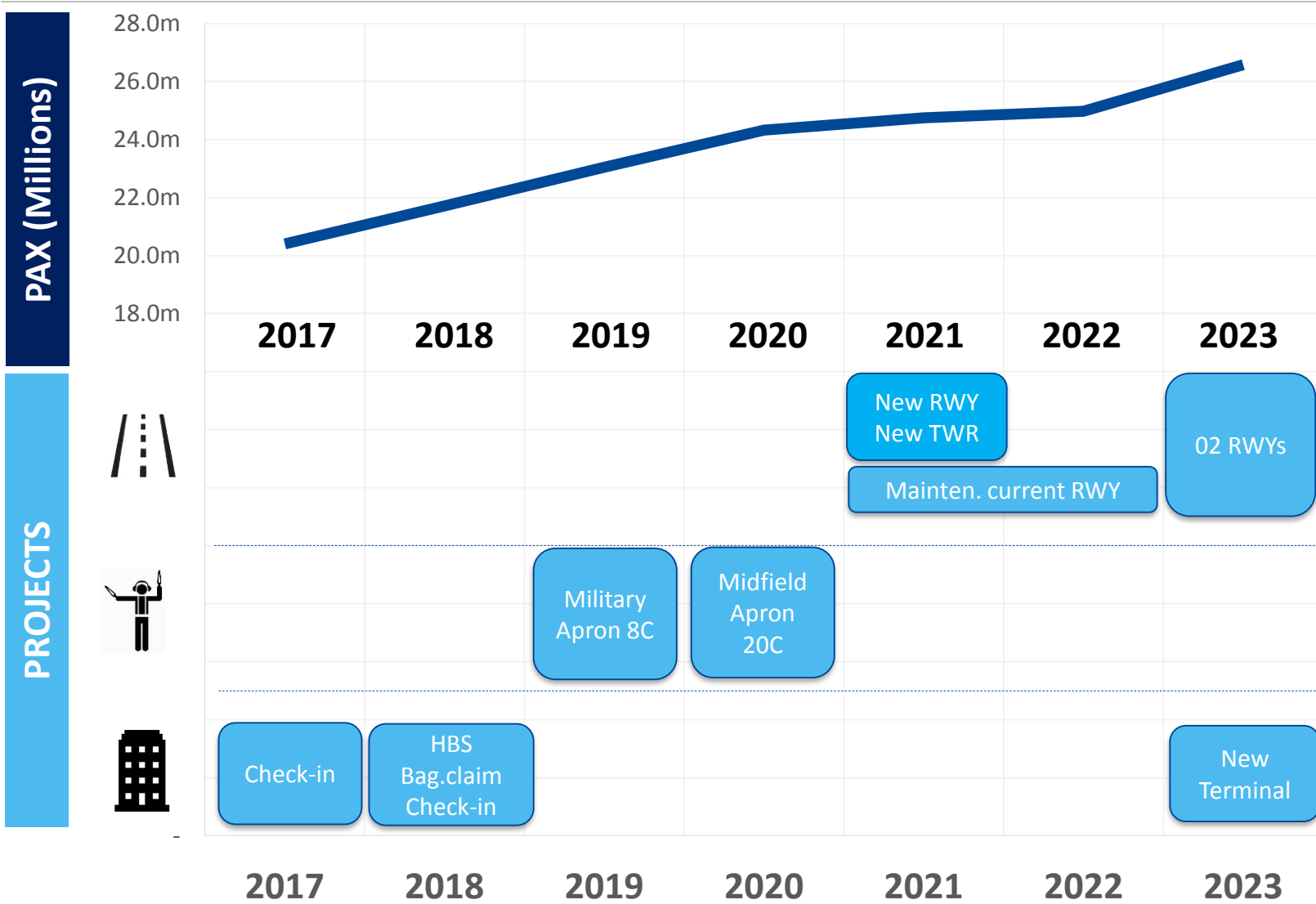
LIMA HUB: TRAFFIC DISTRIBUTION

Hourly distribution in peak month

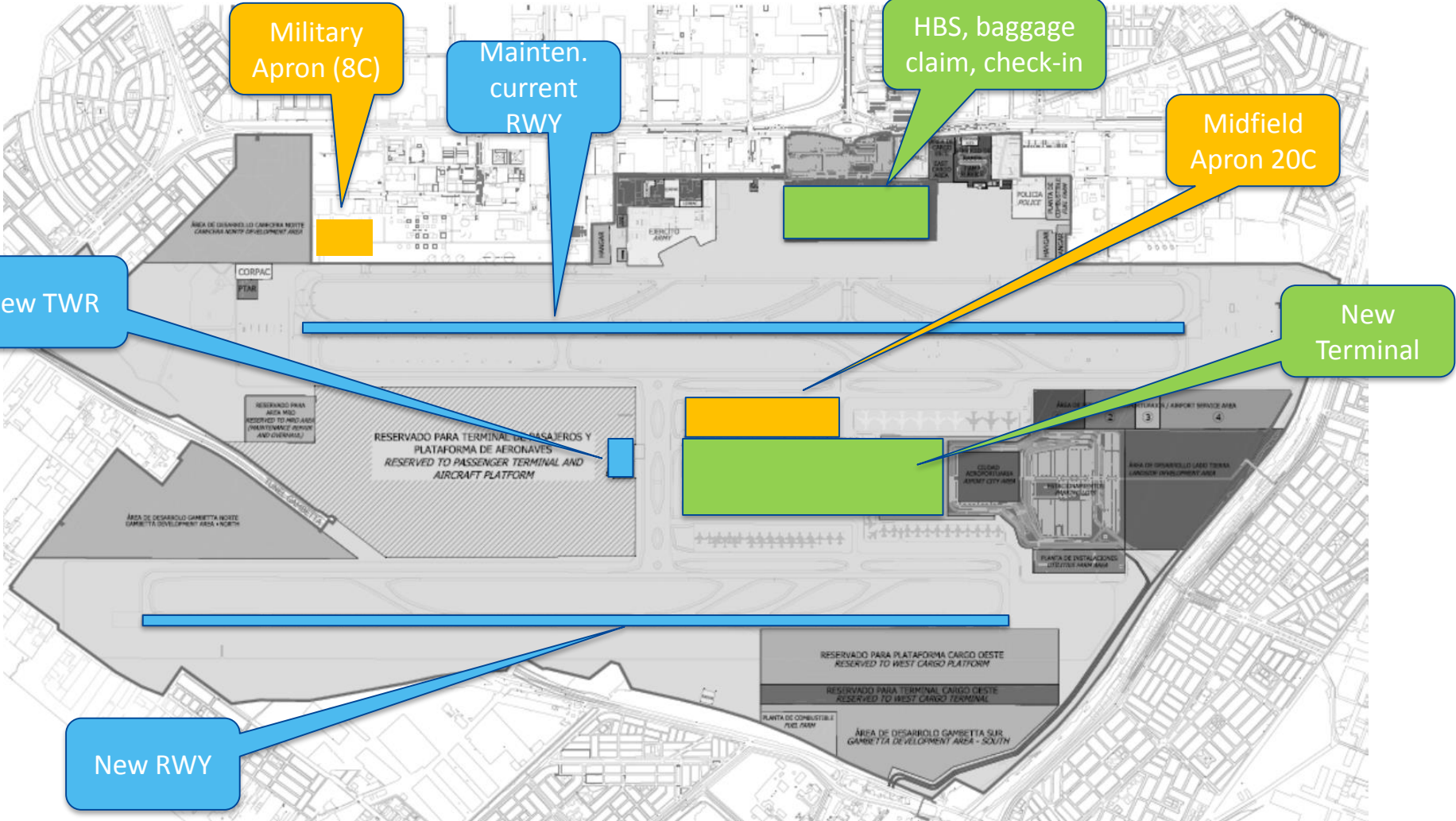


Source: LAP, Statistics 2017
Note: Total Flights in AUG.

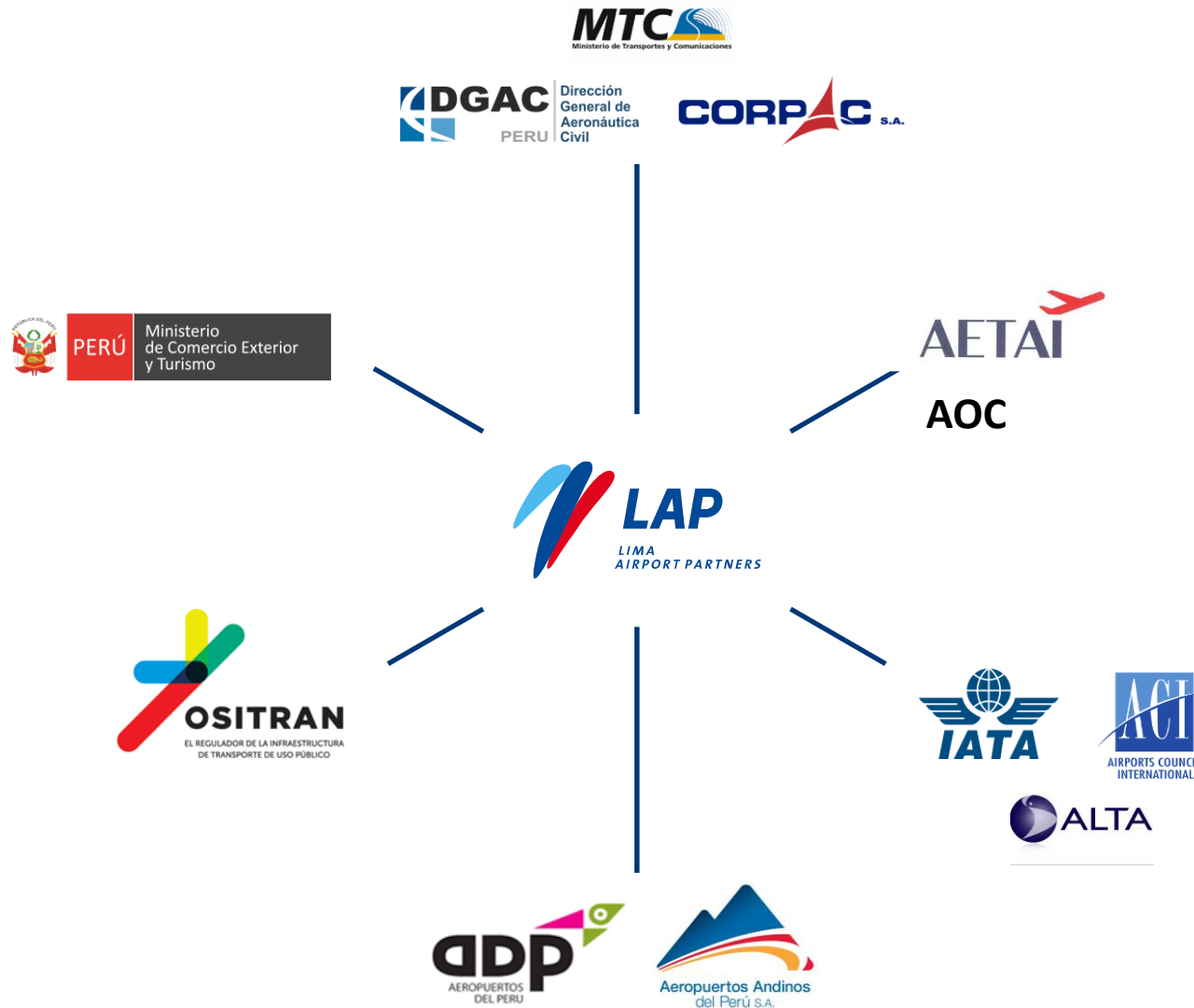
PAX DEMAND AND PROJECTS



EXPANSION PROJECTS



STAKEHOLDERS



IATA LEVEL 2 (CRITERIAS)

Facilitators should consider and apply the following priorities when identifying the schedule adjustments necessary to avoid exceeding the airport's coordination parameters:



STRATEGY AGENDA FOR THE AIRPORT SECTOR

1 Governance and Legal Framework

- Transparent financing model
- Supervision via independent agencies.
- Supranational cooperation and technical integration..
- Implementation of USOAP Security program

2 Airport Infrastructures

- High utilization and optimization of use.
- Investments in modernization.
- etworks of complementary airports.
- Promotion of investments under APP.

3 Air navigation.

- Regional integration of navigation systems.
- Implement ICAO plans.
- New technologies.
- New security procedures.
- Self-financing of the navigation system.

4 Aero connectivity

- Reduction of international barriers.
- Development of fifth freedoms,
- New transversal routes (Ex-hubs).
- Modern and efficient airlines.
- International alliances

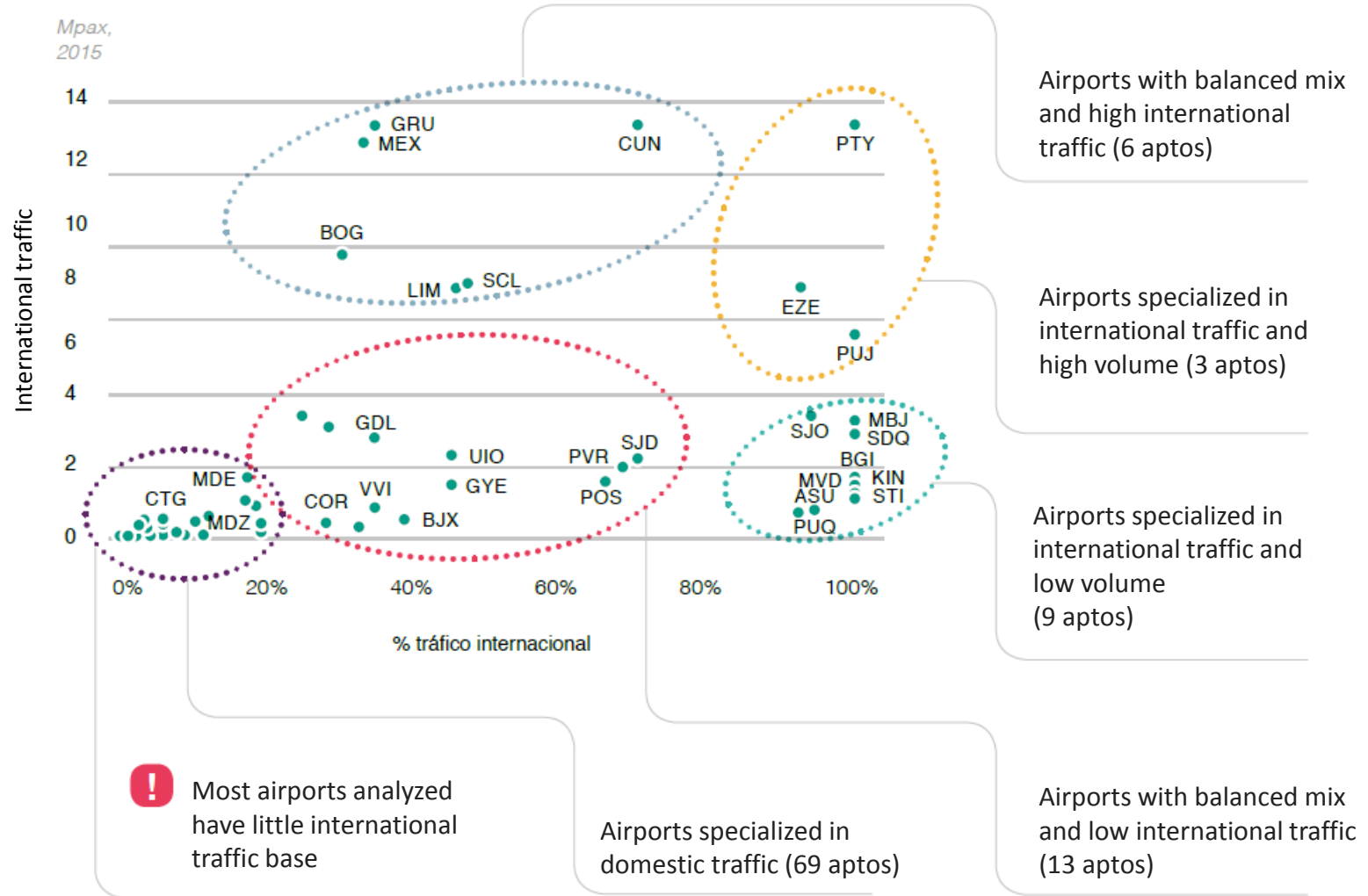
5 Airports in harmony with their surroundings

- Airport as a good neighbor.
- Master Plan considers externalities.
- Link with surrounding community.
- Social responsibility



Fuente: CAF

TYPE OF TRAFFIC BY AIRPORTS



> 3.

AIRPORT CITY

CIUDADES AEROPUERTO EN EL MUNDO



Source: Potentials for the development of " Airport City" concept in Russia, Maria Krylova, Technische Universität Darmstadt, 2016

EVOLUCIÓN DE AEROPUERTOS

Hoy, aeropuertos desarrollan el concepto de “ciudad aeropuerto”



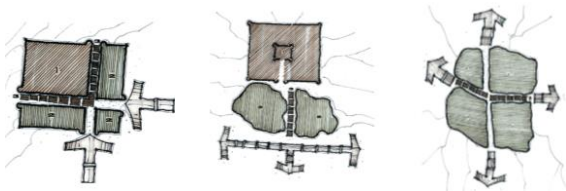
AIRPORT CITIES EN EL MUNDO



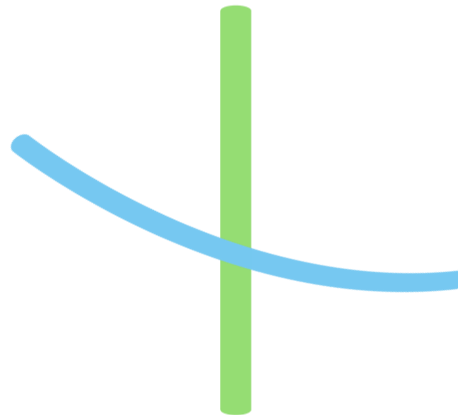
Existen 87 Airport City y Aerotropolis en el Mundo, de los cuales solo se ha implementado en Panamá y Belo Horizonte (en desarrollo)

- Norte América (39)
- Europa (22)
- Asia y Pacifico (17)
- África y Medio Este (7)
- Centro y Sur América (2)





**MOST CITIES ARE
BORN AT
INTERSECTIONS**



**THE INTERSECTION
BETWEEN A ROAD AND A
WATERCOURSE**



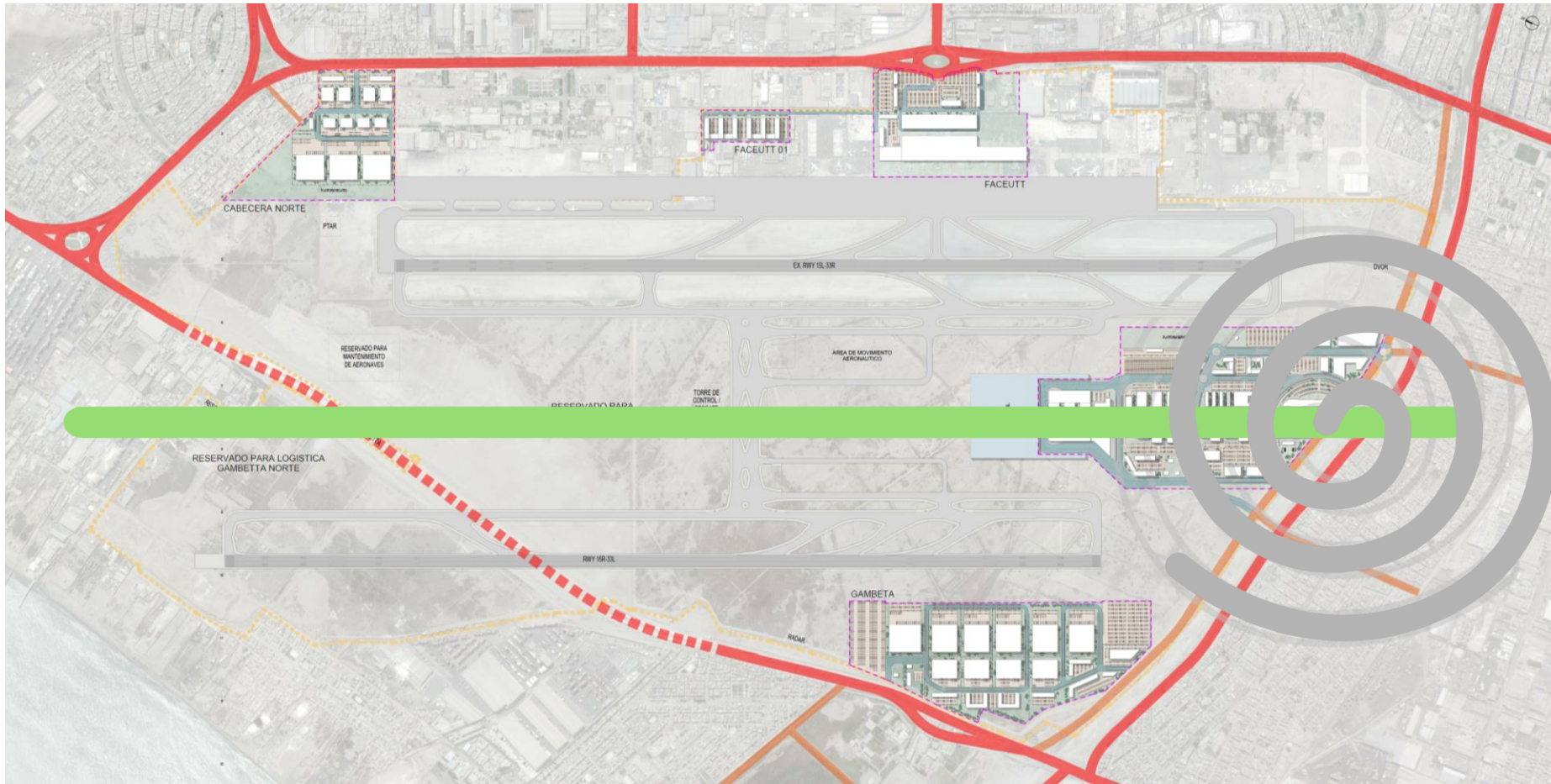
**THE INTERSECTION
BETWEEN A ROAD AND A
WATERCOURSE**

**SETS THE CENTRE FOR A
NEW CITY TO EMERGE**

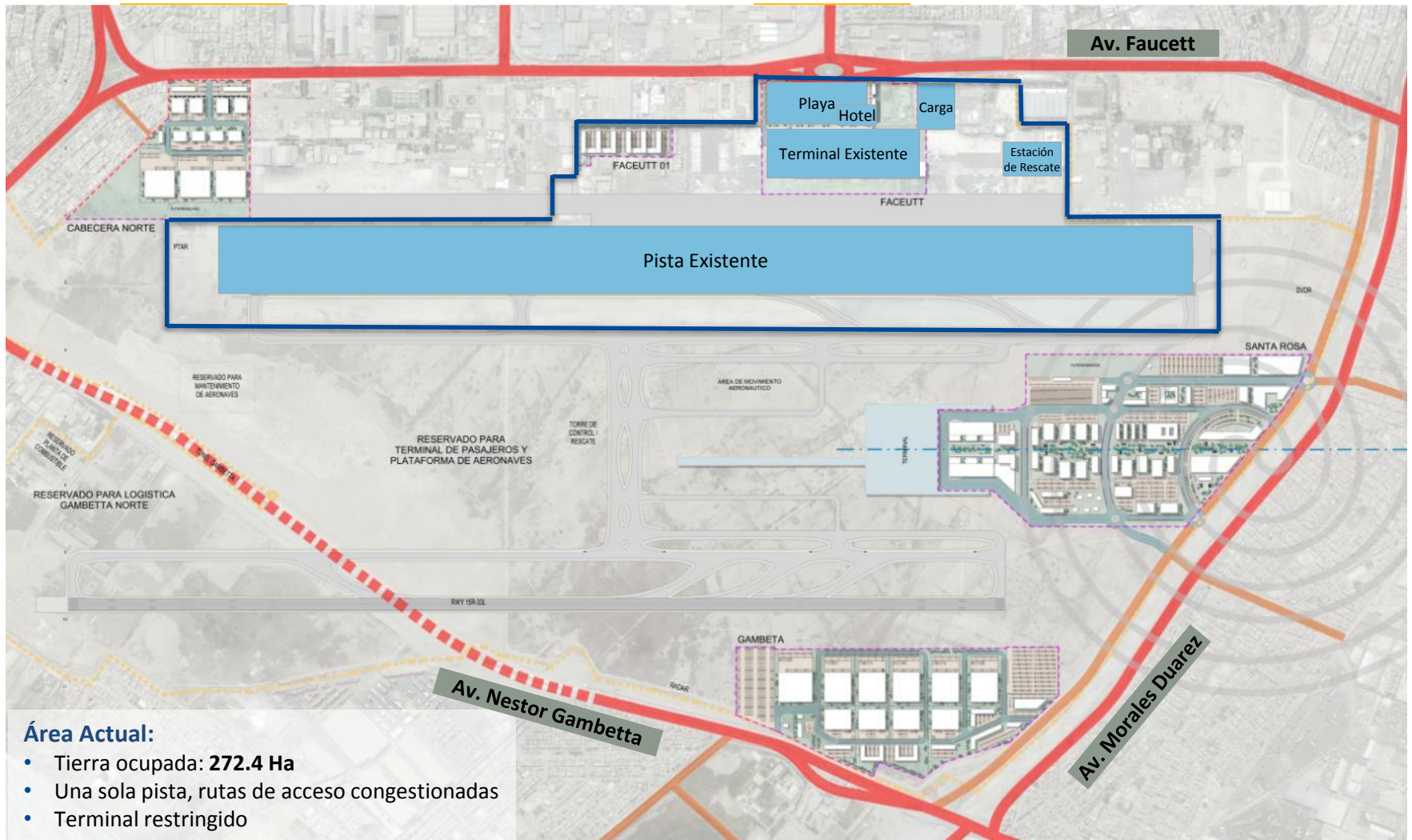
AIJCH & CALLAO: THE NEW CITY CENTER



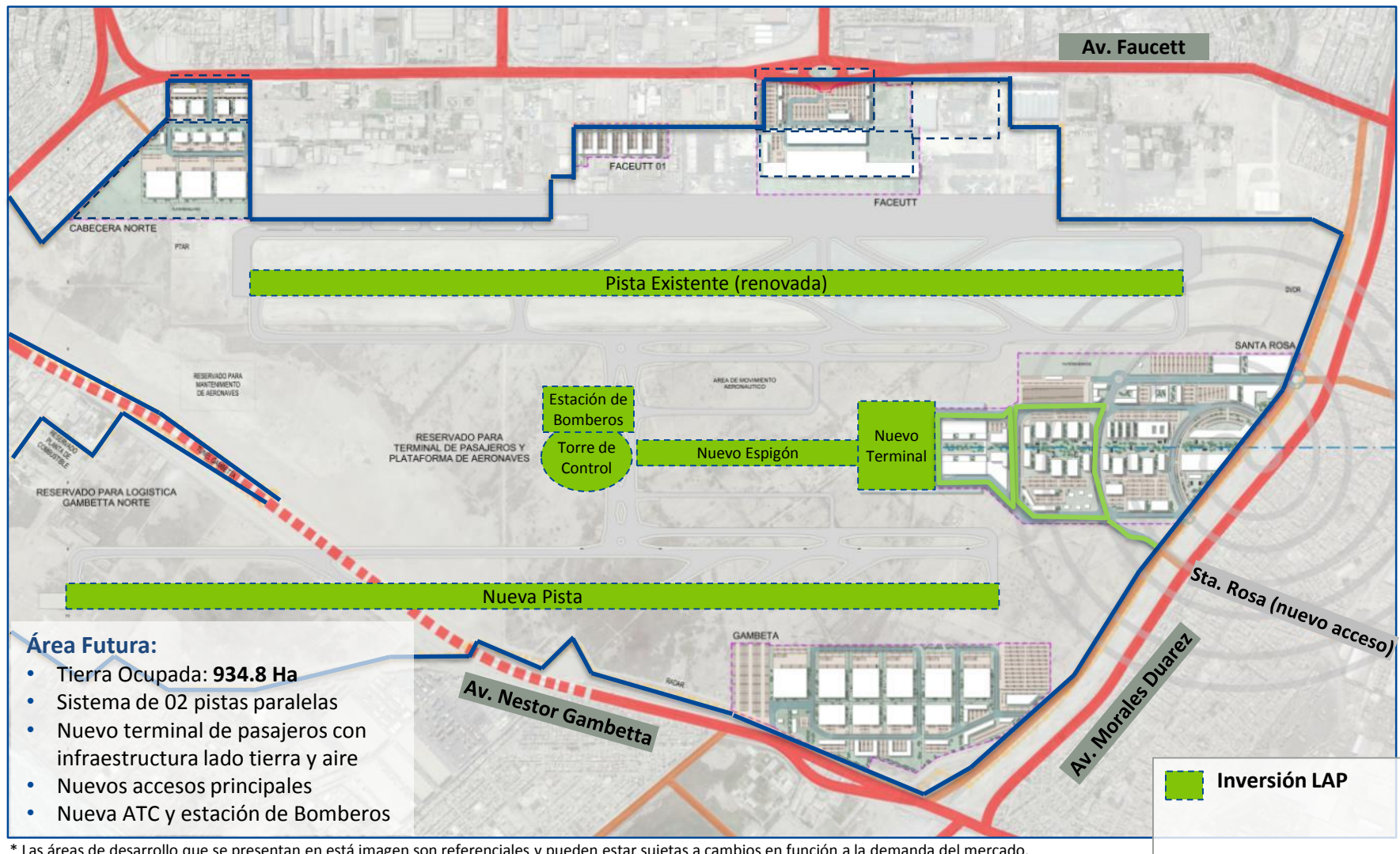
THE MASTER PLAN



OPERACIÓN ACTUAL

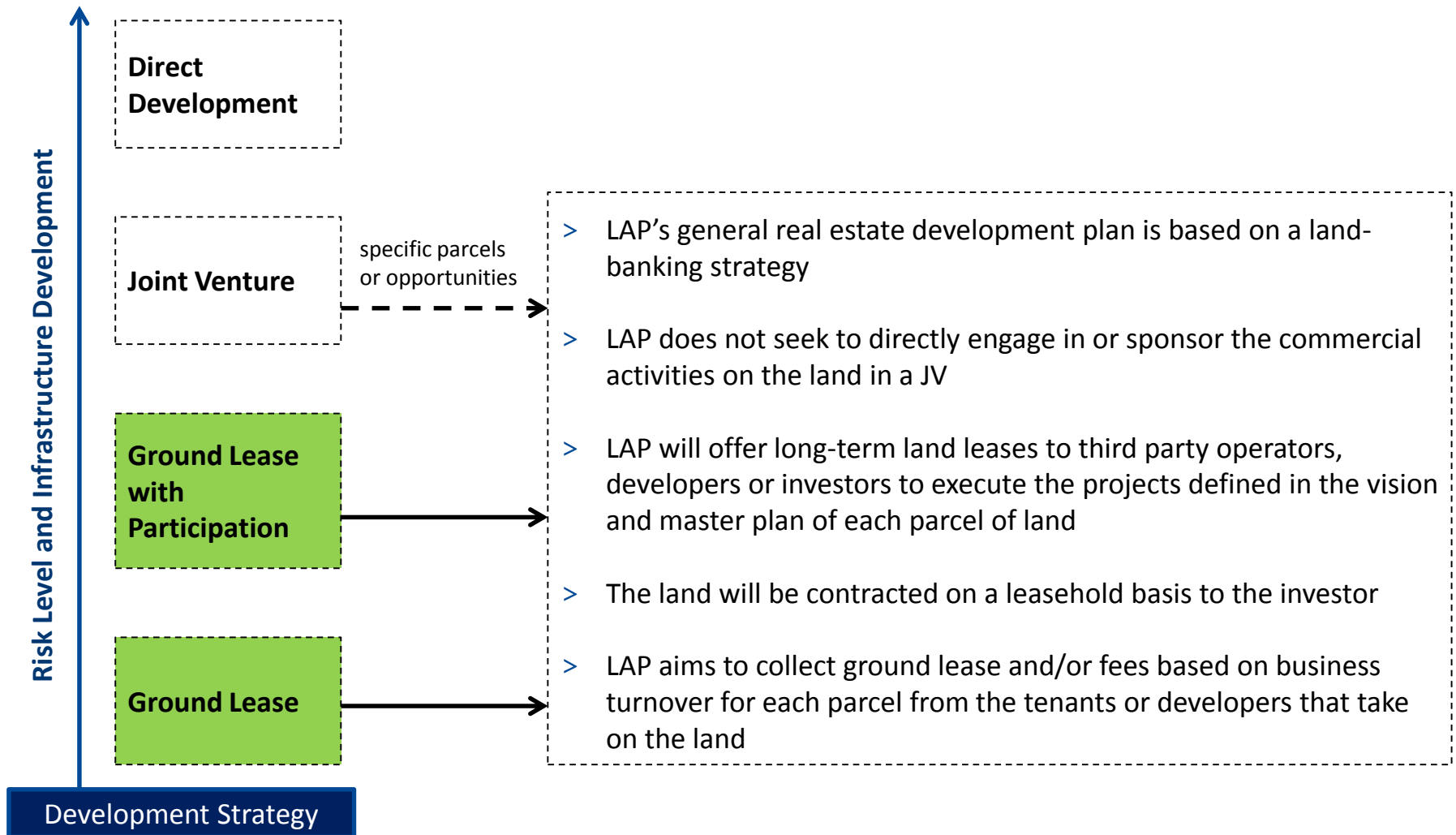


NUEVA OPERACIÓN AEROPORTUARIA



* Las áreas de desarrollo que se presentan en esta imagen son referenciales y pueden estar sujetas a cambios en función a la demanda del mercado.

AIRPORT CITY DEVELOPMENT APPROACH



SANTA ROSA: CONCEPTO



* Las áreas de desarrollo que se presentan en esta imagen son referenciales y pueden estar sujetas a cambios en función de las condiciones de desarrollo.

** Por confirmar

AIJCH: MASTER PLAN AL 2051



Thank you!
¡Gracias!