



“Full Privatization and Liberalization of All Services or Back to National Carrier and State-owned Airport Infrastructure

Vancouver,  
Setiembre, 2010

# Main Responsibilities of an Airport Operator

- Safety
- Security
- Environment
- Efficiency
- Comfort

# Why Privatization (or Concession)

- Large capital investment: Need fresh money to meet responsibilities
- Expertize: Need the “know-how” and “what-not-to-do”
- Consistency: Long term planning (Master Plan)
- Access to Capital: businesses from developed economies have better credit ratings than governments of developing economies
- Other prioritizes: education, health, defense

# Shareholders

70%



20%



10%

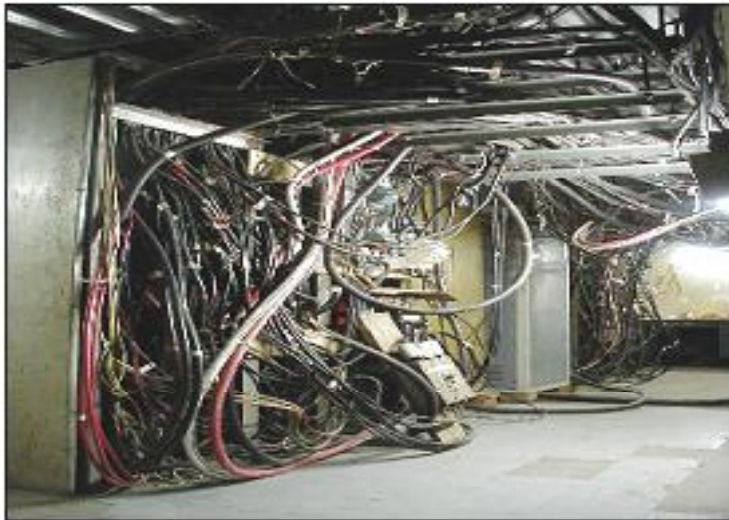


# Infrastructure



Terminal:	85,531 m2 (39,476 m2 in 2001)
Platform:	304,881 m2 (165,000 m2 in 2001)
Passenger Boarding Bridges:	19 (0 in 2001)
Immigration Positions Arrivals:	22 (12 in 2001)
Immigration Positions Departures:	16 (12 in 2001)

# Substation and Electrical Connections



And 7 months later ...



# Development Strategy

- . South America Regional Hub
- . Port/airport intermodal cargo traffic
- . Problem: No flag carrier



Total Investment from 2001 to 2010

US\$ 270 million



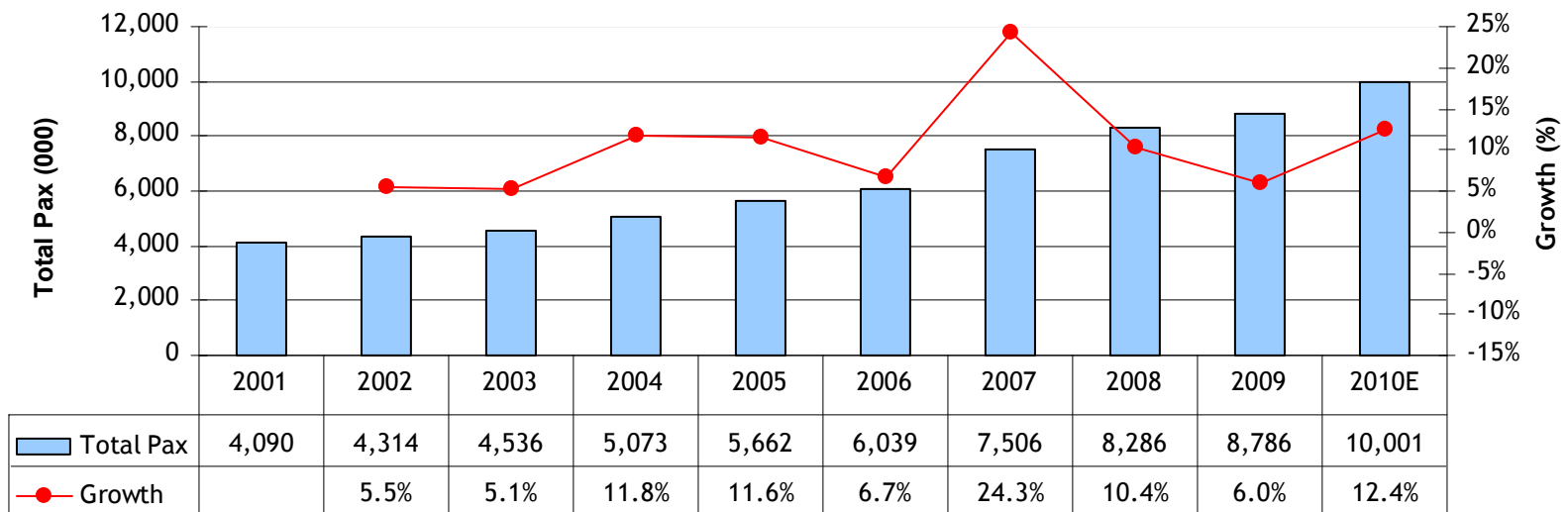
Transfer to the Peruvian Government  
from 2001 to 2010

US\$ 665 million



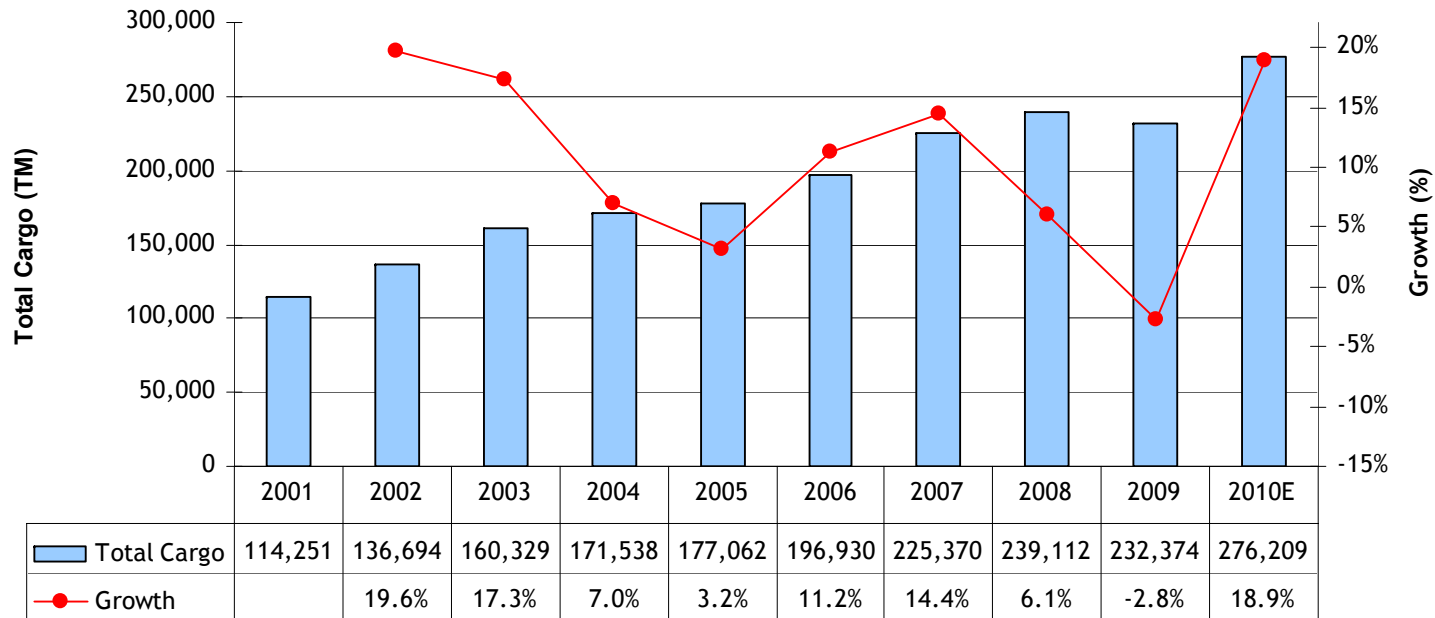


# Passengers



CAGR(%) 2001-2010E = 10.4%

# Cargo and Air Mail



CAGR(%) 2001-2010E = 10.3%

# Premios internacionales



**Best Airport in South America  
2005, 2009, 2010**

**Best Airport Personnel in South America  
2009**



**Best Airport in South America 2009**



# Conclusions

- The issue is not public versus private operator, but what is the best way to meet our responsibilities of
  - Safety
  - Security
  - Environment
  - Efficiency
  - Comfort
- And that depends on each country, state, county, or city.



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