Airports Limited

REQUEST FOR PROPOSALS

FOR AN
ADVERTISING CONCESSION AT SANGSTER INTERNATIONAL AIRPORT
(INDOOR & OUTDOOR)
QUESTIONS& ANSWERS

SANGSTER INTERNATIONAL AIRPORT
MONTEGO BAY, JAMAICA

November 6, 2015

1.0 Introduction

MBJ Airports Limited ("the operator") opened a Request For Proposal (RFP) process on October 1, 2015 inviting proposals for the Development, Operation and Management of an Advertising Concession at Sangster International Airport ("MBJ").

This Question and Answer report is intended to provide responses to queries regarding the RFP sent to the operator.

Question 1 With regard to section 2.1 (b) of the Addendum #4 of the Licence Agreement, please clarify whether the right of the Licensor to use any unutilized location for an advertising displays means such use to be the use by MBJ for 'house advertisements' or to the sale of such advertisement to a third party

Answer *This Clause is not intended to randomly remove locations included in Schedule A of the License. It outlines a specific scenario where there is a clear indication that the concessionaire has not exercised due diligence in using a space requested by an advertiser.* ***Only*** *after 30 days' notice from the Licensor, without action, will this space be used for direct advertising by The Licensor. This clause is not intended to penalise but instead to incentivise the concessionaire to use all areas included in the License to Operate an Advertising Concession at Sangster International Airport.*

Question 2 In response to Question 19 of Q & A Nov 4, 2015, that should any adverting display remain at the end of the existing Licence then – subject to an agreement between the advertiser and a new Licensee – the ad would remain (implying in its same location). Further, in answer to Q#20 you state that Static ads will remain in the current positions as at Dec 1, 2015 – Is it correct to infer that in your answer, the frames that contain these advertisements are included?

Answer *Yes, that is correct*

Question 3 Further to response to Question 20 of Q&A Nov 4, 2015, wherein you have deleted 2.1 (c) ' Licensee shall be required to take an assignment of the existing advertising contracts' should be replaced with the your response 'at the end of the existing Licence, all advertising contracts would have ended. However, static advertising displays will remain in their current physical placement as at December 1, 2015'.

Answer *The existing concessionaire will surrender premises within 15 days after expiration of existing License. However, the successful proponent could seek to enter into contractual arrangements with owners of the existing advertisements.*

Question 4 Please amend the Licence Section 3.5 (a) to match the RFP requirements under section 3.9 – … shall deposit with the Licensor a letter of credit, bank guarantee, certified cheque or cash in the amount…

Answer *This will be amended.*

Question 5 Please clarify inconsistency between RFP Section 11.1 – Table 11.1 – Utilities – Licensor responsible for utility charges and Licence Agreement Section 5.3 (d) The Licensee will be invoiced… Which is correct?

Answer *The RFP will be amended to reflect the following clause as outlined in the License:*

> The Licensee will be invoiced by the Licensor as a reimbursement and shall pay for all electrical energy used which will be established on estimated consumption for the particular type of equipment based on the power supply requirement and hours of use daily at such rates as may be in effect from time to time. The Licensor shall not, for any reason, be responsible for any power surges,

fluctuations or stoppages in the electricity supplied, or for problems or damages arising therefrom, which shall be borne solely by the Licensee.

Regards,

Sitara English-Byfield
Chief Commercial Officer (Acting)