

Sangster International Airport “sets sail” to delight the Cruise Industry

Montego Bay, Jamaica, January 31, 2006 ... Deregulation of the aviation industry in many parts of the world has lead to a change in the way successful airports are operated and marketed. A case in point may very well be the competition that airports and port authorities face when attracting cruise ship companies to homeport vessels in the Caribbean. While authorities like the Port Authority of Jamaica (PAJ), consistently market Jamaica to attract major cruise ship lines, industry partnerships play a major role in retaining business and delighting customers.

The busy cruise ship season is well underway, with regular traffic beginning in November and continuing through the peak tourist season.

Carnival Cruise Corporation, the largest cruise company in the world, operates Aida as their German Division and homeport the ship Aidaaura at Montego Bay. The Aida Clubship is a cruising club resort especially tailored for the German package holiday market. It incorporates the successful elements of upmarket clubs and resorts in the premium and four star range. On Saturdays, German charter airlines Condor and LTU fly from Germany to Montego Bay, expressly for the purpose of carrying European holiday makers. In 2005, Condor and LTU carried 13,969 passengers who joined the Aida ship.

“Cruise ship passengers arriving and departing through Sangster International Airport are very important to us” said Jorge Sales, CEO of MBJ Airports Limited. “We have developed special procedures to ensure that their transit time is quick, efficient and as seamless and comfortable as possible”.

Passengers arriving on commercial jets from international overseas locations are given special treatment to ensure their vacations start on a pleasant note. The arriving aircraft are assigned gates at Sangster's newly opened East Concourse building. Passengers are then deplaned through air conditioned jet bridges, to a designated area close to Gate 8. Customs and Immigration Officials are dispatched to the location and provide services on the spot. Transfer coaches then meet passengers on the ramp near the gate area, where passengers are whisked directly to the port to board their waiting luxury ship.

Passengers aren't the only ones that receive VIP treatment. Cruise ship passengers' luggage is expedited, placed in security sealed containers and then dispatched to be loaded directly onto the vessel. “It is a smooth process” added Mr. Sales, “our Duty Managers are committed to a seamless transfer and the entire process is regularly completed within 30 minutes of the aircraft arriving”.

On the return journey, Cruise ship passenger's departing through Sangster International Airport are typically transported by coach to the departure and ticketing lobby where they check-in directly with the airline they are traveling on. This allows the special airport customers to be processed quickly, as well as spend time duty free shopping, exchange foreign currency and enjoy one of the many fine restaurants or cafes.

In November 2005 at the World Travel Awards in London England, the Port Authority of Jamaica pocketed the coveted Caribbean Cruise Destination top honours. In the past 5 years, the PAJ has spent over \$100 million in improving cruise ship facilities which received over 1.08 million passengers in 2004 and over 925,000 in the first 11 months of 2005. For 2006, the PAJ is anticipating a record number of between 1.3 million and 1.4 million cruise customers.

William Tatham, Vice President Cruise Shipping & Marine Operations for the Port Authority is optimistic "We aggressively market homeporting to the cruise industry in addition; we believe that due to Jamaica's unique geographical position we are the ideal location for homeporting in the Caribbean. MBJ Airports has been very supportive in understanding the cruise market and in many ways has bent over backwards to put in place elements that are crucial to our mutual success". Mr. Tatham added "One of the key elements in attracting new cruise ship companies is additional airlift and we are pleased to see the expansion at Sangster International". He concluded "We are actively pursuing two European lines and would like to homeport additional vessels in the two, to two and a half year timeframe". The completion date of the PAJ's plans co-insides with the USD\$ 51 M phase 2 expansion of Sangster International Airport.

About MBJ Airports Limited

MBJ Airports Limited was established for the purpose of operating, maintaining and expanding the Sangster International Airport (SIA), under a thirty (30) year Concession License with the Government of Jamaica. MBJ Airports Limited is a consortium consisting of Dragados Concesiones De Infraestructuras S.A. (Dragados), Agencias Universales S.A. (Agunsa), Vancouver Airport Services (YVRSA), and the Ashtrom Group Limited (Ashtrom). MBJ was awarded the Concession Agreement and assumed responsibility for SIA on April 12, 2003. MBJ will invest approximately US\$102 million in capital infrastructure improvements to transform the airport into a world-class facility. Total investment is expected to reach US\$150 million.

MBJ Airports Limited Mission Statement:

MBJ will demonstrate leadership in implementing safe, friendly, clean, efficient and profitable programs to develop and operate SIA in a manner, which reflects Jamaican culture and hospitality.

Vision Statement:

A world-class gateway in the Caribbean that is an emblem of pride to Jamaica.

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