Airports Limited

REQUEST FOR PROPOSALS FOR AN ADVERTISING CONCESSION AT SANGSTER INTERNATIONAL AIRPORT (INDOOR & OUTDOOR)

QUESTIONS & ANSWERS

SANGSTER INTERNATIONAL AIRPORT
MONTEGO BAY, JAMAICA
October 14, 2015

1.0 Introduction

MBJ Airports Limited ("the operator") opened a Request for Proposal (RFP) process on October 01, 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 and will be answered in the same order they were received.

Q1. Is there any provision that can be used to defer the duties/taxes for the advertising equipment since it is being used solely for the advertising program at the airport?

A. There are no provisions for deferring duties payable on the importation of equipment.

Q2. Can MBJ provide images of advertising displays in the restricted Customs and Immigration areas?

A. Images have been uploaded to the RFP document on MBJ's website. http://www.mbjairport.com/business-development. Please note that some images have been deliberately modified to both disguise personnel and specific Customs Operational locations within the Hall. We ask that these images not be enhanced or reproduced for ANY reason EXCEPT inclusion in your proposal to the operator in response to the published Advertising Concession RFP.

Q3. Please advise of airline assignment to Jet Bridges/Baggage Belts.

A. The operator has implemented a common use system throughout the airport. Airlines, therefore, do not have specific bridges, carousels or check-in counters assigned. Airlines are randomly assigned with due consideration given to the type of equipment (size aircraft) being used. Sample Gate and Baggage Carousel Assignment sheets have been included in the Advertising RFP document under the folder **"Advertising RFP Q&A"**. This can be downloaded from MBJ's website http://www.mbjairport.com/business-development.

Q4. Can you please send the vector (PDF or AI file) of the Site Map? Could you send both levels?

A. Vector files of the terminal have been uploaded to the RFP document under the folder **"Advertising RFP Q&A"**.

Q5. Pg. 21-22 section 11.2 outlines the Minimum Annual Guarantee and Percentage Fees. The MAG and % fee minimums are laid out as indicated in the table below, which based on 2014 passenger traffic calculates a 1st year MAG of ~$607k and 2nd year projected at ~$675k (approx. 11% increase). This section also stipulates the MAG shall increase by 5% for each successive calendar year of the license – which contradicts the MAG/PAX outlined in the table. Which is correct?

A. The MAG stated for all years have been increased by 5% over the previous year, as such, there is NO need to increase the stated MAG by a further 5% each year. Please note these are the Minimum Annual Guarantee (MAG) rates but proponent may choose to bid above these MAG and Percentage Fees set per annum

Please be reminded that the deadline for submission of the RFP is November 16, 2015.

Regards,

Sitara English – Byfield
Chief Commercial Officer (Acting)