

4. Operational and Management Capability

ii. Capital improvement experience

Real Estate Airport and non-Airport Purposes Experience

Successful business cases

Brasilia international airport master plan

A case of recent success for CAAP occurred at the Brasilia International Airport. The capital of Brazil is recognized for its policies and financial stability. The region where the airport is located is considered a premium area of the city, with easy access and enough space to receive large companies. The work done by the real estate development area in conjunction with the government to approve the land use and occupation plan at the airport site is worth highlighting. This plan, which has been approved jointly with the government, has brought legal certainty to investors, and has established a special procedure to enable and approve projects, and reduce the procedures and time to start works.

Brasília Master Plan

Description: An innovative project with capacity for regional scope. The flexibility in its implementation and the variety of purposes allow a gradual development, where every product has independent financial viability.



Uses:

- Hotel
- Event Center
- Hospital
- Shopping
- Entertainment
- Museum
- Institutional
- Logistics



Shopping Lifestyle Center development

The construction of a shopping center in the concession area was based on a quantitative and qualitative market research between the population of the area of influence, and the community that works directly or indirectly in the airport region. The final product took into account all the highlights in the investigation, creating an innovative concept design, with low cost of investment, maintenance and lease for the tenants. In addition to being a company with high profitability, the mall is a response to the demand of Brasilia.

Shopping BSB LIFESTYLE

Description: With an innovative concept of an open shopping center, ample space and a large central square, such as the main lifestyle centers in the world, the planned space includes shops, restaurants, wellness and entertainment. The shopping center is fully integrated with the main districts of the city, with a privileged location, easy access, security and ample parking.



Summary:

- **Land area:** 174,000 sqm
- **Built area:** 35,000 sqm
- **Investment:** US\$ 48,5 MM
- **Estimated operations start date:** January 2022



Hospital

The search for excellence in medical services and the need to reduce costs by health plan operators provide a favorable environment for companies in the hospital segment. Considering this need, the airport will include a medical center that will have the purpose of attending different specialties, performing low complexity surgical procedures, and scheduling consultation appointments and diagnostic tests.

Hospital

Description: Brasilia Saude is an integrated hospital medical unit consisting of: Day Hospital, Transition Hospital, Imaging and Diagnostic Center. It aims to treat patients seeking high quality medical services, as well as patients in recovery or rehabilitation phase. It will also be ideal for health professionals with an offer of continuing education in the area.



Summary:
Built area: 28,552m²
Investment: US\$ 22,8 MM
Estimated operations start date: July 2021

Events Center

Events Center

Description: Located just at a 2 minutes walking distance from the arrival terminal, the development of modular and flexible architecture allows the center to host various types of events, such as exhibitions, fairs, training, workshops, shows, congresses and forums.



Summary:

- **Built area:** 19,641 sqm
- **Investment:** US\$ 12,8 MM
- **Estimated operations start date:** January 2021

Guayaquil Airport developments

Guayaquil airport has 186 hectares of land and is located in the economic center of the city. The city government does not allow any kind of construction on the Airport Avenue, however, the airport has two plots of land of 7,500 sqm and one of 12,000 sqm, located on the third largest road in the city.

The real estate development area conducted a survey to attract potential clients to the airport, which could build in the land assigned by Terminal Aeroportuaria de Guayaquil S.A. The objective of the first plot of 7,500 sqm was achieved with the allocation of Rent a Car and two car dealers.

Considering that the first strategy was successful, half of the second plot was immediately occupied by another rent-a-car, two car dealers, a bank and a minimarket-format pharmacy. To occupy the second half of the 12,000 sqm land, it was necessary to speak with the city government to authorize the installation of a Strip Mall by Elot construction company. In addition, the airport has invested in the construction of a 2,200 sqm parking lot that generates additional income.

Guayaquil Airport - Ecuador

Description:

To provide the city and the airport with complementary commercial activities for the community. The project was designed with low airport investment and an additional annual revenue generation of US \$ 400,000.



Summary:

- **Total area:** 19,500 sqm
- **Uses:** car rental, car dealers, pharmacy, bank, strip mall and parking

Florence Airport

The airport is located 3 km north from the city of Florence, in the "Castello Area". This region is considered of interest for real estate development projects, due to its privileged location in the proximity of important ventures such as powers centers, universities, industries, hotels and a National Guard base.

Florence

Description: The improvement of the Castello region is part of a larger reorganization and restructuring project in the northern part of Florence. Taking this advantage into account, the real estate development plan will be fully integrated with the Florence airport terminal and its parking lot.



Summary:

- **Total area:** 975,000 sqm
- **Total built area:** 177,000 sqm
- **Uses:** urban park, industrial development, universities, open mall, hotel, residences and craft shops

Pisa Airport

The airport of Pisa (Galileo Galilei Airport) serves the "tourist air traffic", with low-cost and cargo companies. Its northern area, defined as the airport's citadel, is strategic because it connects the airport with the main areas of the city. It is located 6km from the center of Pisa. Considering this, the real estate development of the airport's citadel will have relevant socio-economic effects, not only for the airport, but also for the region.

Pisa

Description:

The development of the airport's citadel will function as a connection to the city center, serving as an area for demanded services related to the airport and its region. Other projects are already in operation to improve airport connectivity, such as the new peplemover.



Summary:

Uses: urban park, urban transport connectors, business centers, offices, shops, diverse categories hotels, gym, cinema, parking and logistics shed.