

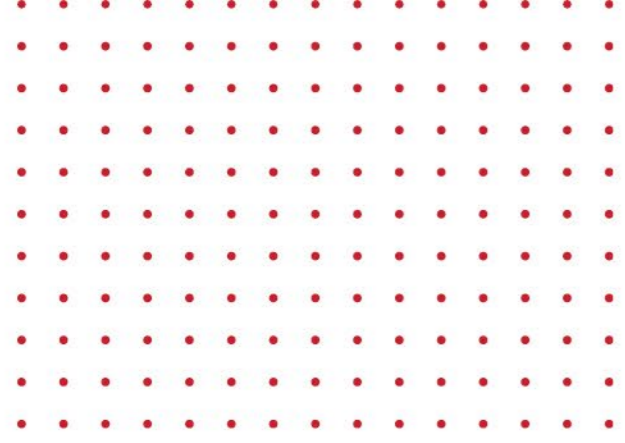


**MIA S**

**DEVELOPMENT  
CORPORATION**

**Company Profile**





## About us

**HAS Development Corporation** is an airport development, management, operations, and advisory company. Since its incorporation in 2001, it has been actively involved in multiple airport privatizations, concessions and the like (in the aggregate, Public-Private Partnerships: P3s), primarily in Central and South America. Its active involvement in the various and complex areas of these P3s has enabled the unlocking of great value to the benefit of the markets where these airports exist.

HAS Development Corporation's mission is "to assist governments of developing countries connect their economies to global markets by helping to create best-in-class airports, in order to enhance the lives of their citizens."

HAS Development Corporation recognizes the importance of being a good partner of governments and industry stakeholders. Our experience and flexibility in accommodating different needs has allowed us to establish excellent professional relationships for each specific business opportunity with the mindset and experience of a world class airport operator.

HAS Development Corporation continues to be the only US entity affiliated with a major US airport system that participates and wins in the global international airport P3s projects. We recognize the importance of airports not only as critical economic catalysts and job-creation engines, but also as important contributors to a city/region/country brand. These corporate priorities are aligned with our objective of serving as responsible stewards of airports' financial, people, and environmental resources.



# Operational and Management Capability

**HAS Development Corporation**, as an airport operator with longstanding partnerships with Construction companies in Central and South America, was awarded the concession contracts of the Quito International Airport (UIO) in Ecuador, and the San Jose International Airport (SJO) and Liberia International Airport (LIR) in Costa Rica. Additionally, HAS Development Corporation has performed and continues to support multiple operational and consulting engagements in other countries like Honduras, Colombia, and Haiti. During the past 22 years, HAS Development Corporation has generated substantial benefits to the Ports and Aviation Authorities in the Latin American and Caribbean region. **HAS Development Corporation** can support all airport-related activities, including operations, capital development, business and routes planning, airline agreements, commercialization, regulations compliance, privatization, and training. Safety and Security compliance are our basic principles when we enroll in an airport joint partnership project.

In terms of Airport Management, **HAS Development Corporation**, as a USA based airport operator, also has experience with:

- FAA operations management / training
- Part 139 FAA compliance / inspections
- Safety / Security compliance / training

With regard to passenger experience, HAS Development Corporation is the only airport operator in Latin America and the Caribbean that can proudly demonstrate the commitment with the highest customer service levels through the worldwide 2022-2023 5-star Skytrax ranking in Quito, Ecuador. Our airport in Quito has been awarded this prize, not once but several times in recent years.

Quito International Airport





**HAS Development Corporation** was directly involved and led the emergency response team and operations recovery of the San Pedro Sula International Airport in Honduras after the major floodings and damages produced by the back-to-back hurricanes Eta and Iota in 2020. The airport operations were recovered in record time considering the magnitude of the flood damages. To better explain the flooding and damages conditions on the aftermath of the hurricanes please refer to the following picture:



## Development Experience

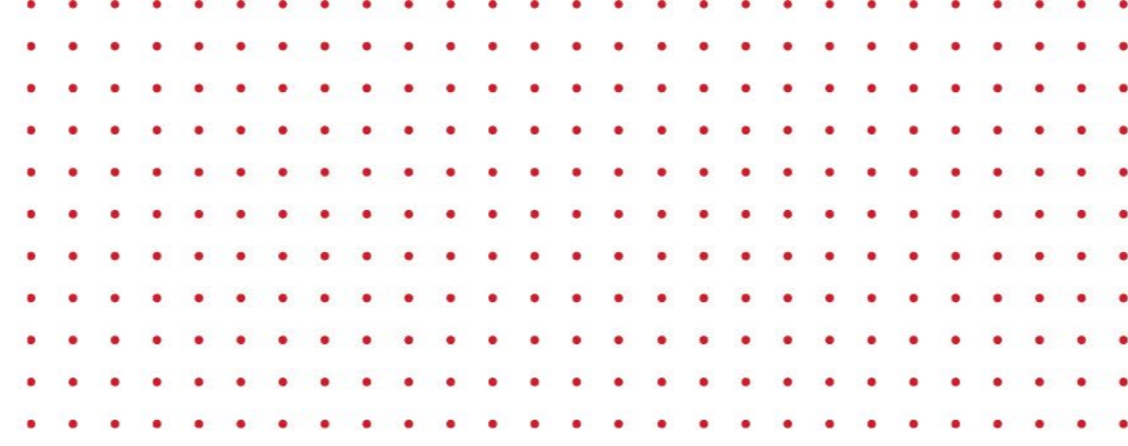
Soon after its creation, **HAS Development Corporation** embarked in one of the most challenging and successful airport development projects that Latin America has witnessed in several decades: the location selection, design, construction, and operation of a new greenfield airport in Quito, Ecuador. This project also included the operation of the old international airport in downtown Quito and the transition from the old airport to the new one. The project total investment was around US\$700 million executed on budget, and following the Building Informational Model.

The new Mariscal Sucre International Airport in Quito, Ecuador was inaugurated in 2013 and today is the only airport in Latin America and the Caribbean with a 5 star Skytrax rating. It has been expanded several times since its inauguration. The new airport has become a major driver of economic, cargo, and passenger growth. Today Quito's airport ranks 3rd in flowers export worldwide and handles 5 million passengers per year. The concession also oversaw the building of a 5-story business and office center plus the construction and operation of a Wyndham hotel within the airport premises.

In addition to Quito's airport, HAS Development Corporation was also involved in training the new generation of Chinese airport administrators who later became the top management of the new major airport hubs in the mainland like Beijing airport. It also had advisory roles in airport planning and operations of Barranquilla's International Airport in Colombia, and is the operator on file of the San Jose (investment of US\$300 million budgeted and executed accordingly) and Liberia concessioned airports in Costa Rica.

Currently HAS Development Corporation, in addition to its continued involvement in Quito, San Jose, and Liberia International Airports, was selected to provide consulting services to the government of Honduras in the operation of three international airports (San Pedro Sula, Roatan, and La Ceiba). HAS Development Corporation is also helping to expand the aviation/airport development footprint in Haiti, and advising the government of a Central American country on the initial design and planning of a new airport.



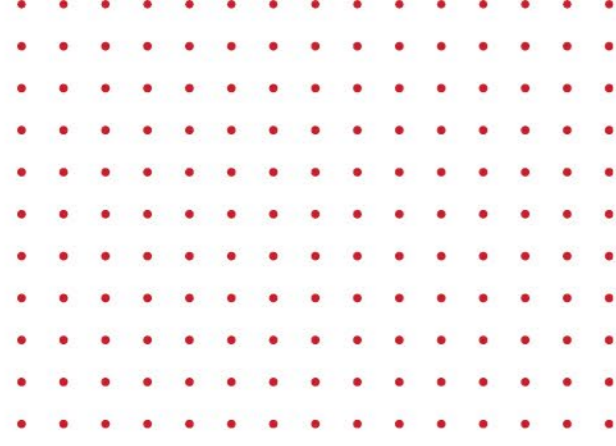


Our management and corporate advisors are, without a doubt, the most experienced in the airport and aviation industry in Latin America and the Caribbean, with decades of experience in airports design, operation, management, maintenance, natural disasters recovery, concessions, FAA regulations compliance, and P3 projects in the region.

All of HAS Development Corporation's airports development and operations projects are driven by the objective of achieving the highest level of quality with the available resources. Airport infrastructure proposals should be guided by the professional commitment to deliver high quality at a low cost based on a balanced set of priorities and deliverables. Overpromising and falling short on delivering is, unfortunately, a frequent mistake seen in the industry, especially from those whose mission and vision are not aligned with the communities and the priorities of the airport owners.

Our mission also focuses on finding, developing, retaining, and hiring local talent. This key element sets HAS Development Corporation apart from other airport operators. The benefits of aviation cannot be solely focused on the airline users. It starts by creating a strong and talented local team that can become the driving force in managing and operating the airports. It is a win-win association between local stakeholders and their airports.





# Services

HASDC can support basically all airport-related activities, including operations, capital development, planning, commercialization, privatization and training.

**Airport Management Assistance**

- Management Audits
- Organizational reviews
- Efficiency assessments
- Resource planning (in-house vs. outsource)
- Peer reviews

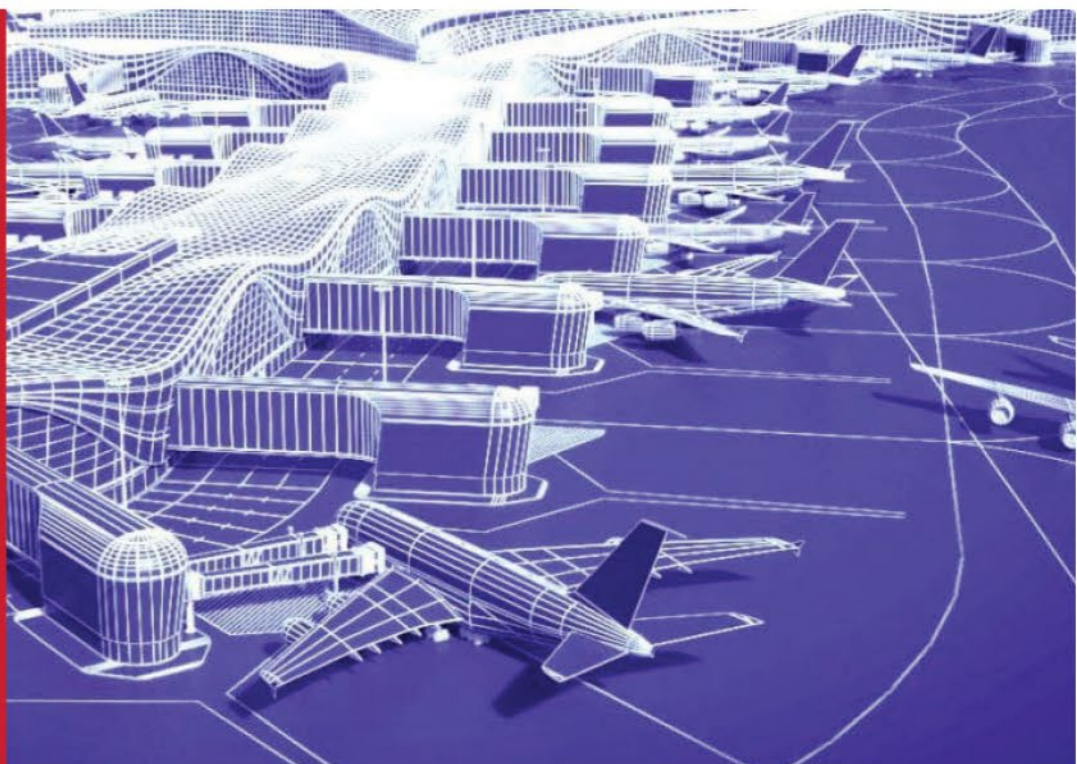


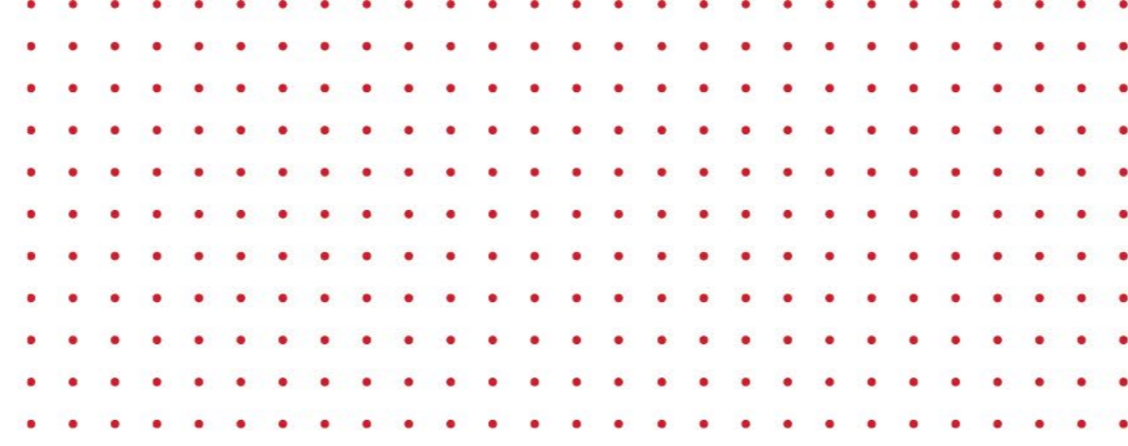
**Passenger and Cargo Growth**

- Air service development marketing
- Passenger and cargo feasibility studies and route analysis
- Cargo development strategies and marketing programs

**Planning and Feasibility Studies**

- Capital project management and coordination
- Airport facility design and value engineering
- Alternative project delivery methods
- Terminal design planning and development
- Consolidated car rental facilities
- Solicitation of professional design, construction and contracting services





### Airport Development and Construction Management

- Airport master plans and layout plans
- Airport system and regional planning
- Compatible land-use planning and regulations
- Environmental planning and reviews
- Noise and environmental mitigation programs



### Airport Operations and Maintenance

- Airport certification programs
- Airfield, terminal and landside operations and training
- Ground transportation and parking
- Physical plant and airfield maintenance program



### Safety and Security Preparedness and Training

- Safety Management System (SMS) plans
- Public safety and security programs
- Emergency preparedness and response
- Aircraft Rescue and Fire Fighting (ARFF) response
- Hazardous Materials (HAZMAT)
- Strategic and crisis communications



### Financial Management and Business Planning

- Business and strategic planning
- Financial analysis and budgeting
- Financing plans and funding sources
- Rates and charges
- Maximizing concession and other non-aeronautical revenues
- Airline and tenant negotiations
- Information technology systems







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