



## **SLASPA PREQUALIFIES BIDDERS FOR REDEVELOPMENT OF HIA**

**Castries, Saint Lucia - November 27, 2015.** The Saint Lucia Air and Sea Ports Authority (SLASPA) announced today the completion of the prequalification stage of a competitive tendering for the redevelopment of the Hewanorra International Airport (HIA). This initial phase of prequalification resulted in the identification of three (3) compliant bidders, who met the requirement of a clearly defined public Request for Proposal (RFP) in its entirety. The bidders were evaluated and selected based on proven experience in the aviation sector, as well as capability to finance, develop and operate the airport under a long-term concession agreement.

“The RFQ concluded with the prequalification of three (3) internationally, financially sound entities with the experience and credentials necessary to partner with us in redeveloping the Hewanorra International Airport,” said Mr. Keigan Cox, General Manager and CEO of SLASPA. “The prequalification of these firms places us in the position to leverage private sector investment and expertise to drive improvements in operations and service at HIA, while keeping the airport’s ownership and regulatory control in SLASPA’s hands.”

HIA facilitates approximately 80% of all air traffic to the island. In 2014, HIA recorded nearly 615,000 arriving and departing passengers and an additional 125,010 in-transit passengers. By 2017, passenger traffic is forecasted to exceed 800,000 annually.

The three international companies that have met the strict criteria to bid for the HIA redevelopment project are:

**Cedcor SA.** Cedcor is a Uruguayan company whose principal business is to make investments in airports and airport related businesses globally. Through its subsidiary Corporacion America SA (incorporated in Argentina), Cedcor controls Aeropuertos Argentina 2000 SA which operates more than thirty airports in Argentina.

**A consortium of Grupo Aeroportuario del Sureste (ASUR) and Highstar Capital.** ASUR is a New York Stock Exchange-traded Mexican airport management firm that operates nine airports in Mexico. Highstar Capital is a New York-based infrastructure investment firm that has made \$7.8 billion in equity investments to date. ASUR operates in the Caribbean market through its operation of Cancun International Airport and, together with Highstar, operates the Luis Munos Marin International Airport (LMM) in San Juan, Puerto Rico.

**A consortium of Vinci Airports SAS and Vinci Concessions SAS.** Vinci is a French company that fully owns Vinci Airports and Vinci Concessions. Vinci Airports operates 24 airport facilities in Portugal, Cambodia and France. Vinci Concessions is an infrastructure developer that designs, builds and finances infrastructure in sectors including airports, roads, mass transit and parking.

SLASPA's technical team, under the guidance of the International Finance Corporation (IFC), will evaluate the bids of these three companies carefully before selecting the appropriate partner for this public-private partnership.

SLASPA expects to award the contract to the preferred bidder in 2016 with work on HIA's redevelopment starting later that year.

This transaction is supported by the Department of Foreign Affairs, Trade and Development Canada (DFTAD), an important partner in providing financial support for IFC's advisory services in the Caribbean.

### **About SLASPA**

*The Saint Lucia Air and Sea Ports Authority (SLASPA) was established by an Act of Parliament in 1983. It is responsible for running the island's two principal seaports, Castries and Vieux Fort, and the George FL Charles and Hewanorra International Airports, as well as smaller points of entry at Soufriere, Marigot and Rodney Bay Marina.*

*Operating from modern headquarters in Castries, SLASPA was created out of the merger of the Saint Lucia Ports Authority with the Airports Division of the Ministry of Communications and Works. This merger has created a unique position for the island by providing avenues to generate initiatives to maximize the assets held in its name and offer value-added services to its clientele.*

*The organization is managed by a well-qualified team headed by a General Manager who reports to a Council appointed by the Government. Its mandate is defined as the provision of coordinated and integrated systems of airports and seaports.*

### **About the Department of Foreign Affairs, Trade and Development Canada**

*Department of Foreign Affairs, Trade and Development Canada ("DFTAD") is Canada's lead agency for development assistance. DFTAD's aim is to manage Canada's support and resources effectively and accountably to achieve meaningful, sustainable results and engage in policy development in Canada and internationally, enabling Canada's effort to realize its development objectives.*