**Common Questions**

1. Can you confirm that as per ICAO and its definition for movements, Macau had 829 landings and aprox 829 take offs in 2012?

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arrival</td>
<td>1078</td>
<td>829</td>
</tr>
<tr>
<td>Departure</td>
<td>1083</td>
<td>830</td>
</tr>
</tbody>
</table>

2. In regards overall Airport Traffic Forecasts, for business assessment, can CAM confirm or give any indication whether or not any increase in Airport scheduled passenger or Freight Services (e.g. a New Airline Servicing Macau) would adversely impact parking / handling capability of Business Jet Traffic or will a level of protection be provided to the business jet arena to ensure business continuity.

   *The positioning of the Macau International Airport is Multi-functional Small and Medium Sized International Airport. Simultaneously developing and promoting Legacy carriers, Low cost carriers and Business aviation are all the future directions of MIA.*

3. It is understood that the airport is doing everything possible in the short term to maximize parking, including the optimization of the parking stands in the east apron. Can CAM advise what is the Maximum number of Aircraft able to be parked at Macau at any one time (e.g. how many parking stands are there), and therefore how many parking bays could be protected for Business Jet use?

   *There are 24 regular aircraft parking stands for commercial airlines and furthermore 3 parking stands in front of FBO’s building dedicated for business aviation subject to availability and size of aircraft. Parking stands in front of FBO building will be assigned by ADA to both FBOs at first come first serve basis. Besides the 3 dedicated parking stands, in order to maximize the apron usage, business jet aircrafts are currently utilizing the commercial aircraft parking stands depending on slots availability.*
4. How is the traffic forecast supported by parking infrastructure in the future? Parking is today's largest reason for operators not obtaining clearance to land in Macau. What is changing in the parking capacity to support a forecast of 249 increases in the next 5 years as the most probable scenario?

*Please refer to page 24 of RFP for FBO and page 23 of RFP for MRO.*

5. On the Macau Airport Plan, it appears that there are 5 [sic] parking stands situated in front of business jet facility, under the two FBO concept will any of these stands be dedicated to one or the other of the FBO's or will they be allocated by the airport on a first come first serve basis?

*Please refer to the answer of above question 3.*

6. Is there a chance to lease some TARMAC space dedicated to Business Aviation Aircraft from CAM or manage such space on behalf of CAM? (e.g. In front of the proposed hangar)

*As the aircraft stands in front of the hangars are managed by ADA, coordination for aircraft movement in and out of the hangar will be managed by ADA in timely basis.*

7. Can CAM provide a standard template of the proposed lease agreement for information purposes?

*A draft contract will be provided to the successful proponent.*
8. Is the successful proponent eligible for tax incentives from Macau Government? Will there be a grace period during the ramp up of operations whereby the ratio of local to external staff might be less than that required by law?

For information in regard of the related policy, you may visit, for example, the following Macau Government websites:

- Macau Government comprehensive website
  http://portal.gov.mo/web/guest/citizen

- Civil Aviation Authority of Macau SAR
  http://www.aacm.gov.mo

- Financial Services Bureau
  http://www.dsfs.gov.mo/?lang=en

- Labour Affairs Bureau
  http://www.dsal.gov.mo/english/introduction.htm

- Macao Customs
  http://www.customs.gov.mo/

9. If selected, would the winning bidder be allowed to form a subsequent partnership with additional third parties, assuming all minimum qualifications as outlined in the RFP document can be still fulfilled?

Please refer to the RFP documents, page 5, point 3.0 c).
10. What chargeable items are formulated by the Macau International Airport? And what are by the FBO or MRO operators?

Macau International Airport charges include among others security fee, passenger fee, landing fee, parking fee etc. For some details please refer to MIA official website as below.


In principle, the pricing policy of the FBO or MRO operators is subject to the normal market rules and the standards of good management so as to ensure the respective competitiveness, and CAM expects the pricing against neighboring Airports should be competitive and reasonable.

11. Does Macau International Airport have any expansion plan for the parking slot except the current business aviation parking slots?

AACM has submitted a drafted airport master plan and is waiting for the Macao Government’s approval. The drafted master plan reserved reasonable space for the development of business aviation in MIA.

12. How many business jets Macau International Airport can accommodate in maximum?

Please refer to the answer of above question 3.

13. Could CAM provide the amount of movement of commercial flight and business aviation during 2010 to 2013 in Macau International Airport?

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business aviation</td>
<td>2161</td>
<td>1659</td>
<td>1353</td>
<td>1220</td>
</tr>
<tr>
<td>Commercial aviation</td>
<td>46781</td>
<td>40374</td>
<td>37591</td>
<td>35925</td>
</tr>
</tbody>
</table>

14. How many aircraft do the 3 Macau-based business jet operators own currently?

Please refer to RFP of FBO, Page 22, and RFP of MRO, Page 21.
15. How many ground handling operators currently in Macau International Airport?

Currently, Menzies Macau Airport Services Ltd. is the ground handling services provider serving commercial airlines at Macau International Airport, and MBAC is the ground handling services provider servicing Business Aviation at Macau International Airport.

16. Can CAM show us the proportions of Commercial flight and non-commercial ferry flight in Macau International Airport?

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate of Ferry</td>
<td>21.70%</td>
<td>21.04%</td>
<td>37.47%</td>
</tr>
<tr>
<td>Rate of Commercial</td>
<td>78.30%</td>
<td>78.96%</td>
<td>62.53%</td>
</tr>
</tbody>
</table>

17. What will be the amount of the bank guarantee and will it have to be maintained for the entire life of the contract?

The bank guarantee amount will be subject to the income to be paid to CAM, with the financial proposal and projection submitted by the Proponents taken into account. CAM will negotiate with the successful Proponent to determine a reasonable and mutually agreed amount of bank guarantee. Furthermore, the FBO is required to provide bank guarantee to CAM for the entire life of the contract.

18. The solicitation says that proposals falling to meet the minimum financial terms contained in the bid package will be considered non-responsive. Can we get a better feel if alternate proposals would be accepted so long as they were “revenue neutral” to CAM over the term of the contract?

Please refer to and comply with page 12 of RFP for FBO and MRO Sub-Concession Fees and Property Rents.
19. With respect to the workshops and offices included as part of the facility, what is the level of outfitting we can expect in these areas when handed over from the CAM? For example, will there be any walls installed, are there any power points etc.?

*CAM will only provide the bare shell office and workshop spaces. The tenant shall have sole responsibility for the fitting out of office and workshop spaces at its own expenditure.*

20. How are the passengers being counted? Is it similar to Movement: Arrivals or Departures?

*All passenger traffic leaving or arriving at the Macau International Airport by aircraft or helicopter (with the exception of the crew) are recorded according to ICAO recommended practice in handling airport traffic statistics.*

21. It was mentioned during briefing meeting (9th Jan) the movements in 2013 is 2,161. What is the corresponding Macau business/general aviation passenger Figure for 2013?

*Macau International Airport handled 9,351 passengers from Business/General aviation in 2013.*

22. We would like to understand the demographic breakdown of the passengers: What percentages of passengers in 2013 are classified as “Transfer Passengers”?

*“Transfer passengers” accounted for 7.53% of total passenger throughput in Macau International Airport in 2013.*
23. Apart from the passenger charges (airport security fee and passenger services fee), are there any other applicable terminal charges, CIQ charges or Taxes on passenger and crew, which FBO will collect on behalf of the airport authority and/or CAM?
   a) Is there any terminal and / or CIQ charges for passenger?
   b) Is there any terminal and / or CIQ charges for crew clearance?
   c) Is there any other Taxes applicable to passenger and / or crew?

   **Currently, FBO is to collect on behalf of CAM landing fee, parking fee, passenger fee and security fee and currently there is no CIQ charge in Macau International Airport. For some details please refer to MIA official website as below.**


24. Understand that the airport landing fee is lower by 50% for aircraft coming in between 11pm and 7am. What is the percentage of flights landing between 11pm and 7am observed in 2013?

   **There are approximate 7.5% of flights landing between 11pm and 7am in 2013.**

25. What is the average duration of stay (in hour) for each arrival in 2013?

   **Business Jet was parked in Macau International Airport for an approximate 5.8 days on average for each arrival in 2013. (Included parking inside the hangar)**

26. We understand that the flight movements include Helicopters.
   a) Where do helicopters land?
   b) Who currently does the handling for helicopters?

   a) **Helicopters land at the runway and taxi to the assigned parking area.**
   b) **MBAC currently provides ground handling services for helicopters at MIA.**
27. How do companies carry out refueling of their vehicles over at airside? Is there any existing petrol station within the airside?

_There is a petrol station located in the restricted area of north area of Macau International Airport for refueling of vehicles._

28. Understand that the FBO would need to have in place
   - A full-time duty manager 24 hour, 7 days a week
   - 1 person as supervisor, customer service representative, ramp attendant and landing / parking fee collector

Is it possible for the FBO to have just 1 person carrying out both duties above? I.e. A qualified and experienced FBO manager who carries out duties of flight supervisor, customer service, ramp handling coordination and collection of landing / parking fee as well.

_Please refer to the Minimum Requirement of FBO Service, page 17, 6. Minimum Staffing Requirements_

29. Will copies of the airport safety and security mandates and rules and regulations referred to in the solicitation be made available to bidders?

_CAM will provide relevant information to the successful Proponent._
MRO

1. Are there any restrictions in the usage of the hangar space and its adjacent shops for the MRO? Are there any restrictions prohibiting the MRO service provider to sublease some space of the associated facilities to a third party?

   The successful Proponent will be able to arrange the hangar space and the associated facilities subject to CAM’s approval and should ensure that the arrangement will not affect the normal MRO services to be provided.

2. Can CAM give a guarantee for a date the hangar space will be latest available to the successful proponent?

   There will not be such a guarantee. The estimated completion date for the new hangar will be in 3rd Quarter of 2014.

3. Does CAM see room for negotiations to waive the concession fee in the first 6 months of operations to support the start-up and help to establish a sustainable operation for the remainder of the agreement term?

   Please refer to and comply with RFP of MRO, page 12 ➤ Sub-Concession Fees and Property Rents.

4. Will CAM as the lessor take over investments to adjust the hangar to new security and safety standards / requirements issued by local authorities or Civil Aviation administrations during the lease term?

   In the hangar, the basic facilities, such as the compressed air, ground service air and electrical pits, aircraft power supplies, will be provided and the fire system meeting the local authority requirements. However, the MRO service provider shall prepare the facilities required by itself to fit its operational requirements.
5. Will the landside / airside barrier (security screening, etc) be inside or outside the hangar and who will bear the cost of such security measures?

_The landside/airside barrier will be inside the hangar annex building. Macau International Airport is responsible for the Airport’s common use security channel._

6. If a MRO service provider has been selected and the facilities / hangar are not yet completed, does the selected MRO service provider have a right to suggest some changes to the building?

_No._

7. When does CAM expect to receive the first lease payment? After signing the sublease and concession agreement or after handover of the fully operational hangar?

_The matter is subject to further negotiation with CAM._

8. Can the successful proponent expect lease payments to CAM be delayed in case the hangar is not fully operational at the date of proposed handover?

_The matter is subject to further negotiation with CAM._

9. With reference to the RFP drawings “partial ground floor plan and partial first floor plan”, which offices will be allocated to the MRO?

_The matter is subject to further negotiation with CAM._

10. With reference to the RFP drawings “Ground floor airside / landside demarcation plan”, which side of hangar, will be allocated to the MRO? Please indicate the tarmac space in front of the hangar to be allocated to the MRO?

_The matter is subject to further negotiation with CAM._
11. Is a Fire suppression/ protection system installed in the hangar which meets the local and Macau Aviation authority requirements?

**YES.**

12. Is a hangar compressed air and associated distribution system provided as part of the provided facility?

*Please refer to the answer to question 4 mentioned above.*

13. Is hangar lighting installed as part of the provided facility, and what is the required specification of the lighting intensity?

*The relevant information will be provided to successful proponent.*

14. The document states that “bidder shall provide full aircraft repair and maintenance support services for BA and GA aircraft covering both base and line maintenance,” Can we get a better understanding of CAM’s expectations? *The successful Proponent has to obtain the relevant certification for its operations and business in MIA according to the terms of Minimum Requirements for MRO.*

*(Please refer to MINIMUM REQUIREMENT FOR MRO, page 13, Certification from Authority and Certification from Manufacturer).*

15. Can we get a conditional commitment from Bombardier for a service center or can we get a waiver on the deadline from CAM (i.e. obtain service center status within six months of the start of the contract)?

*The Proponents are required to submit the current certifications achieved around the world. Moreover, the successful Proponent has to obtain the relevant certification for its operations and business in MIA according to the terms of Minimum Requirements for MRO.*

*(Please refer to MINIMUM REQUIREMENT FOR MRO, page 13, Certification from Authority and Certification from Manufacturer).*
16. Can the MRO subcontract in the normal course of business consistent with normal industry practices?

*Please refer to MINIMUM REQUIREMENT FOR MRO, page 14, viii. Subcontracting*

17. The bid states that “the operator may be required to pay a privilege fee or commission to CAM.” Is this the same as the 8% fee referred to in the RFP and, if so, what do they mean by the term “may”?

*The privilege fee/commission, mentioned in the Minimum Requirement for MRO in principle, is specified in page 12 of RFP for MRO (“Sub-Concession Fees”). Please refer to that page. If the bid of the Percentage Rate is lower than the minimum rate stated in the RFP, the proposal may be disqualified / rejected.*