



PASSENGER LOUNGE SERVICE OPERATOR
PLAZA PREMIUM LOUNGE
NO. 201735212 and 201739183

PATRICK HECK
EVP - CHIEF COMMERCIAL OFFICER
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OPPORTUNITY

- DEN conducted a Request for Expressions of Interest looking for:
 - An airport passenger lounge service operator to provide design, construction, operation, maintenance, and management of full-service passenger lounge at the Denver International Airport (DEN)
- RFI had a requirement to submit a proposal for an A Concourse Lounge
- RFI procurement structure allowed proposer to include a proposal for a C Concourse Lounge, if proposer felt the market existed
 - A proposal for a C Concourse Lounge was not a requirement and did not factor into the scoring



SOLICITATION PROCESS

- Request for Expressions of Interest released September 1, 2017
- Question and Answer Session held on September 14, 2017
- One addenda issued on September 15, 2017
- Expressions of Interest were received October 13, 2017



EVALUATION PROCESS

- DEN received six Expressions of Interest
 - TAV America Operation Services Concourse A
 - Plaza Premium Group Concourse A
 - Airport Lounge Development Inc. Concourse A
 - MAG US Lounge Management LLC Concourse A
 - American Express Travel Related Services Company, Inc. Concourse C
- Review by DEN Business Management Services, DEN Finance, and DEN Legal
- DSBO reviewed for ACDBE requirements
- Interviews held on December 14, 2017



RECOMMENDED A CONCOURSE OPERATOR

- Plaza Premium Group
- Experience
 - Headquartered in Hong Kong, China
 - 19 years of lounge operating experience
 - 150+ locations in 37 international airports
 - This will be their first lounge in the United States
 - Awarded “World’s Best Independent Airport Lounge” in 2016 and 2017 by SkyTrax
 - Premium airport lounge open to all travelers regardless of airline or class of travel
- ACDBE partners (15% participation)
 - Doc1Solutions, LLC
 - PradoMaes, Inc.

PLAZA PREMIUM LOUNGE



17
Countries & Regions



150+
Locations

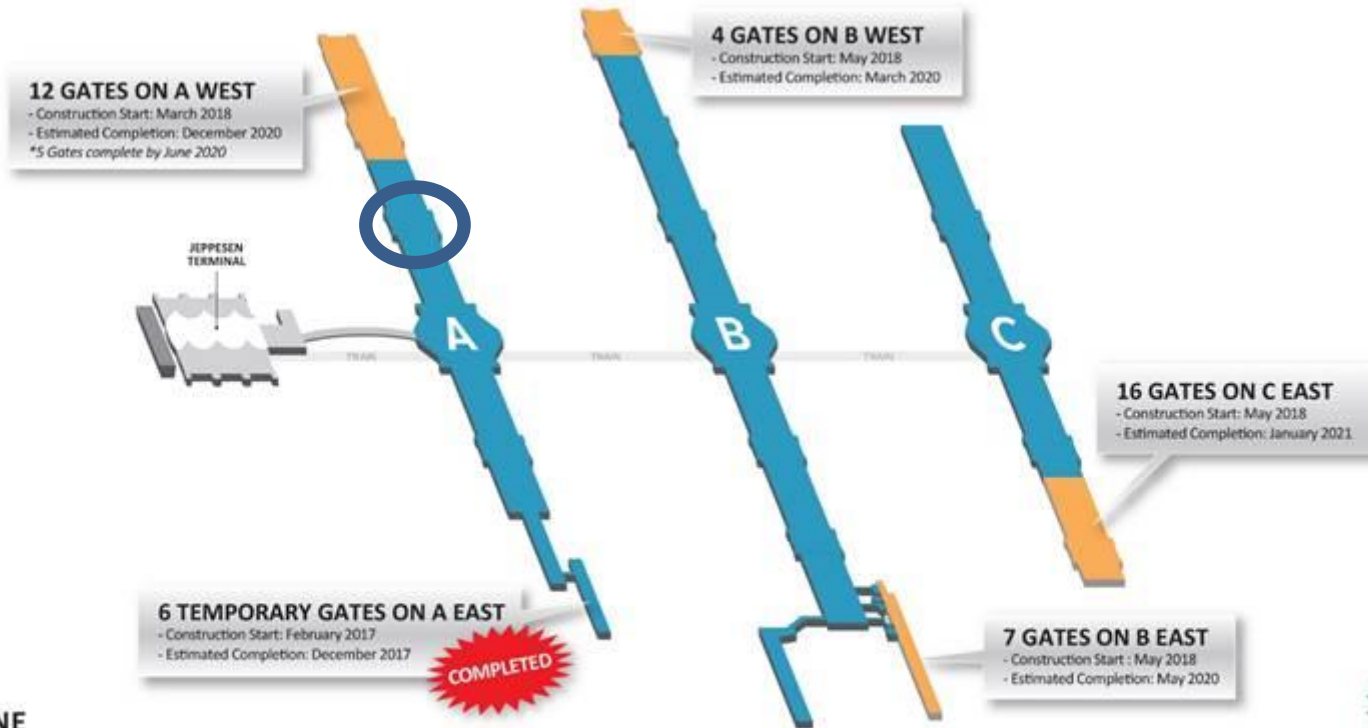


37
International Airports

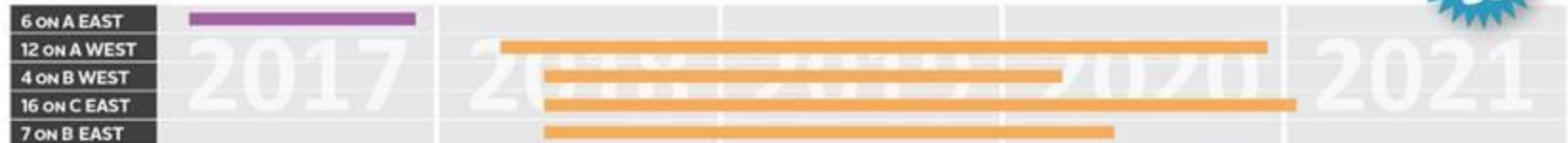


12 million+
Serving passengers a year

PLAZA PREMIUM LOUNGE



TIMELINE



PLAZA PREMIUM LOUNGE

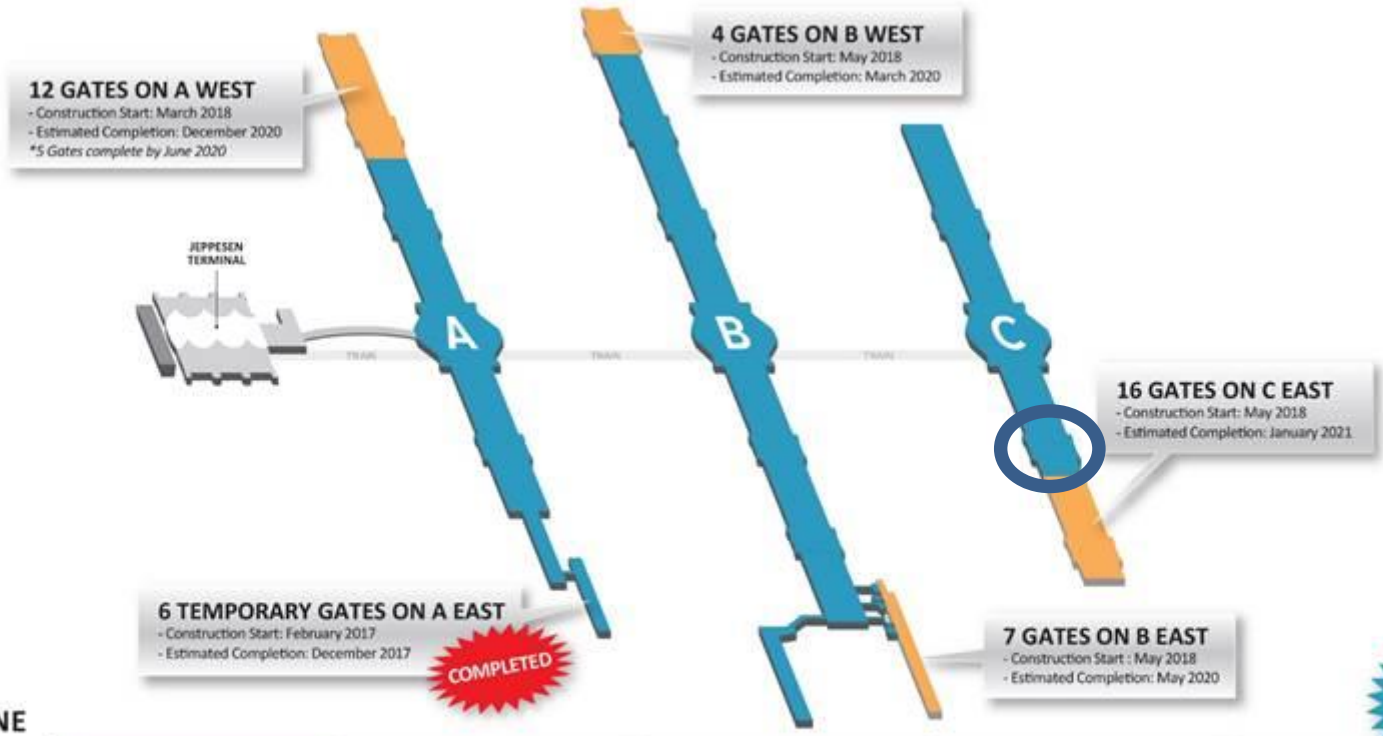
- Term – 10 years
- 11,751 square feet
- Minimum Capital Investment of \$10,846,542
- Proposed Privilege Fee (greater of)
 - Minimum annual percentage fee (MAPF) - \$1,055,551
 - Percentage fee – 13% initially, plus 1% increase every 2 years of the Term
- First year projected gross receipts - \$9,550,000
- First year projected revenue to DEN - \$1,055,551
- Capital investment - \$10,846,542 (\$923 per sq.ft.)



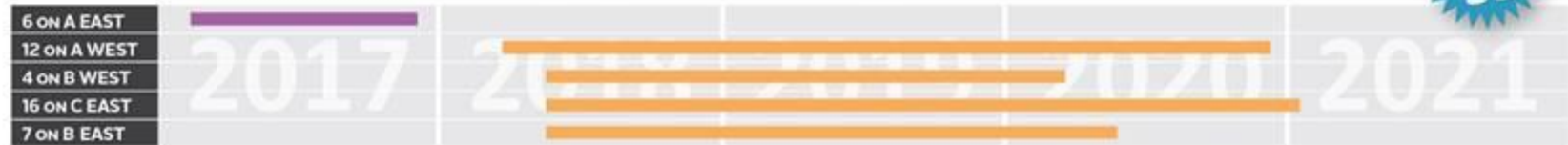
RECOMMENDED C CONCOURSE OPERATOR

- American Express Travel Related Services Company, Inc.
- Experience
 - Operate eight Centurion Lounges in the US, one in Hong Kong and eleven other lounges worldwide
 - Exclusive to certain AMEX card holders, but will allow limited day passes.
 - Three Centurion Lounges in top ten of SkyTrax World's Best Independent Lounges for 2016 and 2017
 - Curate food and mixologist menus by partnering with local chefs
- ACDBE partners (15% goal)

CENTURION LOUNGE



TIMELINE



THE CENTURION LOUNGE

Proposed Amenities for Denver's Flagship Centurion Lounge



THE CENTURION LOUNGE

- Term – 10 years
- 14,650 square feet
- Minimum Capital Investment of \$14,034,700
- Proposed Privilege Fee (combination of)
 - Minimum annual percentage fee (MAPF) - \$2,000,000, increasing annually
 - Percentage fee - 25% of gross receipts
- First year projected gross receipts - \$153,076
- First year projected revenue to DEN - \$2,038,269
- Capital investment - \$14,034,700 (\$958 per sq.ft.)
- ACDBE goal of 15%



DENVER INTERNATIONAL AIRPORT

DEN