



## ASUR PRESS KIT

Grupo Aeroportuario del Sureste (ASUR) is Mexico's leading privatized airport operator. It has a concession from the Federal Government to administer and operate nine airports in the southeast region of Mexico, including Cancun, Latin America's busiest international airport. Currently, we serve a total of approximately 14 million passengers per year, whose comfort and safety are our primary concerns.

The group is comprised of the following airports:

- Cancún, the number one tourist destination in Mexico and the Caribbean
- Cozumel, an island in the Caribbean off the coast of Mexico
- Huatulco, a secluded beach paradise on the Pacific Coast
- Mérida, the colonial capital of the state of Yucatán
- Minatitlán, which plays an important role in Mexico's oil and petrochemical industries
- Oaxaca, the capital of the state of Oaxaca with a rich cultural heritage
- Tapachula, in the coffee-growing region of Mexico's border with Guatemala
- Veracruz, the historic port on the Gulf of Mexico
- Villahermosa, also an important centre for the Mexican oil industry

### COMPANY HISTORY

ASUR was established in 1998 as part of the Mexican government's plans to begin privatizing its state-run airports. To this end, one of the first steps taken by the government was to find a strategic partner with expertise in both the Mexican business environment and airport operations. An initial stake of 15% in the shares of the company was put up for tender in 1998, and the winning bid was presented by ITA, an international consortium.

Subsequently, on the 28<sup>th</sup> of September 2000, the Mexican State sold 74% of the 85% it still held in the company, and ASUR was listed simultaneously on the stock markets of Mexico City (BMV) and New York (NYSE), thus becoming the very first publicly traded airport group on the American continent. The remaining 11% stake still owned by the government was finally sold on the stock markets on the 7<sup>th</sup> of March 2005, making ASUR a 100% privately owned company.

In the years since the privatization process began, ASUR has positioned itself as the leading airport operator in Mexico. ASUR, with the assistance of ITA, has implemented a sustained program of investment to upgrade the company's airports, increasing capacity where necessary and improving safety and service levels, thereby creating a new benchmark for passenger service quality and a highly profitable company.

### STRUCTURE OF THE COMPANY

At the present time, the company is owned by private investors on the Mexico City and New York stock exchanges on the one hand, who hold 85% of the capital, and by the strategic partner ITA (Inversiones y Técnicas Aeroportuarias) on the other hand, with its original stake of 15%.

Following a series of changes in the shareholder structure of the strategic partner, this company is in turn owned by Fernando Chico Pardo and Copenhagen Airports. Fernando Chico, who has a 51% stake, is a prominent Mexican businessman who has investment interests in a wide range of companies within Mexico and abroad, and Copenhagen Airports, the operator of the airport in the Danish capital, owns the remaining 49%.

### ACHIEVEMENTS

Among the achievements that ASUR is most proud of is the improvements in service levels it has accomplished. One of the company's fundamental aims is to create world-class airports that offer an excellent level of service to both the passengers that pass through them and the airlines that use them. To do this, ASUR has remodeled facilities and improved commercial services to make passengers' visits to the airports more pleasant. The company has also implemented a program of continuous investment to upgrade infrastructure, ensuring efficient operations, and to increase capacity, reducing waiting times for passengers and costs for airlines. In 2004 the company invested a total of 412 million pesos in developing its airports, 12% in excess of the 366 million pesos it was required to spend under the Master Development Plan approved by the government's Department of Civil Aviation. In 2005 the minimum investment requirement is 523 million pesos, although spending is expected to far exceed that sum. In total, since ASUR began operations in 1998, the company has invested over 2.2 billion pesos in the airports it operates.

ASUR has a strong commitment to supporting the local communities that live in the southeast. For this reason, in 2004 the company entered into a formal agreement with local divisions of the Mexican Red Cross in order to provide considerable financial backing for the social programs carried out by the organization in the region. The company is also dedicated to protecting the environment: in 2001 we received a special acknowledgement from the Mexican Environmental Protection Agency (PROFEPA) when all nine airports in the group were certified as "Clean Industries". ASUR was only the second company in Mexico to receive this acknowledgement.

## **FUTURE PLANS**

ASUR intends to continue to build on past achievements while focusing on new and challenging goals. Route development is a key piece of the company's current business strategy; the aim is to bring in new airlines to our airports, establish new routes and to increase frequencies on existing routes, in order to raise passenger numbers. Other aspects that we will be concentrating on are the commercial services provided in our terminals and the cargo business, particularly in Cancún, which enjoys a strategic location for connections between Europe and Asia and the entire American continent.

By working hard in these and other areas, we hope to stimulate local economic growth to the benefit of both the communities in the areas where our airports are located and our own business, thus creating greater shareholder value, and we will continue to provide a top-class service to passengers and airlines.