

Minutes of Meeting
[extract; unofficial translation]

Date:

25 April 2002

Attendees:

Mr Townsend, Minister of International Flight and Freight Infrastructure
Mr Thomas Haneda, Chief Executive Officer, Republia International Airport Company
Mr James Narita, Chief Financial Officer, Republia International Airport Company
Mr Ian Senda, Senior Vice President, Republia International Airport Company
Mr Jack Chan, Chief Executive Officer, AeroSonic Pte Ltd
Mr Charles Wong, Business Development Manager, AeroSonic Pte Ltd

Location:

Ministry of International Flight and Freight Infrastructure office in Republia City

Agenda:

Terms of concession agreement for Niibata International Airport

Mr Haneda welcomed the participants and stated that the purpose of the meeting was to discuss the terms of the concession agreement for Niibata Airport.

Following this introduction, Minister Townsend presented the government's goal in opening up Republia's airports to private investors, with Niibata Airport to be the test case. The government wants to see if the concession of Niibata Airport will be successful before deciding to open other Republian airports to private investors. Minister Townsend also stated that while the Republian government welcomed international investors, the government was aware that many airport operators globally have put profits before people's welfare, and for that reason, the government wants to proceed one step at a time. In that sense, how successful the Niibata Airport concession will be will play a direct role in determining which, if any, other airports may be opened up to private investors. Finally, Minister Townsend said that one of the conditions for concession agreement for Niibata Airport must be strict compliance with all applicable laws and regulations of Republia at all times, including new regulations adopted during the life of the Concession Agreement.

Mr Chan then stated that AeroSonic perfectly understands Republia's concerns with respect to inviting international airport operators into their country and that he was sure that the cooperation between AeroSonic and the Republican government would be mutually beneficial. Mr Chan then invoked AeroSonic's strong interest in being granted the concession for Kaway International Airport on similar terms as Niibata Airport in the future.

Mr Haneda confirmed that AeroSonic's interest in Kaway Airport would of course be considered and they would be invited to bid on the Kaway Airport concession. Mr Haneda indicated that AeroSonic's proven track-record with Niibata Airport would be an obvious factor to take into account when assessing the bids for future airport concessions. [...]