



COMPANY PROFILE



Tirana International Airport
Nënë Tereza

TIA MISSION



The mission of Tirana International Airport SHPK (TIA) is to provide Albania with a prestigious international aviation facility offering efficient, safe and first-class service for passengers and airlines. For those visiting the country by air, the first and last impressions will be its capital's well managed airport.

GRANT OF CONCESSION

Under the Concession Agreement signed on 15 October 2004 Tirana International Airport (TIA) holds the right to manage operate and develop Tirana International Airport Nënë Tereza for a period of twenty years.

The Concession started on 23 April 2005. During the Concession, all international flights to and from Albania will be operated through Tirana International Airport.



SHAREHOLDERS

Tirana International Airport has been operated since April 2005 by the private company Tirana International Airport SHPK whose shareholders are:

AviAlliance (formerly HOCHTIEF AirPort) (47%) bundles the airport activities and is one of the world's leading industrial airport investors.

Deutsche Investitions- und Entwicklungsgesellschaft, (31.7%) a member of KfW Banking Group is specialized in the financing of corporate infrastructure investments in Europe.

The **Albanian-American Enterprise Fund** (21.3%) was founded by the US government with the aim of supporting the development of the private sector in Albania.

MILESTONES OF THE PRIVATIZATION PROCESS



- | | |
|--------------------------|---|
| 15 January 2004 | Declaration of the HTA-Consortium as preferred bidder |
| 15 October 2004 | Signing of the Concession Agreement |
| 23 April 2005 | Commencement Date |
| 06 May 2005 | Ground-breaking for the New Passenger Terminal |
| 15 March 2007 | Inauguration of new access road |
| 21 March 2007 | Opening of the New Terminal |
| 01 October 2007 | Trigger Date for initiating Phase B |
| 25 July 2008 | Ground Breaking Ceremony for the start of Phase B |
| 09 September 2009 | Opening of Phase B |

MODERNIZATION AND EXPANSION CONCEPT



Projects implemented from 2005 to 2010:

- Construction of a new passenger terminal
- Construction of a new air cargo terminal
- Renovation and construction of the airport infrastructure
- New seven-kilometer access road and construction of a new bridge over the existing road
- New car parking area
- New perimeter road
- Waste-water treatment plant
- Terminal extension to allow min. 1.8 million passengers
- Airside equipment and upgrade of fire station building
- Apron extension

NEW DEVELOPMENTS

Since the grant of concession of the only airport of Albania, this important hub of transport has seen huge growth and development.

- Under TIA management all the **security and safety** standards are met according to EU regulations.
- TIA set standards in relation to **environmental management** raising awareness amongst staff and in the neighborhood: noise/pollutant measurements, waste disposal/recycling, sewage treatment,
- An active **airline marketing** policy has been applied. TIA has adopted a policy of incentives for airlines to launch new routes to and from Tirana and to increase the number of destinations and frequency of flights.



CURRENT AIRLINES AND DESTINATIONS

(14)

Adria Airways
Alitalia
Air One
Austrian Airlines
British Airways

Blu Panorama
JetAir Fly
Lufthansa
Livingston
Olympic Airlines

Meridiana
Pegasus Airline
Small Planet Airlines
Turkish Airlines

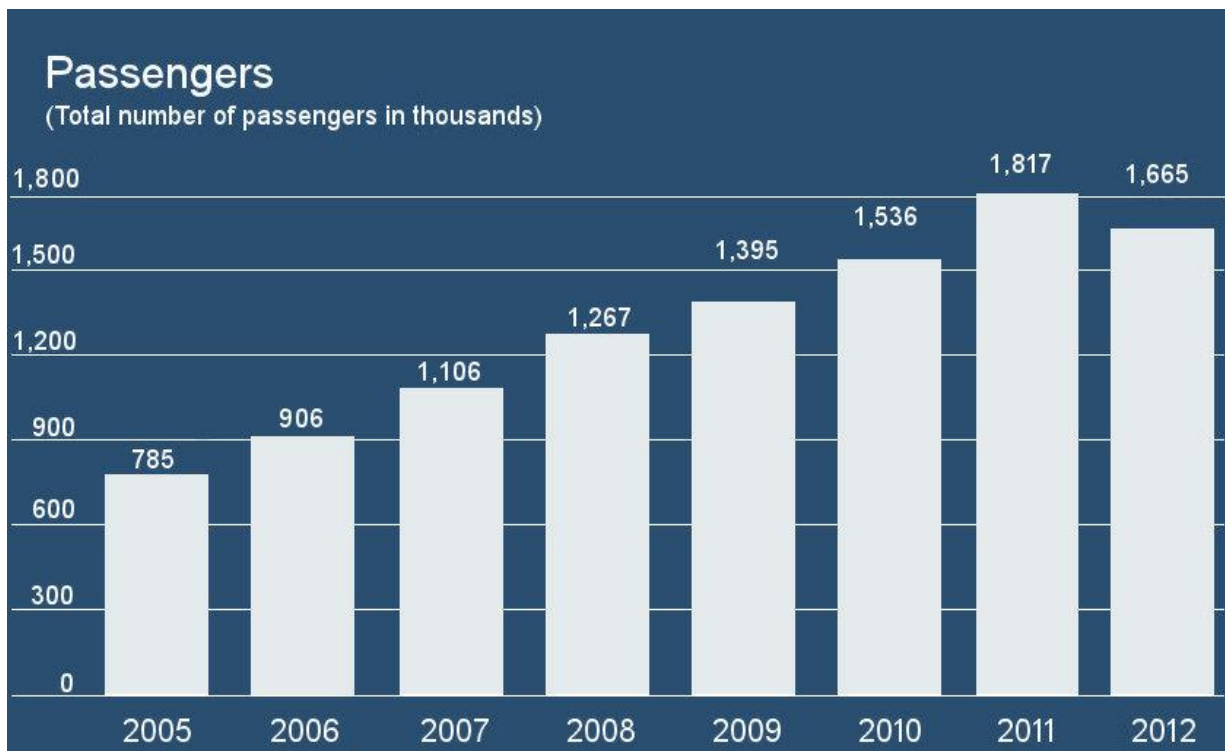
Destinations (18)

Athens
Bari
Bergamo
Brussels
Bologna
Genoa

Istanbul
Ljubljana
London
Milan
Munich
Napoli

Pisa
Rome
Turin
Verona
Venice
Vienna

FACTS AND FIGURES



FACTS AND FIGURES

10

Traffic data	2006	2007	2008	2009	2010	2011	2012
Passengers	906,103	1,105,770	1,267,041	1,394,688	1,536,822	1,817,073	1,665,331
Passenger growth	15%	22%	15%	10.1%	10.2%	18.2%	-8.4%
Aircraft movements	15,856	18,258	19,194	20,064	20,768	22,988	20,528
Cargo	2.435 tons	3.832 tons	2.497 tons	2.265 tons	2.355 tons	2.656 tons	1.875 tons
Financial	2006	2007	2008	2009	2010	2011	2012
Turnover EUR (million)	19.6	23.8	26.3	28.9	30	33.9	32



Employees data 2012

- Airport company personnel: approx. 275
- Personnel of companies at the airport: approx. 700
- Total number of employees: approx. 975

Actual staff - overview:

- Besides one executive, all positions are held by Albanian citizens
- Approx. 150 employees were taken over at the Commencement Date
- 36% of TIA's staff are from neighboring municipalities
- 67% of TIA's staff are male, 33% are female
- Fluctuation at TIA is very low



TECHNICAL DATA

12

Built	1957
Latest upgrade of the runway	2002
Location	17 kilometers NW of Tirana
IATA airport code	TIA
ICAO airport code	LATI
Runway length	2,750 meters
Runway width	45 meters
Runway orientation	176°/356' (18/36)
ICAO category (Lighting System)	I
ICAO fire and rescue coverage	VII
Geographical coordinates	41.414742 N, 19.720561 E

CONTACTS

Tirana International Airport SHPK

Tirana International Airport Nënë Tereza
Administration Building
Rinas, Tirana
Albania

Phone: 00355 4 2381 600

Fax: 00355 4 2381 545

info@tirana-airport.com

www.tirana-airport.com

Status: 16 December 2013