



PROJECT NAME:

**“CONCESSIONARIES FOR  
AERONAUTICAL AND NON-  
AERONAUTICAL SERVICES FOR  
THE FALEOLO INTERNATIONAL  
AIRPORT OF SAMOA”**



# PROJECT PHOTOS



# PROJECT DESCRIPTIONS

- FALEOLO INTERNATIONAL AIRPORT OF SAMOA BEING THE MAIN GATEWAY TO SAMOA
- NEW TERMINAL RECENTLY OPEN AT THE AIRPORT
- CURRENT PASSENGERS ARE ABOUT 300,000 PAX/YEAR.
- DIRECT CONNECTIONS TO FIJI, AUSTRALIA, NEW ZEALAND AND AMERICAN SAMOA
- LONG TERM CONTRACTS FOR THE OPERATION AND MAINTENANCE OF THE NEW TERMINAL AT FALEOLO

# PROJECT DESCRIPTIONS

- INTERESTED PARTIES TO CONDUCT EITHER AERONAUTICAL OR NON-AERONAUTICAL SERVICES TO IMPROVE ITS SERVICE DELIVERY AND COMPLIANCE WITH INTERNATIONAL AVIATION STANDARDS AND PRACTICES(REFER [WWW.MPE.WS](http://WWW.MPE.WS))
- AN CONSORTIUM TO BE ESTABLISHED TO LOOK AT FINANCING, OPERATING AND MAINTAINING THE FACILITIES
- HOW IT INTENDS TO FINANCE THE OPERATIONS (SUPPORT FROM GOVERNMENT )
- RISKS TO BE SHARED BETWEEN GOVERNMENT AND PRIVATE OPERATORS

# PRIVATE PARTNER - NONE

## PROJECT OVERVIEW

<b>Sector</b>	<b>Investment Sector</b>
<b>Total Investment</b>	<b>undecided at this point</b>
<b>Project Initiation</b>	<b>Project to be initiated once confirmed by Cabinet for approval.</b>
<b>Tenor</b>	<b>Est: Long Term Contractors - 10 to 20 years</b>
<b>Deliver Methods</b>	<b>PPP</b>
<b>Tendering Process</b>	<b>PPP procurement process. Preferably an open two stage process</b>
<b>Total Financing</b>	<b>Depends on Financial Structuring. Aim is to have little equity participation and higher Debt %. Undecided at this point</b>
<b>Funding</b>	<b>Mixed. Government, Private, also hopeful to have a Multi Donor</b>

# **ECONOMICS AND SOCIAL BENEFIT THE PROJECT**

- ECONOMIC BENEFIT – SAMOA IMPROVING ITS CHANCES AT IMPLEMENTING PPP.
- RISKS ARE TO BE SHARED AMONG BOTH PRIVATE SECTORS AND GOVERNMENT
- SOCIAL BENEFIT- IMPROVED INFRASTRUCTURE AND ECONOMIC RETURNS WHICH FURTHER IMPROVES INCOME AND SOCIAL STANDARDS.

A green header banner with a gradient from light to dark green. It features several realistic water droplets of various sizes, some with highlights and shadows, scattered across the top. The word "CHALLENGES" is written in a bold, black, sans-serif font, with a small white circle to its left.

# CHALLENGES

- TO BE DISCUSSED IN OUR NEXT SESSION

