

AEROPUERTO CABO SAN LUCAS AVIACION COMERCIAL CHARTERA

ANALISIS PROFORMA DE INGRESOS Y EGRESOS

PRIMER ESTIMADO A REVISION EN PESOS

VARIABLES DE ENTRONO

UNIDADES MENSUALES

	Año 1	Año 2	Año 3	Año 4	Año 5
Exchange Rate	\$10.80	\$10.80	\$10.80	\$10.80	\$10.80
Landings Operations	1,050	1,139	1,236	1,341	1,455
Platform Usage	2,100	2,279	2,472	2,682	2,910
Percentage of International Operations	70.00%	70.00%	70.00%	70.00%	70.00%
Number of Overnights	0	0	0	0	0
Pasengers, Total	157,500	170,888	185,413	201,173	218,273
Domestic Passengers	47,250	51,266	55,624	60,352	65,482
International Passengers	110,250	119,621	129,789	140,821	152,791
Cars parking	84,000	90,000	97,650	105,950	114,956
Overtime, percentage	0	0	0	0	0
AVGas, liters	0	0	0	0	0
JetA, liters	7,350,000	7,974,750	8,652,604	9,388,075	10,186,061
Non Aeronautical Income	20.00%	22.00%	24.20%	26.62%	29.28%

	Año 1	Año 2	Año 3	Año 4	Año 5
INCOMES					
LANDING DOMESTIC	\$703,588	\$429,269	\$465,757	\$505,347	\$548,301
LANDING INTERNATIONAL	\$1,005,862	\$2,360,526	\$2,561,171	\$2,778,870	\$3,015,074
PLATFORM DOMESTIC	\$480,412	\$293,106	\$318,020	\$345,052	\$374,381
PLATFORM INTERNATIONAL	\$546,971	\$1,283,616	\$1,392,723	\$1,511,105	\$1,639,548
OVERNIGHTS	\$0	\$0	\$0	\$0	\$0
Parking vehicles	\$1,080,000	\$1,350,000	\$1,464,750	\$1,589,254	\$1,724,340
PASSENGERS DOMESTIC	\$12,604,091	\$7,689,938	\$8,343,582	\$9,052,787	\$9,822,274
PASSENGERS INTERNATIONAL	\$10,707,331	\$25,127,640	\$27,263,489	\$29,580,886	\$32,095,261
OVERTIME SERVICE	\$0	\$0	\$0	\$0	\$0
PASENGERS INSPECTION DOMESTIC	\$245,360	\$149,697	\$162,422	\$176,228	\$191,207
PASENGERS INSPECTION INTERNACIONA	\$173,817	\$407,908	\$442,581	\$480,200	\$521,017
OPERATION INCOME	\$27,547,432	\$39,091,701	\$42,414,495	\$46,019,727	\$49,931,404
RAMP NET INCOME					
TUG SERVICE	\$1,800,000	\$2,278,500	\$2,472,173	\$2,682,307	\$2,910,303
CLEANING SERVICE	\$900,000	\$1,139,250	\$1,236,086	\$1,341,154	\$1,455,152
JETA	\$6,558,300	\$8,301,715	\$9,007,361	\$9,772,986	\$10,603,690
JETA OVERTIME	\$0	\$0	\$0	\$0	\$0
COMMUNICATIONS	\$180,000	\$227,850	\$247,217	\$268,231	\$291,030
RAMP INCOME (ONLY PROFIT)	\$9,438,300	\$11,947,315	\$12,962,837	\$14,064,678	\$15,260,175
NON AERONAUTICAL INCOME	\$5,765,088	\$11,228,583	\$13,401,314	\$15,994,469	\$19,089,398
INCOMES	\$42,750,820	\$62,267,599	\$68,778,646	\$76,078,873	\$84,280,977
ACUMULATED INCOME	\$105,018,419	\$173,797,065	\$249,875,938	\$334,156,915	

PAS

	Año 1	Año 2	Año 3	Año 4	Año 5
OPERATIVE EXPENSES					
SALARIES	\$1,660,500	\$1,660,500	\$1,760,130	\$1,936,143	\$2,129,757
ELECTRICITY	\$168,000	\$168,000	\$178,080	\$195,888	\$215,477
WATER	\$60,000	\$60,000	\$63,600	\$69,960	\$76,956
PHONE	\$48,000	\$48,000	\$50,880	\$55,968	\$61,565
COMMUNICATIONS	\$30,000	\$30,000	\$31,800	\$34,980	\$38,478
FUEL AND LUBRICANTS	\$48,000	\$48,000	\$50,880	\$55,968	\$61,565
MAINTENANCE	\$180,000	\$180,000	\$190,800	\$209,880	\$230,868
PUBLIC AREAS	\$120,000	\$120,000	\$127,200	\$139,920	\$153,912
OFFICE SUPPLIERS	\$48,000	\$48,000	\$50,880	\$55,968	\$61,565
CLEANING SUPPLIERS	\$90,000	\$90,000	\$95,400	\$104,940	\$115,434
MISCELANEUS	\$150,000	\$150,000	\$159,000	\$174,900	\$192,390
TOTAL OF OPERATIVE EXPENSES	\$2,602,500	\$2,602,500	\$2,758,650	\$3,034,515	\$3,337,967
ADMINISTRATION EXPENSES					
SALARIES	\$567,000	\$567,000	\$601,020	\$661,122	\$727,234
COMMUNICATIONS	\$36,000	\$36,000	\$38,160	\$41,976	\$46,174
PERMIT AND LICENSES	\$45,000	\$45,000	\$47,700	\$52,470	\$57,717
TRANSPORT	\$75,000	\$75,000	\$79,500	\$87,450	\$96,195
TOTAL ADMINISTRATION	\$723,000	\$723,000	\$766,380	\$843,018	\$927,320

	Año 1	Año 2	Año 3	Año 4	Año 5
FINANCIAL EXPENSES					
BANK COMMISSIONS	\$30,000	\$30,000	\$31,800	\$34,980	\$38,478
INTEREST PAYMENT	\$0	\$0	\$0	\$0	\$0
PRINCIPAL PAYMENT	\$0	\$0	\$0	\$0	\$0
IMPROVEMENTS	\$1,500,000	\$1,500,000	\$1,590,000	\$1,749,000	\$1,923,900
CONSULTANTS	\$750,000	\$750,000	\$795,000	\$874,500	\$961,950
TOTAL DE GASTOS FINANCIEROS	\$2,280,000	\$2,280,000	\$2,416,800	\$2,658,480	\$2,924,328
TOTAL OF EXPENSES	\$5,605,500	\$5,605,500	\$5,941,830	\$6,536,013	\$7,189,614
ACUMULATED EXPENSES	\$5,605,500	\$11,211,000	\$17,152,830	\$23,688,843	\$30,878,457
GROSS PROFIT	\$37,145,320	\$56,662,099	\$62,836,816	\$69,542,860	\$77,091,363
ACUMULATED PROFIT	\$37,145,320	\$93,807,419	\$156,644,235	\$226,187,095	\$303,278,458

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UNIDADES MENSUALES

	Año 6	Año 7	Año 8	Año 9	Año 10
Exchange Rate	\$10.80	\$10.80	\$10.80	\$10.80	\$10.80
Landings Operations	1,579	1,713	1,859	2,017	2,188
Platform Usage	3,158	3,426	3,717	4,033	4,376
Percentage of International Operation:	70.00%	70.00%	70.00%	70.00%	70.00%
Number of Overnights	0	0	0	0	0
Pasengers, Total	236,826	256,956	278,797	302,495	328,207
Domestic Passengers	71,048	77,087	83,639	90,749	98,462
International Passengers	165,778	179,869	195,158	211,747	229,745
Cars parking	124,727	135,329	146,832	159,313	172,854
Overtime, percentage	0	0	0	0	0
AVGas, liters	0	0	0	0	0
Jeta, liters	11,051,877	11,991,286	13,010,546	14,116,442	15,316,339
Non Aeronautical Income	32.21%	35.43%	38.97%	42.87%	47.16%

	Año 6	Año 7	Año 8	Año 9	Año 10
INCOMES					
LANDING DOMESTIC	\$594,907	\$645,474	\$700,339	\$759,868	\$824,457
LANDING INTERNATIONAL	\$3,271,355	\$3,549,421	\$3,851,121	\$4,178,467	\$4,533,636
PLATFORM DOMESTIC	\$406,204	\$440,731	\$478,193	\$518,840	\$562,941
PLATFORM INTERNATIONAL	\$1,778,910	\$1,930,117	\$2,094,177	\$2,272,182	\$2,465,318
OVERNIGHTS	\$0	\$0	\$0	\$0	\$0
Parking vehicles	\$1,870,909	\$2,029,937	\$2,202,481	\$2,389,692	\$2,592,816
PASSENGERS DOMESTIC	\$10,657,167	\$11,563,026	\$12,545,883	\$13,612,283	\$14,769,327
PASSENGERS INTERNATIONAL	\$34,823,358	\$37,783,344	\$40,994,928	\$44,479,497	\$48,260,254
OVERTIME SERVICE	\$0	\$0	\$0	\$0	\$0
PASENGERS INSPECTION DOMESTIC	\$207,460	\$225,094	\$244,227	\$264,986	\$287,510
PASENGERS INSPECTION INTERNATIONAL	\$565,303	\$613,354	\$665,489	\$722,056	\$783,431
OPERATION INCOME	\$54,175,573	\$58,780,497	\$63,776,839	\$69,197,871	\$75,079,690
RAMP NET INCOME					
TUG SERVICE	\$3,157,679	\$3,426,082	\$3,717,299	\$4,033,269	\$4,376,097
CLEANING SERVICE	\$1,578,840	\$1,713,041	\$1,858,649	\$2,016,635	\$2,188,048
JETA	\$11,505,004	\$12,482,929	\$13,543,978	\$14,695,216	\$15,944,309
JETA OVERTIME	\$0	\$0	\$0	\$0	\$0
COMMUNICATIONS	\$315,768	\$342,608	\$371,730	\$403,327	\$437,610
RAMP INCOME (ONLY PROFIT)	\$16,557,290	\$17,964,660	\$19,491,656	\$21,148,447	\$22,946,065
NON AERONAUTICAL INCOME	\$22,783,197	\$27,191,745	\$32,453,348	\$38,733,071	\$46,227,920
INCOMES	\$93,516,060	\$103,936,902	\$115,721,843	\$129,079,388	\$144,253,674
ACUMULATED INCOME	\$427,672,976	\$531,609,878	\$647,331,721	\$776,411,110	\$920,664,784

	Año 6	Año 7	Año 8	Año 9	Año 10
GASTOS OPERATIVOS					
Sueldos y Salarios	\$2,342,733	\$2,577,006	\$2,834,707	\$3,118,178	\$3,429,995
Energía Eléctrica	\$237,024	\$260,727	\$286,800	\$315,480	\$347,028
Agua Potable	\$84,652	\$93,117	\$102,428	\$112,671	\$123,938
Teléfono	\$67,721	\$74,493	\$81,943	\$90,137	\$99,151
Comunicaciones	\$42,326	\$46,558	\$51,214	\$56,336	\$61,969
Combustibles y Lubricantes	\$67,721	\$74,493	\$81,943	\$90,137	\$99,151
Mantenimiento	\$253,955	\$279,350	\$307,285	\$338,014	\$371,815
Áreas Públicas	\$169,303	\$186,234	\$204,857	\$225,343	\$247,877
Papelería y Útiles	\$67,721	\$74,493	\$81,943	\$90,137	\$99,151
Artículos de Limpieza	\$126,977	\$139,675	\$153,643	\$169,007	\$185,908
Diversos	\$211,629	\$232,792	\$256,071	\$281,678	\$309,846
TOTAL DE GASTOS OPERATIVOS	\$3,671,763	\$4,038,939	\$4,442,833	\$4,887,117	\$5,375,828
GASTOS DE ADMINISTRACION					
Sueldos y Salarios	\$799,958	\$879,953	\$967,949	\$1,064,744	\$1,171,218
Comunicaciones	\$50,791	\$55,870	\$61,457	\$67,603	\$74,363
Permisos y Licencias	\$63,489	\$69,838	\$76,821	\$84,503	\$92,954
Gastos de Transporte	\$105,815	\$116,396	\$128,036	\$140,839	\$154,923
TOTAL ADMINISTRACION	\$1,020,052	\$1,122,057	\$1,234,263	\$1,357,689	\$1,493,458

GASTOS FINANCIEROS									
Comisiones y Situaciones	\$42,326	\$46,558	\$51,214	\$56,336	\$61,969				
Pago de Intereses	\$0	\$0	\$0	\$0	\$0				
Abonos a Capital	\$0	\$0	\$0	\$0	\$0				
Inversiones	\$2,116,290	\$2,327,919	\$2,560,711	\$2,816,782	\$3,098,460				
Asesorías Diversas	\$1,058,145	\$1,163,960	\$1,280,355	\$1,408,391	\$1,549,230				
TOTAL DE GASTOS FINANCIEROS	\$3,216,761	\$3,538,437	\$3,892,281	\$4,281,509	\$4,709,659				
	Año 6	Año 7	Año 8	Año 9	Año 10				
TOTAL DE GASTOS	\$7,908,576	\$8,699,433	\$9,569,377	\$10,526,314	\$11,578,946				
GASTOS ACUMULADOS	\$38,787,033	\$47,486,466	\$57,055,843	\$67,582,157	\$79,161,103				
UTILIDAD BRUTA	\$85,607,485	\$95,237,469	\$106,152,467	\$118,553,074	\$132,674,729				
UTILIDAD BRUTA ACUMULADA	\$388,885,943	\$484,123,412	\$590,275,878	\$708,828,952	\$841,503,681				