

Investment Opportunities in Airport and Maritime Projects in Costa Rica





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¿who are we?

Founded in 2023, **Consortio Internacional Aero Marino (CIAM)** is the driving force behind progress and innovation in Costa Rica. We are more than a company; we are a catalyst for growth and a vision of a prosperous future.

We are CIAM

CIAM is the result of the collaboration of a group of visionary professionals dedicated to supporting the country's growth. Our team is comprised of a diverse group of highly qualified professionals in key areas:

- ✈ **Aeronautical Industry:** Rodolfo Valverde Fonseca and Jorge Valverde Nietzen are the owners of the Aeronautical Training Institute. They have over 30 years of experience training professionals for the airline industry. They offer more than 12 programs, including Cabin Crew, Professional Pilot, Flight Operations Technician, and Avionics Systems Technician, among other specialties. The institution focuses on preparing its students for the demands of the aeronautical industry, seeking to expand its programs and remain at the forefront of the sector.
- ✈ **Legal:** José Giraldo is a lawyer with a distinguished specialty in the field of aeronautical law. He leads a family-run law firm, which he founded with his father. The firm focuses exclusively on legal matters related to the aeronautical industry.
- ✈ **Community Leaders:** Manuel Escalante, Walter Escalante is an entrepreneur dedicated to education and child development in the province of Puntarenas. His work focuses on community social programs established by the National Network for Child Care and Development.
- ✈ **Economists:** Jonathan Medina is an entrepreneur and specialist in private and public accounting. Throughout his career, he has distinguished himself by providing financial advice to various associations. As the founder of his own firm, he focuses on accounting management to ensure transparency and proper management of his clients' resources.

This synergy of knowledge allows us to approach projects from a comprehensive perspective, ensuring their success and sustainability.

Our Purpose

Our fundamental purpose is to **innovate, develop, and promote transformative projects** that empower Costa Rica in multiple ways. We focus on:

- ✈ **Attracting Private Investment:** Create an ecosystem that attracts capital and generates new economic opportunities.
- ✈ **Sustainable Urban Development:** Design and build spaces that improve the quality of life and foster prosperous communities.
- ✈ **Global and Local Tourism Promotion:** Position Costa Rica as a world-class destination, celebrating both its international appeal and its hidden treasures.



- ✈ **Environmentally Responsible Culture:** Foster a collective awareness that protects and preserves our invaluable natural resources.

This multidimensional approach drives Costa Rica's growth both vertically and horizontally, generating more job opportunities, robust economic growth, and an even more attractive nation in every sense.

Our Vision, Mission and Values

- ✈ **Vision:** To create, innovate, and promote transcendental projects for the exponential growth of Costa Rica and the entire region.
- ✈ **Mission:** To be the driving force behind the country's sustainable development and profit, transforming challenges into opportunities.
- ✈ **Our Values:** Responsibility, Transparency, Loyalty, Honesty, and Punctuality are the foundation of everything we do. These principles guide each of our actions and decisions.

At CIAM, we are committed to a brighter future for Costa Rica.





Investment

- ✈ **Total Amount Required: USD \$79.9 million**
 - Airport Infrastructure: \$49.8 million (62%)
 - Housing Project: \$30.1 million (38%)
 - Preliminary Studies: \$300,000
- ✈ **• Type of Investment Sought:** Mixed (bank loan + venture capital / public-private joint venture)
- ✈ **• Primary Purpose:**
 - Position the airport as a regional logistics, medical, and tourism hub
 - Increase revenue from airport, commercial, and tourism services
 - Improve social conditions with planned relocation.

Market

Customer Profile:

- ✈ Domestic and international tourists
- ✈ Cargo and logistics operators
- ✈ Hospitals (medical transportation and emergencies)
- ✈ Aviation schools
- ✈ Tour operators and travel agencies

Market Size and Trends:

- ✈ Projected traffic: up to 200,000 passengers annually
- ✈ Expected growth: 5-7% annually
- ✈ High demand due to decongestion at major airports (SJO, LIR)



Business Model

Revenue From:

- ✚ • Landing and parking fees
- ✚ • Commercial concessions (terminal and adjacent spaces)
- ✚ • Logistics and aeronautical services (FBO, cargo, maintenance)
- ✚ • Vehicle parking and hangar rentals

Distribution Channels

- ✚ Partnerships with airlines, operators, and tour operators
- ✚ Direct sales and commercial operating licenses

Scalability:

- ✚ High. Replicable in other regional areas and extendable to international flights

Estimated Gross Margin:

- ✚ **Between** 40% and 55% per year 5

Proyección Resumida:

Year	Proj. Income	Opex Costs	Est.EBITDA	Est ROI
2026	\$1,200,000	\$700,000	\$500,000	0.63%
2027	\$2,000,000	\$1,100,000	\$900,000	1.13%
2028	\$3,500,000	\$1,600,000	\$1,900,000	2.38%
2029	\$5,000,000	\$2,000,000	\$3,000,000	3.75%



Key milestones

- ✈ **2025:** Technical studies, SETENA and DGAC permits, fundraising
- ✈ **2026-2027:** Construction of runway, terminal, and housing complex
- ✈ **2028:** Airport operations begin and family transfers begin
- ✈ **2029:** Full operation, airline partnerships, logistics services

Competitive Advantage

- ✈ Strategic location with land and sea access
- ✈ Project with social impact and environmental sustainability
- ✈ Solution to a problem of informal occupation
- ✈ Less congestion than major airports

Competitors and Comparison

Competitor	Strength	Weakness	Chacarita Cinoared
Quepos	Active Tourism	Short track	More Capacity And Logistics
Tambor	Hotel Access	Low Infraestructure	Better Master Plan
Liberia (LIR)	Internacional Infraestructure	High congestion and costs	Efficiency and flexibility
Pavas (Tobías Bolaños)	Aviation Schools	Saturation in GAM	Regional Expansion

Key Financial KPIs

- ✈ Estimated IRR: 9.5% - 11.2%
- ✈ Payback: 10-12 years
- ✈ Target EBITDA margin: 40-55%
- ✈ Break-even point: Year 7
- ✈ Indirect economic impact: +1.6x regional GDP



Entry and exit model for investors

Entry:

- ✚ Minimum investment amount: \$1M USD
- ✚ Participation in equity, leasing, or trust co-investment

Exit:

- ✚ • Sale to an international operator (VINCI, OMA, AERIS)
- ✚ • Securitization/green bonds
- ✚ • Public-private partnership for continued operation

Financial Summary and Estimated KPIs

Simplified projection (initial years):

Year	Revenue Per	Opex Costs	Est. EBITDA.	Est. ROI (%)	Jobs
2026	\$1,200,000	\$700,000	\$500,000	0.63%	300
2027	\$2,000,000	\$1,100,000	\$900,000	1.13%	1,200
2028	\$3,500,000	\$1,600,000	\$1,900,000	2.38%	1,500
2029	\$5,000,000	\$2,000,000	\$3,000,000	3.75%	1,800

Note: Based on revenue from fares, concessions, and logistics services. EBITDA margins are estimated at 35-60%.

Key Financial KPIs

- ✚ • Total investment: \$79.9 million
- ✚ • Estimated IRR (full project): ~9.5–11.2%
- ✚ • Payback period: ~10–12 years
- ✚ • Target EBITDA margin: 40–55% at year 5
- ✚ • Break-even point: year 7
- ✚ • Social Investment Multiplier (impact per USD): 1.6x regional GDP