

## FlexxPort Passenger Terminal

Turn-Key, Low Cost & Modular

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# Introduction

FlexxPort is a project-specific collaboration of three airport and temporary structure specialists companies, Lynxs, Proteus and AirLogistix to provide TURN-KEY, temporary international and/or domestic passenger terminals capable of handling millions of passengers per year. Our FlexxPort terminal can be built quicker than conventional structures, compares favorably in price, and is much more attractive and practical than other types of structures not designed for airport terminal usage.

**The partners of FlexxPort have tremendous relevant experience to this project.**

**The team combines expertise from:**

- ✓ South America
- ✓ North America
- ✓ Europe



# Introduction (continued)

The partners' project experience includes facilities at airports such as Heathrow, Schiphol, Houston, and Bogota as well as the recent Olympics in London.

All of this is housed in our exclusive **DELTA VISTA** structure design which provides **wonderful light, ample flow-through and comfortable settings** for all activities within the building. Passengers may never realize they are travelling through an "temporary" structure as we aim to provide the same passenger experience as with a more conventional structure.

Our designs are:

**EXPANDABLE, FLEXIBLE, LOW COST, ENVIRONMENTALLY, SUSTAINABLE, FAST, EASY TO CONSTRUCT, and most importantly TURN-KEY.**



# Experienced Airport Professionals

## Specifically for Proteus/ De Boer products on Airport:

- Baggage Handling facility for KLM, Schiphol Airport
- Luggage Hall, Doha
- Temporary Terminal for Olympic Athletes, London Heathrow Airport
- Luggage Handling Facility, Cardiff International Airport, UK



## On Airport Development:

- Development of a \$115 million air cargo village in Bogota, Colombia
- Cargo Facility and Hangar in Alaska, USA
- \$50 million Air Cargo facility in Riverside, CA, USA
- Stockholm, Goteborg, Malmo, Sweden facility on airport

## Project design, construction, installation:

- José Maria Cordova International Airport MDE Cargo City
- Eldorado International Airport - BOG CargoPort (Various projects in various terminals and areas)
- Perishables Cargo Center IAH





## The Concept

# The Concept

*To create fast, flexible, turn-key airport terminals at a low cost, with the capability to expand with growing population.*

*Each terminal is driven by the need to maximize commercial revenue and can be delivered on an on-demand basis.*



# The Design

- **Expansion** – The standardized, modular design allows for expansion as traffic volume increases
- **Flexibility** – Internal clear span space features the open-air concept
- **Low cost** – Simple design and efficient operations
- **Efficient** – Solar panels, natural light, natural ventilation & recyclable materials
- **Fast** – A standard, less complicated design reduces build time
- **Turn-key** – All necessary components are incorporated into the design



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# Interior – Holding Area



# Expansion Philosophy

- Back of house space can easily be converted into public space
- Simple check-in and arrivals baggage handling system can be extended as volume grows.
- All key processes can be independently increased without impact on the other processes.
- Centralized power plant allows ease of expansion and environmental benefits
- Car parks and landslide infrastructure can be extended as demand facilities
- Depth of facility allows easy movement of airside/ landside boundaries
- Total flexibility of internal space achieved through clear spans and moveable walls

# The Structure – Delta Vista

- 65m X 120m with 8m internal height with 5m overhang on each side
- Column-free spans of up to 30 meters
- Tensioned roof system is engineered to minimize wind disturbance
- Expandable in 5m X 5m modules
- Modular design makes for rapid assembly and dismantling.
- Bold, horizontal panoramic window panels offer a stylish, modern design.



# Pre-Engineered Units

- 8' x 20' pre-assembled modular units for retail stores, restaurants, offices and restrooms
- Individual units will be integrated together to divide space into specific areas
- All areas will be completely furnished with fixtures and furniture as needed
- Each unit can be painted and decorated as needed



# Food Court



# Energy Efficiency

- Technologies include:
  - Natural Light
  - Wind & Natural Ventilation
  - Façade design:
    - Glass to Solid ratio
  - Recycling Facilities
  - Local & recycled materials
  - Interior Plants & Landscape



# Speed, flexibility and affordability

- Usage of pre engineered and pre manufactured components
- Assembly time on site is weeks rather than years
- Modular expansion or reduction



# Key Facts

- Facility is easy to use and navigate
- Flows optimized to maximize dwell times and retail penetration
- Total flexibility in size and dimensions
- Lay-out, systems & build-out customizes to fit specific needs
- Modular design, capacity can be rapidly expanded
- Designed and built to meet all FAA and IATA standards and local building codes
- Can be developed to provide short (<1 year), medium (2-5 years), or long term (5+years) solutions
- Natural light and clean design make for a good customer experience
- Low cost solution and lease options



# Delta Structure Sample Photos



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## Interior Customization

# Proposed furniture



Examples of public and hold rooms seating, check-in counters and baggage conveyors



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# Additional Interior Technical Customization

- ✓ CCTV Solution
- ✓ Control system for Passenger traffic in the terminal
- ✓ X-Ray Equipment
- ✓ Fire Detection and Suppression System
- ✓ Communication Systems (FIDS, BIDS, CUTE, TV)
- ✓ Computer Equipment, Networking, and Cabling



Quality Assurance

# Quality Assurance

Our quality control measures begin in the early stages of our preparation process. A member of our Senior Management team accompanies our Chief Supply Chain Officer to preview each proposed solution to ensure that all site-specific variables are taken into consideration when planning the logistical aspects of our deployment. At our corporate staging facility, all of our structures' components are continually inspected to ensure their quality and safety. At the time of shipment, all components are crated and/ packed and loaded by our trained logistics personnel. Once on site, each building team has an on-site construction manager with experience in the particular structure being erected. This experience combined with the pre-planning performed by the Logistics Director ensures a smooth construction process as well as a smooth dismantling process.



# Quality Assurance

Our methodology to successfully manage and complete this project would run as follows:

**Post Contract Award:**

Detailed project planning begins with overlay team  
Necessary coordination with suppliers/ sub contractors takes place

**Follow Up Meeting(s):**

Discussion/ finalization of requirements and updates where necessary  
Scope of works updated as necessary

**Engineering:**

A detailed analysis is undertaken to ensure that all necessary engineering works are scheduled and achieved  
This includes all permit-related requirements

**Logistical Management:**

Detailed build and dismantle schedules are provided and arrangements for Transport, Labor etc. are confirmed

**Set up of Local Office & Team:**

Team dedicated to delivery project specifications

**Arrival on site:**

Construction manager to make contact with the relevant Tilke project manager to verify building locations

**Foundation:**

Depending on site condition, the supervisor will decide how best to level the area.  
The locations will be leveled/ under-structure provided where necessary

**Anchoring:**

The structures will be anchored according to the required codes/ site conditions

**Structures:**

The structures will arrive on site as de-assembled parts  
The site crew will assemble the structures depending on the requirements as specified.  
The subcontractors will connect the structures to any relevant services

**Handover:**

After building the structures, the construction manager will carry out a 'walk through' with the appropriate representative to ensure that everything is in accordance with the requested specification.  
A 'hand-over' certificate will be signed confirming work is complete.

Thank you

# Thank you...

For considering FlexxPort.

We offer:

- Turn-key, Hassle-free
- Speed to opening
- Experience
- Attractive architecture, inside and outside
- Safe choice
- Resale value at end of usage



## Appendix A Partners



## **Developer with Expertise in Area of Transportation Infrastructure**

- Austin, Texas based international real estate development firm specialized in airport real estate and transportation infrastructure assets
- Founded in 1994, Lynxs is privately owned and controlled yet maintains an ongoing strategic relationship with GE Capital Aviation Services .
- Well established in air cargo and airport infrastructure sector.

## **Proteus is premium provider of turn-key solutions in temporary, semi-permanent, long term facilities, and permanent steel construction.**



- Extensive experience in temporary accommodations
- Customize to fit each customer's specific needs
- Delivered on a turn-key basis, making our client's responsibilities as trouble-free as possible.
- Experienced project managers handle each step of the process from design to installation

## **We are committed to transform the aviation infrastructure in Latin America**



- Consolidates vast experience in regional and international airline and airport operations in Latin America.
- Selected by airports, cargo handlers, airlines, importers and exporters as strategic ally to develop and expand their business in the region.
- Managed by a team of highly experienced senior airline executives





## Appendix B Key Personnel

# Key Personnel

## **Raymond Brimble, Founder and CEO, Lynxs Group**

Mr. Brimble's business portfolio combines entrepreneurial, managerial, and academic accomplishments spanning a 35-year career, which began when he founded his first company at the age of 22.

## **Theo den Bieman - CEO, Proteus On-Demand Facilities**

CEO Proteus On-Demand Facilities, LLC, 2002/2003 -  
Managing Director of De Boer UK 2003/ 2004 /2005, returned to the USA 2005

## **Frederik Jacobsen, Senior Partner, AirLogistix**

Fred Jacobsen is co-founder and partner of AirLogistix, AirLogistix Cargo Center Bogota, and AirLogistix Cargo Center Houston. Fred combines over 22 years of professional business experience in commercial aviation.

## **Maurice Thorin, President, AirLogistix**

Maurice Thorin is President, co-founder and partner of AirLogistix, AirLogistix Cargo Center Bogota, and AirLogistix Cargo Center Houston.

## **Patrick Janssens, Proteus On-Demand Facilities**

Chief Supply Chain Office - with De Boer International since 1991 – transferred to USA June 2007. Responsible for the De Boer Group's Global Logistics Operations

## **Mark Slack, Proteus On-Demand Facilities**

Senior Site & Technical Manager - with De Boer UK since 1996 – transferred to USA February 2007. Projects worked on include Farnborough International Airshow, 2000, 2002, 2004 & 2006 and 2010 World Equestrian Games

## **Emma Slack, Proteus On-Demand Facilities**

Senior Project Manager - with De Boer UK since 2004 – transferred to USA February 2007. Projects worked on include Farnborough International Airshow 2006, Chelsea Flower Show 2005 & 2006, and 2010 World Equestrian Games

## **Jenny Ortiz, Vice President, Lynxs Group**

With over 20 years of experience managing new business development and projects, she brings excellent management experience and the ability to take a project from idea to completion.



## Appendix C Sample Projects

# Sample Projects



<b>Location</b>	Anchorage, Alaska
<b>Airport</b>	ANC
<b>Facilities</b>	c. 244,000 sq.ft.
<b>Airside Apron</b>	c. 1.4 million sq.ft.
<b>Anchor Tenants</b>	Northwest Airlines, DHL, UPS
<b>Investment Value</b>	\$40-45 Million
<b>Lynxs Role</b>	Development, Leasing & Property Management

**Alaska CargoPort & Alaska HangarPort**



<b>Location</b>	Riverside, California
<b>Airport</b>	RIV
<b>Facilities</b>	c. 540,000 sq.ft.
<b>Airside Apron</b>	c. 1.2 million sq.ft.
<b>Anchor Tenants</b>	DHL, Philips Electronics
<b>Investment Value</b>	\$50-55 million
<b>Lynxs Role</b>	Development, Leasing & Property Management

**DHL West Coast Hub**

# Sample Projects



<b>Location</b>	Stockholm, Goteborg, Malmo Sweden
<b>Airports</b>	ARN, GOT, MMX
<b>Facilities</b>	c. 1.2 million sq.ft.
<b>Airside Apron</b>	c. 2.0 million sq.ft.
<b>Anchor Tenants</b>	SAS Airlines, DHL, UPS, FedEx, TNT
<b>Investment Value</b>	\$135-145 Million
<b>Lynxs Role</b>	Investment, Development, Leasing & Asset Management

## Nordic Airport Properties



<b>Location</b>	Bogotá, Colombia
<b>Airport</b>	BOG
<b>Facilities</b>	c. 875,000 sq.ft.
<b>Airside Apron</b>	c. 2.2 million sq.ft.
<b>Anchor Tenants</b>	Swissport, Tampa Cargo, UPS, FedEx
<b>Investment Value</b>	\$115-125 million
<b>Lynxs Role</b>	Investment, Development, Leasing & Property Management

## Bogotá CargoPort



# Sample Projects

Our confidence in our ability to deliver the requested specification is based on over extensive experience in providing turnkey temporary structure solutions for semi-permanent and permanent structures on a global basis. In the events market, our Olympic experience, for instance, includes the Games in London, Vancouver, Torino, Salt Lake City, Lillehammer, Athens, Atlanta and Barcelona. As a result of this depth of experience, we have developed quality control measures, safety procedures and logistical capabilities that will allow us to deliver the highest quality facilities and service within the rigid timelines that always accompany high-profile sporting events.

With regard to this project specifically, De Boer products have been installed in Airport environments all over the world including:

- Baggage Handling facility for KLM, Schiphol Airport
- Luggage Hall, Doha
- Temporary Terminal for Olympic Athletes, London Heathrow Airport
- Luggage Handling Facility, Cardiff International Airport, UK



LONDON HEATHROW



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# Sample Project

## Eldorado International Airport - BOG CargoPort Conceptual Design Phase

- ✓ Performed market research and a competitiveness evaluation of the Bogota's air cargo operation
- ✓ Performed a study of actual requirements and presented recommendations to make modification to the Master Plan
- ✓ Participated in conceptual design based actual user needs that were compiled from Colombian industry
- ✓ Performed the analysis of space use and allocation of areas (warehouse, offices) in the terminal to maximize profitability
- ✓ Supported the final architectural design and construction phase of the cargo terminal
- ✓ Partnered with the following companies in this project:
  - Airis Holdings International
  - Landrum & Brown
  - Perez & Perez Architects & Planners
  - T.Y. Lin International
- ✓ Assisted international companies (Lynxs Group and Tribeca Asset Management) in project development, marketing, commercialization, and operational implementation

**AIRLOGISTIX™**



**FLEXXPORT™**

# Sample Project

## Eldorado International Airport - BOG CargoPort Project Implementation Phase

- ✓ Design, automation and installation of warehouse equipment for:
  - Desacol
  - Transaereo
  - Iberia
  - Taescol
  - Copa Colombia
  - Snider - Aviomar
  
- ✓ Design and construction of airport offices for passenger airlines:
  - Lufthansa
  - United (Continental) Airlines
  
- ✓ Conceptual & construction technical plans & designs of the ***Integrated Security System*** for BOG CargoPort
  
- ✓ Auditing of ***Integrated Security System*** implementation phase.

**AIRLOGISTIX™**



**FLEXXPORT™**

# Sample Project

**AIRLOGISTIX™**

## José Maria Cordova International Airport - MDE Cargo City Conceptual & Technical Designs

- ✓ Study of actual requirements and restatement of air cargo terminal master plan
- ✓ Conceptual design based on actual needs and compilation of suggestions/recommendations from the industry
- ✓ Construction technical plans & designs of the project



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# Sample Project

**AIRLOGISTIX™**

## Perishables Cargo Center IAH

State of the art Cargo Facility at Airport

- ✓ Strategic location at George Bush Intercontinental Airport
- ✓ Located next to US Federal Inspection Facility and Temperature Controlled Fumigation Facility located on airport property
- ✓ Direct air side access with more than 24 aircraft parking positions
- ✓ More than 10 truck parking positions on land side areas
- ✓ A total of 11 truck doors for export cargo deliveries
- ✓ A total of 11 truck doors for import cargo deliveries
- ✓ X-ray machines for cargo screening
- ✓ Pre-cooling areas for more than 30 skids
- ✓ Export Cargo warehouse with more than 2.300 m<sup>2</sup>
- ✓ Import Cargo warehouse with more than 2.300 m<sup>2</sup>
- ✓ Over 1.100 m<sup>2</sup> of refrigeration for import and export cargo



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## Appendix D Partner Backgrounds

# Introduction to Lynxs



## Developer with Expertise in Area of Transportation Infrastructure

- Austin, Texas based international real estate development firm specialized in airport real estate and transportation infrastructure assets
- Founded in 1994, Lynxs is privately owned and controlled yet maintains an ongoing strategic relationship with GE Capital Aviation Services .
- Well established in air cargo and airport infrastructure sector.

## Full Service Real Estate Firm

Development  
Investment  
Construction & Project Management  
Consulting  
Leasing  
Property Management  
Asset Management

## Growing Portfolio

North America: 1.5+ million sq. ft., 9 properties  
Latin America: 900k sq. ft.  
Europe: 1+ million sq. ft. (NAP)

## Strategic Focus

New development  
Redevelopment & Rehab opportunities  
Acquisitions

# Development Expertise



- Lynxs has the expertise, capital resources, and flexibility to develop most airport-related real estate projects at airports around the world. We have successfully completed multi-tenant facilities, build-to-suits, master-planned airport projects, redevelopments, and development and public-private partnerships. We have worked with and for airport authorities, airport owners, airlines, and other end users of airport-related real estate around the world.
- We are accustomed to navigating the restrictive and highly regulated environments of airports and seaports while observing the nuances of particular countries and their cultures. We work with the world's leading architects, engineering firms, law firms, and other complementary trades to realize our projects. However, we never work in a vacuum, as real estate development always remains a highly local endeavor no matter how specialized the project is.
- Our modus operandi centers on collaboration and cooperation with all essential stakeholders, execution excellence, and distilling the many details of a development project into the key criteria for success.
- Understanding the needs and wants of our customers is the cornerstone of our development process. We value input from end users, and design and develop to suit their specific operating requirements. We find little allure in building for the sake of appeal. Our projects are highly functional and value-engineered, with enduring value for our customers and investors alike being our primary object.

# Introduction - Proteus On-Demand Facilities, LLC

## About us:



Headquartered in Atlanta, GA, USA, Proteus is premium provider of turn-key solutions in temporary, semi-permanent, long term facilities, and permanent steel construction.

Proteus On-Demand Facilities originated from De Boer, the European market leader in temporary accommodations and business solutions. When the Olympics came to Atlanta, GA in 1996, this event marked the entrance of De Boer into the United States market. It became apparent that De Boer would benefit from maintaining a US presence, thus De Boer USA was established and became the exclusive American provider of De Boer products and services. In 2004, the company saw a demand for more long term and permanent construction and began adding additional products and services. Proteus On-Demand Facilities, LLC, was established as an independent and 100% US owned company as a result of this revelation. Proteus is the only US based provider with significant global capabilities.



Schiphol Airport

Our Company has extensive experience in temporary accommodations which can be customized to fit each customer's specific needs. Every project we undertake is delivered on a turn-key basis, making our client's responsibilities as trouble-free as possible. Proteus' experienced project managers handle each step of the process from design to installation, taking a lead role in the integration of multiple vendors and ensuring our clients are comfortable throughout the process.

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# Financial Capability

With regard to Project Management

Proteus On-Demand will coordinate selection, contribution, schedule and subcontractors and partners. We value our sub-contractors as peers in the industry and have prior experience with them all. We have selected sub-contractors that are strong players in their respective markets both in business model and in the quality of their organizations with regard to sound financial principles. We do not believe that any of our partners are under financial duress and consider them all experienced professionals who will manage their organizations well for the coming years. Our banking group is The Bank of North Georgia which is an affiliate of the Synovus Group out of Columbus, GA which trades on the NYSE as SNV. We believe that the BNG as well as others will continue to support our business as we continue to add well contracted business.



Cardiff International Airport



Schiphol Airport

# Introduction - AirLogistix



AirLogistix is a young company that consolidates vast experience in regional and international airline and airport operations in Latin America. AirLogistix has been selected by airports, cargo handlers, airlines, importers and exporters as strategic ally to develop and expand their business in the region.

AirLogistix is owned and managed by a team of highly experienced senior airline executives, and staffed by a dynamic group of airfreight professionals boasting a wealth of local and international knowledge.





Appendix E  
Who to Contact

# Who to Contact

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