

ANNUAL REPORT 2007  
AÉROPORT DE QUÉBEC INC.  
**PASSENGER FIRST**





QUÉBEC CITY JEAN LESAGE INTERNATIONAL AIRPORT  
**DESTINATIONS**





**QUÉBEC**

- SCHEFFERVILLE
- WABUSH
- GASPÉ
- ILES-DE-LA-MADELEINE
- MONTREAL
- OTTAWA
- TORONTO
- TORONTO CITY CENTER
- HALIFAX
- CHICAGO
- DETROIT
- CLEVELAND
- NEW YORK
- ORLANDO
- FORT LAUDERDALE
- CAYO LARGO
- SANTA CLARA
- VARADERO
- CAYO COCO
- HOLGUIN
- MONTEGO BAY
- PUERTO PLATA
- PUNTA CANA
- LA ROMANA

- PARIS ORLY
- PARIS CHARLES-DE-GAULE

- DESTINATIONS 2007
- NEW DESTINATIONS 2008

AÉROPORT DE QUÉBEC INC.  
**EXECUTIVE MESSAGE**



It must be said—the direction we took over a year ago gave rise to a highly positive dynamic that has since generated substantial spinoffs for the Airport and the region. Looking back at 2007, we observe a significant and steady increase in activities and results that in many ways reflects our vision, “Passenger first.”

This growth also attests to our airport’s appeal and our power to create value by increasing passenger traffic, even though the extensive construction work underway restricts our ability to offer the full range of facilities and services that will be available when the new air terminal opens. In 2007, we made every effort to increase the capacity and efficiency of the temporary facilities, among other things by putting in place state-of-the-art systems and tools, improving the quality of our services, and acquiring the resources needed to invest in our infrastructures.

When the new air terminal opens in the very near future, everything will be in place to provide passengers with a pleasant, efficient, and safe airport experience.

#### Results that speak volumes

Aéroport de Québec continued a seventh consecutive year of expansion. Year-end results indicate that 2007 was marked by exceptional increase in traffic, which reached over 877,000 passengers—up 12% from 2006. Growth was particularly strong for the transborder and international sectors, which saw increases of 17% and 27%, respectively, over last year. These highly significant achievements promote Québec City’s international accessibility and visibility.

Aéroport de Québec’s mission is to provide efficient, safe, and high quality airport services while ensuring the corporation’s viability. One key to achieving this goal is maintaining a sound financial position. In this respect, we achieved conclusive results, with an excess of revenues over expenses of \$8,678,022, compared to \$8,087,393 in 2006. These results largely reflect the growth in traffic with nearly 100,000 additional passengers, as well as the dynamic and strategic approach that has led to Aéroport de Québec’s stellar balance sheet. Our organization’s sound financial situation has helped spur major investments, particularly with respect to the air terminal modernization project.

This combination of careful management and financial performance provides consistency as we pursue our objectives with a view to ensuring the steady growth of our organization and services. We also aim for continuous improvement in fulfilling our responsibilities, particularly by putting in place inhouse procedures to ensure regulatory enforcement and compliance and monitor the effectiveness of steps taken in response to risks that could affect our financial, environmental, and social position.

Lastly, our positive results reflect the tremendous potential of Aéroport de Québec and speak volumes about our commitment and determination to provide passengers with an experience that meets their highest expectations.

#### Outlook for the future

According to the experts, projected worldwide economic growth for the next twenty years will drive increased demand for air travel, as will market liberalization (Open Skies Agreement), particularly with the European Union. Air transport will bring friends, families, and business partners together while helping to close the gap between cultures around the world. In this regard, air transport is a key factor that provides a unique and flexible alternative to promote socioeconomic development.

The strategic development of societies is largely based on their proximity to a multitude of markets. That is why we stand to benefit from opening our doors wide. For Québec City, the Airport is a key tool for developing and enhancing economic prosperity. For our economy to continue growing, for our businesses to develop and remain competitive, we must improve our infrastructures, bring in new carriers, and add connections. Air terminal modernization, which will enable us to enhance the services available and welcome more visitors, is clearly vital to the future economic health and development of our region.

Aéroport de Québec is also a formidable gateway to a region known for its beauty and quality of life, and which attracts more visitors each year, as reflected in the increase in passenger traffic.

Already, at the time of writing, we are well on the way toward an outstanding year 2008 with respect to air service development. Improving the services available, particularly by adding new destinations and carriers, will lead to increased competition on the markets and promote more competitive rates. While this will benefit passengers, it will also further increase traffic and ensure the Airport’s continued vitality.

The coming years will test the strategies, expertise, and know-how we have developed in recent years, but we are ready to tackle the challenges with conviction, confidence, and enthusiasm.

We also boast a team of professionals committed to reaching our goals. Thanks to their energy and remarkable devotion, we are able to continue developing our facilities and services for the future, thereby supporting the region’s economy.

Each year, we depend on the cooperation of many partners to reach our goals. In this regard, we would like to acknowledge the crucial contribution of our board of directors, which has provided the support and expertise needed to achieve our objectives. Certain directors left us during the year, and we would like to thank them for helping to move

our organization and our projects forward. They are Michel Boulianne, Stéphane Desmeules, Michel Després, and Suzanne Delisle. These former directors helped shape the organization we are today, and have contributed to our success of recent years.

Thanks to a forward-looking vision, the Aéroport de Québec board of directors and employees form a team resolutely committed to innovation, performance, and excellence.

We are just months away from finalizing the air terminal modernization project. This major project was the fundamental and necessary step in a vision that will carry us well beyond 2008, allowing us to move ahead and aim high.

Just like our vision in which the passenger comes first, Aéroport de Québec must be first on the list for all your air travel needs. By making the airport your first choice, you contribute to the positive synergy driving the ongoing improvement of services and ultimately the growth of an entire region. In June 2008, we enthusiastically invite you to celebrate the culmination of the exciting project that will serve as a springboard for the development of a world-renowned city.

Passenger first is our commitment to excel and create a world of comfort and efficiency!



Mr. Gaëtan Gagné  
*Chairman of the Board*



Mr. Pascal Bélanger  
*President and Chief Operating Officer*

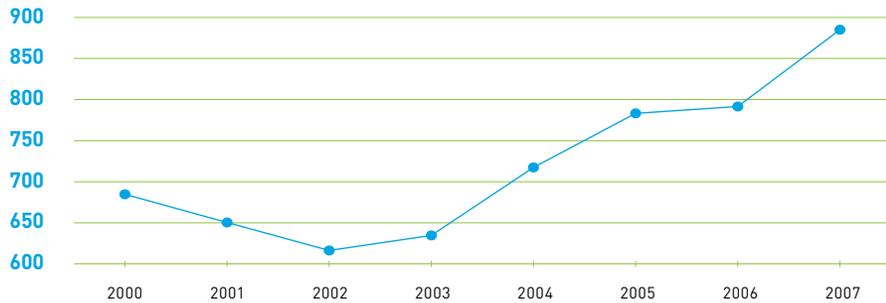




**HIGHLIGHTS**  
**PASSENGER FIRST**  
**RESULTS THAT SPEAK VOLUMES!**

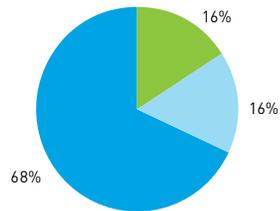
For Aéroport de Québec there is no doubt that putting the Passenger first has driven our success in 2007 and generated very positive results. Combined with our commitment to continually improving our services, this winning strategy has guided our daily operations and core decisions. It has also helped us attract new carriers and services in response to increasing demand, which in turn has led to a rise in traffic, reaching 877,274 passengers in 2007. This 12.5% increase from 2006 is a sign of our commitment to ensuring passenger satisfaction.

**PASSENGER TRAFFIC**  
**HISTORY (IN THOUSANDS)**



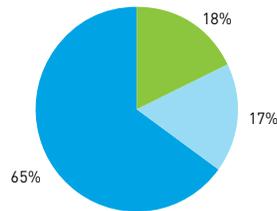
Growth was particularly strong for the transborder and international sectors, which saw increases of 17% and 27%, respectively, over last year.

**Passenger Traffic by Sector – 2006**



- Domestic
- International
- Transborder

**Passenger Traffic by Sector – 2007**



- Domestic
- International
- Transborder

Successful air service, infrastructure, and property development are inevitably linked to sound financial management. Our results clearly demonstrate our strong management skills and ability to support our strategies and future expansion plans.

	REVENUES	EXPENSES	SURPLUS
<b>2001</b>	9,748,997	8,655,749	1,093,248
<b>2002</b>	11,371,365	8,539,151	2,832,214
<b>2003</b>	12,666,168	9,726,437	2,939,731
<b>2004</b>	14,101,636	10,887,230	3,214,406
<b>2005</b>	16,481,467	10,497,956	5,983,511
<b>2006</b>	18,795,016	10,707,623	8,087,393
<b>2007</b>	21,656,773	12,978,751	8,678,022

## STRATEGIC PLANNING AND SECTORS

### STRATEGIC PLAN PASSENGER FIRST VISION!

In the spirit of our vision, Québec City Jean Lesage International Airport development is aimed at meeting the needs and expectations of passengers, while giving business leaders a lever to expand their reach far beyond our borders as they seek opportunities for international development and interaction.

Passenger satisfaction remains at the forefront of our strategy to ensure the development of air services and airport infrastructure. In 2007, Aéroport de Québec held an important strategic session to flesh out goals outlined in our 2005–2009 business plan. Every year we review objectives set for each department, while evaluating performance and ensuring these objectives remain appropriate.

Our accomplishments this past year are directly linked to the goals we set out to achieve.

Given our focus on customer service, our yearly passenger satisfaction surveys are an important tool for measuring our success. These surveys allow us to better understand the needs and expectations of travelers through questions pertaining to their trip, their airport experience, information provided, and existing services. We also measure customer interest in services we plan to implement in the future. By expressing their concerns and expectations, passengers become partners in our achievements and help shape airport services.

### OUR VISION

- Offer an unrivalled airport experience by putting the Passenger first

### OUR STRATEGIC DIRECTIONS

- Provide efficient, safe, and high quality services
- Ensure the organization's viability and sustainability
- Contribute to the economic development of the Greater Québec City area

### OUR KEY OBJECTIVES

- Develop and improve air and airport services
- Develop and improve our airport infrastructure
- Develop airport lands

## ACHIEVEMENTS IN 2007

- Continued the air terminal modernization project in accordance with the budget, schedule, and program
- Launched new projects to improve IT tools
- Improved communications with our clients and partners and the media
- Promoted air and airport services
- Maintained sound resource management
- Operated efficient, safe, and environmentally responsible infrastructures and services
- Strengthened relationships with our employees

### AIR SERVICE DEVELOPMENT PASSENGER FIRST STRATEGY!

Globally, strong economic growth, market liberalizations, and emerging countries in Asia and Latin America are fueling increased passenger demand for air travel. Experts agree that this strong economic growth is driving above-trend traffic growth, while airlines adopt new business models, focus on efficiency improvements, and provide passengers with affordable, direct, and efficient air services.

This positive outlook for the air travel industry combined with our ongoing efforts to develop services that meet the needs of our passengers have led to a substantial increase in air services from Québec City. The Québec City Jean Lesage International Airport now provides over 35 weekly international charter flights, more than 50 daily nonstop flights to major North American hubs, as well as newly added services to Boston and Cleveland. These improvements in air service have driven passenger traffic to record levels, exceeding 877,000 in 2007—a sign of our commitment to meeting the needs and expectations of travelers to and from Québec City and eastern Québec, and of the airport's role as a driving force in the region's economy. Our accomplishments in 2007 include the following:

- Attracting and retaining a growing number of business and leisure travelers from Québec City and eastern Québec, as well as regions abroad
- Reclaiming our market share and stimulating demand
- Increasing enplaned/deplaned passenger traffic to a record level of 877,274, representing 97,686 more passengers than in 2006

COMMUNICATIONS  
PASSENGER FIRST  
ACTIVE LISTENING!

Promoting services offered at the Québec City Jean Lesage International Airport is critical in attracting passengers to use our facilities. To this end, we have improved the information provided to travelers by updating our communication tools, such as our website and blog. The more travelers we attract to the airport, the better we are able to demonstrate opportunities in our market, which can lead carriers to add services that meet demand. In turn, this creates a competitive market where passengers have everything to gain.

2008 has already yielded outstanding results, with the addition of four new carriers to the Airport's growing list. These achievements are important milestones as we strive to create a competitive market where fares are lower and services are more frequent and diverse.

Providing our customers with up-to-date, clear, and concise information aligns perfectly with our primary goal—passenger satisfaction. In addition, by continually seeking passenger input and encouraging ongoing dialogue, we make passengers our partners in reaching our goals.

As a large part of our clientele consists of business travelers, our communication strategies have targeted this key audience.

We also ensured ongoing communications with our partners and regional associations in order to spark growing interest in the terminal modernization project. For example, we held several construction site visits to increase passenger awareness. Among those who benefited from such visits were ministers Cannon and Couillard.

Our proactive communication initiatives also supported ongoing press relations and generated significant, positive media coverage that contributed to the visibility and even stronger positioning of the Airport in the region.

In order to revitalize the website and enhance its content, certain improvements were made. These include a section on the air terminal modernization project and a worksite photo gallery with weekly updates to keep visitors informed of our progress. A map of destinations was also designed to promote destinations available from Québec City, as well as connecting international flights.

In addition, we continued to carefully follow up on comments from our bloggers and promote ongoing dialogue with them.

PROPERTY DEVELOPMENT  
PASSENGER FIRST  
CREATING SYNERGY!

In 2007, Aéroport de Québec implemented a new property management policy and fee structure further to reviewing all lease agreements and potential development opportunities on the airport site. The goal was to establish a standardized policy for all properties, whether commercial or industrial, with respect to their physical potential as well as their economic and financial possibilities.

It took careful thought, expert analysis, and in-depth evaluation to come up with a comprehensive policy that reflected our sound management guidelines.

This important undertaking allowed us to establish preliminary strategies for the future expansion of Airport land. It also led to initial discussions with the City as we consider future land development plans.

Our ultimate goal is to ensure the responsible and complementary use of Airport property, while taking into consideration the needs of established and future businesses that further enhance economic activity on the site.

OPERATIONS  
PASSENGER FIRST  
A MATTER OF EFFICIENCY!

New resources joined the Airport team in 2007 to help management ensure the more efficient coordination of air and land side operations. A department was also created to place an ever-growing focus on customer experience.

In 2007, our existing and temporary facilities were put to the test in the midst of major construction work as traffic reached record levels of almost 100,000 more passengers than the previous year. Given the significant growth, we implemented temporary solutions to improve services and maintain our focus on meeting traveler needs and expectations.

With a constant focus on passenger satisfaction, we overcame these logistical challenges by

- Adjusting passenger and baggage screening processes in cooperation with various service providers
- Adding airside food and beverage services
- Improving signage
- Adding customer parking spaces
- Carefully coordinating operations during high traffic volume days such as seasonal charter flights to southern destinations, as well as “cruise days”

Aéroport de Québec also added a new loading bridge in order to make it easier for passengers to travel between the air terminal and aircraft. In a region that regularly experiences difficult weather conditions, this was an important acquisition that also ensures passengers can move about more safely.

ENVIRONMENT  
PASSENGER FIRST  
SOCIAL RESPONSIBILITY!

Aéroport de Québec is committed to fulfilling its environmental responsibilities. We ensure careful land management with the support of an Environment Committee and a Noise Management Committee, in accordance with our environmental management plan. In 2007, we took the following steps toward meeting our obligations:

- Improved environmental management, particularly with respect to glycol recovery and urea consumption
- Increased property inspections to ensure tenants meet regulations
- Increased recycling
- Coordinated cleanup of contaminated soil under the authority of Transport Canada
- Implemented the wildlife management plan

SECURITY, SAFETY, AND EMERGENCY MEASURES  
PASSENGER FIRST  
A PRIORITY!

Safety and security are a priority for Aéroport de Québec. We regularly monitor policies and procedures to ensure compliance with existing regulations and improve any processes under our own responsibility. Moreover, the Airport Security Committee monitors compliance and also provides advice on developing new airport security measures.

In 2007, Aéroport de Québec redefined the airport restricted area in order to ensure proper screening within the entire security perimeter. Security being of the utmost importance to us, Aéroport de Québec is proud to be the first Category II Airport to implement this full scale restricted area.

HUMAN RESOURCES  
PASSENGER FIRST  
TEAMWORK!

First and foremost, our people help us achieve our goals. To be successful in driving change, we have set forth a number of initiatives and continue to promote transparent, open communications with our employees. In 2007, our resources were used to the fullest, particularly to move the terminal project forward. We therefore focused our efforts on strengthening our relationships with our different teams. Through teamwork, expertise and a shared sense of pride, we worked together to deliver a new terminal that will provide passengers with a memorable airport experience.

Highly motivated employees in all areas—administration, property and project management, operations, maintenance, technical services, safety, and security—have met the challenges as a team and contributed every day to achieving our objectives and successfully completing the project.

Moreover, the success of our organization is linked to that of our employees. We therefore promote access to opportunities within our organization. In 2007, several of our employees took advantage of this policy by taking on new challenges. Aéroport de Québec also recruited a number of new candidates in order to help reach our corporate goals and finalize the various ongoing projects.

Together, with strong leadership, we have reached key milestones that have strengthened our relationships, improved productivity, and led to the delivery of quality services and quality work.



Sunwing

C-FTAE

BOEING 737-800

Shell

Flammable

## TERMINAL MODERNIZATION PROJECT



January 26th



February 2nd



February 27th



March 1st



March 5th



March 15th

### PASSENGER FIRST HISTORY IN THE MAKING!

Today, the air terminal modernization project is recognized throughout the community as a regional priority essential to positioning Québec as a modern, dynamic, and accessible city for visitors and investors alike. From the project's outset, our ultimate goal has been to put the Passenger first. This vision has guided each decision and recommendation made in order to ensure that passenger and baggage processing methods combine efficiency, flow, and user friendliness with state-of-the-art technology. The renovated terminal will provide comfortable facilities with theme areas to meet the needs of all types of passengers, as well as revamped concessions to improve service and quality. Passenger benefits will also include an intuitive, easy-flow layout with clear, effective signage.

The project was carefully managed to ensure that terminal construction was carried out in compliance with scheduling, costs, and programming. All aspects of the project were carefully evaluated in consultation with various experts able to recommend the best solutions for the desired outcome.



March 19th



March 28th



April 24th



May 11th



June 6th



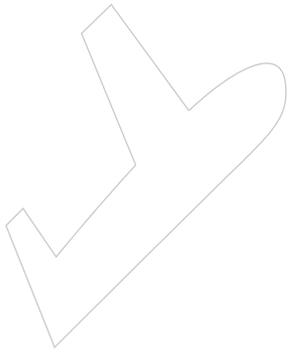
June 27th



Vois de  
Connecting fl  
adance

# Départs des vols

## Flight departures



July 4th



August 23rd



September 10th



September 14th

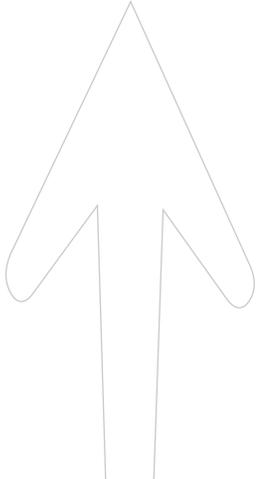


September 20th



September 26th





September 28th



October 19th



October 22nd



October 31st



November 10th

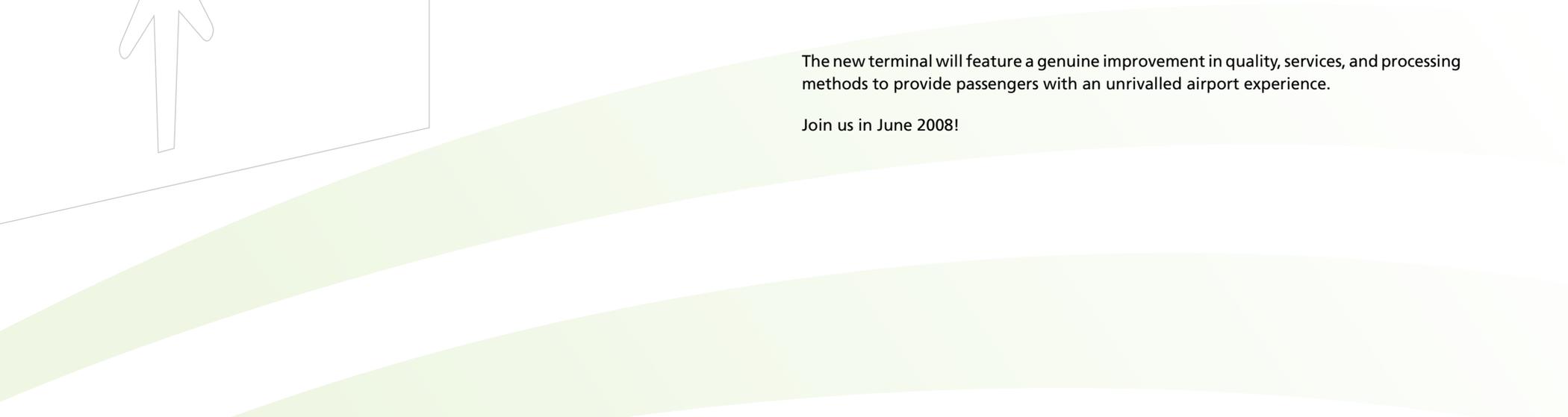


December 6th



The new terminal will feature a genuine improvement in quality, services, and processing methods to provide passengers with an unrivalled airport experience.

Join us in June 2008!



AÉROPORT DE QUÉBEC INC.

# FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE  
PASSENGER FIRST  
INVESTING IN THE FUTURE!

In 2007, Aéroport de Québec achieved even greater results than the previous year, ensuring a very positive financial position in direct alignment with our objectives.

As at December 31, 2007, the excess of revenues over expenses totaled \$8,678,022, compared to \$8,087,393 in 2006. In 2007, the Airport retroactively changed its method of recognizing airport improvement fees. This change resulted in an increase of \$5,391,929 in revenues. 2006 revenue was adjusted by \$4,207,702.

These results clearly demonstrate sound, proactive management skills. Enhanced air services have also led to a significant 12% rise in passenger traffic compared to 2006, as well as a 24% increase in revenue, including airport improvement fees.

**AUDITORS' REPORT**  
AND AUDITED FINANCIAL STATEMENTS

TO THE DIRECTORS OF  
AÉROPORT DE QUÉBEC INC.

We have audited the balance sheet of Aéroport de Québec Inc. as at December 31, 2007 and the statements of operations, changes in net assets and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Organization as at December 31, 2007 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

*Raymond Lalonde, Grant Thornton S.E.N.C.R.L.*

Chartered Accountants  
Québec  
February 8, 2008

Operations  
Year ended December 31, 2007

	2007	2006
<b>REVENUES</b>		
Landing and terminal fees	\$7,654,820	\$6,386,633
Airport improvement fees (Note 4)	6,619,629	4,949,291
Concessions and rentals	2,520,058	2,501,677
Parking	2,277,301	1,739,194
Recoveries	591,598	546,482
Safety and security	529,734	355,688
Interest	1,392,376	1,009,446
Other	14,542	19,065
	<b>21,600,058</b>	17,507,476
<b>EXPENSES</b>		
Salaries and benefits	4,270,586	4,052,585
Operating expenses	7,270,200	5,693,646
Amortization of property, plant and equipment	1,527,081	987,508
Amortization of deferred contributions relating to capital assets	(26,116)	(26,116)
	<b>12,978,751</b>	10,707,623
Excess of revenues over expenses before other revenue	<b>8,621,307</b>	6,799,853
Other revenue		
Gain on settlement of long-term debt		1,287,540
Gain on disposal of property, plant and equipment	56,715	
	<b>56,715</b>	1,287,540
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>8,678,022</b>	8,087,393

The accompanying notes are an integral part of the financial statements.

Changes in Net Assets  
Year ended December 31, 2007

				2007	2006
	Invested in property, plant and equipment	Internally restricted	Unrestricted	Total	Total
		(Note 17)			
Balance, as previously reported	\$2,163,028	\$8,484,246	\$4,757,600	\$15,404,874	\$11,525,183
Changes in accounting policies (Note 2)	17,356,510		(278,414)	17,078,096	12,870,394
Balance, beginning of year, as restated	19,519,538	8,484,246	4,479,186	32,482,970	24,395,577
Excess of revenues over expenses	(1,444,250)		10,122,272	8,678,022	8,087,393
Net investments in property, plant and equipment	(7,414,042)		7,414,042		
Balance, end of year	10,661,246	8,484,246	22,015,500	41,160,992	32,482,970

The accompanying notes are an integral part of the financial statements.

**Cash Flows**  
Year ended December 31, 2007

	2007	2006
<b>OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$8,678,022	\$8,087,393
Non-cash items		
Gain on settlement of long-term debt		(1,287,540)
Gain on disposal of property, plant and equipment	(56,715)	
Amortization of property, plant and equipment	1,527,081	987,508
Amortization of deferred contributions relating to capital assets	(26,116)	(26,116)
Accrued benefit asset	(50,500)	(76,200)
Changes in working capital items (Note 7)	(524,507)	382,967
Net cash generated	9,547,265	8,068,012
<b>INVESTING AND FINANCING ACTIVITIES</b>		
Term deposits	(70,866,837)	(8,025,895)
Receipt of term deposits	42,915,910	9,500,000
Receipt of note receivable	116,667	116,667
Property, plant and equipment	(32,218,947)	(8,527,367)
Disposal of property, plant and equipment	119,881	
Deferred contributions relating to capital assets	10,701,077	
Long-term debt	60,000,000	
Repayment of long-term debt	(500,000)	
Net cash generated (used)	10,267,751	(6,936,595)
<b>Net increase in cash</b>	<b>19,815,016</b>	<b>1,131,417</b>
Cash, beginning of year	1,443,629	312,212
Cash and savings account, end of year	21,258,645	1,443,629

The accompanying notes are an integral part of the financial statements.

**Balance Sheet**  
As at December 31, 2007

	2007	2006
<b>ASSETS</b>		
Current assets		
Cash	\$3,958,626	\$1,443,629
Savings account, at a variable rate	17,300,019	
Term deposits (Note 8)	30,319,770	800,000
Accounts receivable (Note 9)	4,075,173	2,220,397
Supplies in inventory, at cost	187,235	207,029
Prepaid expenses	133,963	191,340
	55,974,786	4,862,395
Term deposits (Note 8)	11,083,146	12,651,989
Note receivable (Note 10)	2,809,721	2,926,388
Grant receivable (Note 11)	13,500,000	
Property, plant and equipment (Note 12)	53,363,761	20,115,863
Accrued benefit asset (Note 18)	126,700	76,200
	136,858,114	40,632,835
<b>LIABILITIES</b>		
Current liabilities		
Accounts payable (Note 14)	9,787,700	7,031,314
Deferred revenues	114,407	109,987
Customer deposits	523,729	412,239
Instalments due within one year	1,000,000	
	11,425,836	7,553,540
Long-term debt (Note 15)	58,500,000	
Deferred contributions relating to capital assets (Note 16)	25,771,286	596,325
	95,697,122	8,149,865
<b>NET ASSETS</b>		
Invested in property, plant and equipment	10,661,246	2,163,028
Restricted under internal restrictions (Note 17)	8,484,246	8,484,246
Unrestricted	22,015,500	21,835,696
	41,160,992	32,482,970
	136,858,114	40,632,835

The accompanying notes are an integral part of the financial statements.

On behalf of the Board,



Director



Director

## 1 – GOVERNING STATUTES AND NATURE OF OPERATIONS

The Organization, incorporated under Part II of the *Canada Corporations Act*, manages the Jean-Lesage International Airport. Its mandate is to provide high-quality airport services which meet the community's specific needs while striving to ensure efficiency, viability and safety as well as the economic development of the Quebec metropolitan area. The Organization is exempted under the *Income Tax Act*.

## 2 – CHANGES IN ACCOUNTING POLICIES

On January 1, 2007, in accordance with the applicable transitional provisions, the Organization applied the recommendations of new Section 1506, "Accounting Changes", of the Canadian Institute of Chartered Accountants' Handbook. This new section, effective for the years beginning on or after January 1, 2007, prescribes the criteria for changing accounting policies, together with the accounting treatment and disclosure of changes in accounting policies, changes in accounting estimates and corrections of errors. Furthermore, the new standard requires the communication of the new primary sources of GAAP that are issued but not yet effective or not yet adopted by the Organization. The new standard has no impact on the Organization's financial results.

Furthermore, during the year, the Organization retroactively changed its method of recognizing airport improvement fees (AIF). This revenue, net of recovery costs, is used entirely to finance the construction and improvement of infrastructures and any other investment in property, plant and equipment serving airport passengers. This revenue is now recorded directly under earnings, instead of being deferred and amortized under earnings on the same basis as the fixed assets acquired using this revenue, in order to comply with the policy adopted by the industry sector. This change resulted in an increase in revenue of \$5,391,929 (\$4,207,702 in 2006) and an increase in net earnings of \$5,391,929 (\$4,207,702 in 2006). In addition, this change resulted in a decrease in liabilities of \$22,470,025 (\$17,078,096 in 2006) and an increase in net assets at the beginning of the year of \$17,078,096 (\$12,870,394 in 2006).

On January 1, 2007, the Organization adopted the new recommendations in Sections 3855, "Financial Instruments – Recognition and Measurement", and 3861, "Financial Instruments – Disclosure and Presentation", of the Canadian Institute of Chartered Accountants' Handbook.

Sections 3855 and 3861 deal with the recognition, measurement, presentation and disclosure of financial instruments and non-financial derivatives in the financial

statements. The transitional provisions of these sections require that the Organization remeasure the financial assets and liabilities as appropriate at the beginning of its fiscal year. Any adjustment of the previous carrying amount is recognized as an adjustment of the balance of net assets. The changes were retroactively adopted. In accordance with the transitional provisions of these sections, the financial statements of prior fiscal years of the Organization are not restated.

Adoption of these new recommendations resulted in the following impacts on the classification and measurement of the Organization's financial instruments:

The financial assets are classified in one of the following categories: instruments held for trading, available for sale, held to maturity or loans and receivables. The financial liabilities are classified in one of the following categories: instruments held for trading or other. Held-for-trading financial instruments are measured at their fair value and gains and losses are recognized in net earnings. Available-for-sale financial instruments are measured at their fair value and all unrealized gains and losses are recognized in other net assets. Held-to-maturity financial assets, loans and receivables and financial liabilities classified as other are measured at amortized cost using the effective interest method. The new standard enables entities to designate any financial instrument as held for trading upon initial recognition or adoption of this standard even if this financial instrument does not correspond to the definition of a held-for-trading financial instrument.

Upon acquisition, financial instruments should be recorded in the balance sheet at the fair value. The valuation during subsequent periods is determined by the category in which the financial instrument is initially classified.

The fair value of financial instruments is the amount at which this financial instrument could knowingly and willingly be negotiated between the parties involved.

The adoption of these new standards does not impact the opening balance of the net assets.

### Future Accounting Standard

The Accounting Standards Board of the Canadian Institute of Chartered Accountants published the following new sections: 3862, "Financial Instruments – Disclosures", and 3863, "Financial Instruments – Presentation". These new standards apply to fiscal years beginning on or after October 1, 2007. The new requirements only apply to disclosures and have no impact on the Organization's financial results.

Sections 3862, "Financial Instruments – Disclosures", and 3863, "Financial Instruments – Presentation" replace current Section 3861, "Financial Instruments – Disclosures and Presentation". Presentation standards have not been changed. Disclosure standards stipulate that additional information will be provided.

### 3 – ACCOUNTING POLICIES

#### Basis of presentation

The financial statements are prepared using the historical cost method, except for the revaluation of certain financial instruments. In this respect, consult accounting policy *Basis of measurement of financial assets and liabilities*.

#### Accounting estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts recorded in the financial statements and notes to financial statements. These estimates are based on management's best knowledge of current events and actions that the Organization may undertake in the future. Actual results may differ from those estimates.

#### Basis of measurement of financial assets and liabilities

##### *Initial measurement*

Upon initial recognition, all financial assets and liabilities are measured and recorded at their fair value.

##### *Subsequent measurement*

Subsequent to their initial recognition, the financial assets and liabilities are measured as follows:

Cash was classified as held-for-trading assets.

The term deposits, trade accounts receivable, accrued interest, note receivable and the grant receivable are classified as loans and receivables. Trade accounts receivable and the accrued interest are measured at amortized cost, which is generally the initially recognized amount, less any allowance for doubtful accounts. Term deposits, the note receivable and the grant receivable are recognized at cost.

##### *Financial liabilities*

The bank loan, accounts payable, customer deposits and the long-term debt are classified as other financial liabilities. They are initially measured at fair value. Subsequent measurements are recorded at amortized cost using the effective interest method.

#### Amortization

Property, plant and equipment are amortized over their estimated useful lives according to the straight-line method and the following periods:

	PERIODS
Buildings	25 years
Leasehold improvements	5 and 15 years
Machinery and equipment	5 years
Computer equipment	3 years
Automotive equipment	5 and 10 years
Furniture and fixtures	5 years

Current projects concerning the rebuilding of the airport terminal, once complete, will be amortized using the straight-line method of amortization according to the following periods:

	PERIODS
Buildings	40 years
Equipment – Airport terminal	5 and 15 years
Equipment – Baggage room	5, 10 and 15 years
Bridges	25 years
Computer equipment	5 years
Furniture	10 years
Sign	10 years
Landscaping	15 years

Deferred contributions relating to capital assets are amortized on the same basis as the related capital assets.

#### Revenue recognition

Revenue from aeronautic activities, consisting primarily of landing fees and general terminal charges, are earned primarily from air carriers and recognized according to the use of airport facilities.

Revenue from airport improvement fees are recognized when departing passengers board their aircraft.

Concession rent is recorded over the term of the leases and calculated as a percentage of concession sales, subject to minimum guaranteed rents.

Rent from office and land leases is recognized monthly based on the corresponding leases.

Parking revenue is recognized according to the use of the space.

Interest income is recognized when earned, based on the number of days the investment is held.

### Employee future benefits

The Organization accrues its obligations under employee benefit plans and the related costs, net of plan assets. The Organization has adopted the following policies:

The cost of pensions and other retirement benefits earned by employees is actuarially determined using the projected benefit method pro rated on service and management's best estimate of expected plan investment performance, salary escalation, retirement ages of employees and expected health care costs. For the purpose of calculating the expected return on plan assets, those assets are valued at fair value.

The excess of the net actuarial gain (loss) over 10% of the greater of the benefit obligation at the beginning of the year or 10% of the fair value of plan assets at the beginning of the year is amortized over the average remaining service period of active employees. The average remaining service period of the active employees covered by the pension plan is 8 years.

### 4 – AIRPORT IMPROVEMENT FEES

In 2001, the Organization implemented an airport improvement fee (AIF) program. These fees were collected by airline companies according to an agreement between the Organization, the Air Transport Association of Canada and airline companies. According to this agreement, AIF revenue can only be used to acquire eligible property, plant and equipment under the Organization's capital program.

Since their introduction, the cumulative capital expenses and amounts earned as part of the AIF are detailed as follows:

	2007	2006
<b>Expenses eligible under capital program:</b>		
Balance, beginning of year	20,268,867	\$7,521,845
Acquisitions during the year	34,430,157	12,747,022
Balance, end of year	54,699,024	20,268,867
<b>Airport improvement fees earned:</b>		
Balance, beginning of year	19,090,245	14,140,954
Earned during the year	6,619,629	4,949,291
Balance, end of year	25,709,874	19,090,245
<b>Excess of capital acquired over AIF earned</b>	<b>28,989,150</b>	<b>1,178,622</b>

### 5 – GRANTS

The Organization obtained \$38 million in grants to complete construction of the airport terminal. Of this amount, \$23 million is receivable on presentation of claims based on the percentage of completion; an amount of \$10,201,077 was received as at December 31, 2007. An amount of \$15 million is to repay class "B" bonds and \$500,000 was received as at December 31, 2007. The grants received and receivable are recorded under *Deferred contributions relating to capital assets*.

Under these grants, the Organization is required to respect the following conditions, failing which the agreements could be terminated:

- Carry out work listed in agreement;
- Remain owner of property for which it received a grant;
- Respect laws and decisions applicable to the project and the resulting activities.

## 6 – NET INVESTMENT INCOME

	2007	2006
Interest income		\$1,009,446
Assets held for trading	<b>\$73,849</b>	
Loans and receivables	<b>1,318,527</b>	
	<b>1,392,376</b>	1,009,446

## 7 – INFORMATION INCLUDED IN THE STATEMENT OF CASH FLOWS

The changes in working capital items are detailed as follows:

	2007	2006
Accounts receivable, excluding current portions of the note and grant receivable	<b>\$(854,776)</b>	\$(797,108)
Supplies in inventory	<b>19,794</b>	(41,362)
Prepaid expenses	<b>57,377</b>	(12,602)
Accounts payable, excluding accounts payable related to property, plant and equipment	<b>137,188</b>	1,065,910
Deferred revenues	<b>4,420</b>	(14,081)
Customer deposits	<b>111,490</b>	182,210
	<b>(524,507)</b>	382,967

## 8 – TERM DEPOSITS

	2007	2006
Current		
3.75% to 4.50%, maturing on different dates until September 2008	<b>\$12,366,837</b>	\$800,000
3.9%, maturing in June 2008, income at maturity will be used for expansion project	<b>17,952,933</b>	
	<b>30,319,770</b>	800,000
Long-term		
3.50% to 4.65%, maturing on different dates until May 2012	<b>11,083,146</b>	12,651,989
	<b>41,402,916</b>	13,451,989

## 9 – ACCOUNTS RECEIVABLE

	2007	2006
Trade accounts	<b>\$1,049,034</b>	\$1,236,527
Airport improvement fees	<b>388,995</b>	
Commodity taxes	<b>878,911</b>	529,858
Accrued interest	<b>565,660</b>	303,057
Current portion of note receivable	<b>116,667</b>	116,667
Current portion of grant receivable	<b>1,000,000</b>	
Other	<b>75,906</b>	34,288
	<b>4,075,173</b>	2,220,397

## 10 – NOTE RECEIVABLE

	2007	2006
Note receivable under an emphyteutic agreement, secured by a building, bearing interest at the rate of a 5-year residential mortgage loan, plus 5.25% (11.40%; 9.70% in 2006), receivable until January 2033 in monthly payments of \$9,722, followed by 333 monthly payments of \$1, maturing on October 30, 2060.	<b>\$2,926,388</b>	\$3,043,055
Current portion	<b>116,667</b>	116,667
	<b>2,809,721</b>	2,926,388

## 11 – GRANT RECEIVABLE

	2007	2006
Grant receivable, 4.77%, receivable by monthly instalments of \$250,000, until April 2022	<b>\$14,500,000</b>	
Current portion receivable	<b>1,000,000</b>	
	<b>13,500,000</b>	

## 12 – PROPERTY, PLANT AND EQUIPMENT

	2007		
	Cost	Accumulated amortization	Net
Buildings	\$671,440	\$83,443	\$587,997
Leasehold improvements	8,878,504	1,116,176	7,762,328
Machinery and equipment	3,575,393	1,383,459	2,191,934
Computer equipment	720,967	444,461	276,506
Automotive equipment	3,752,570	1,943,332	1,809,238
Furniture and fixtures	287,852	257,000	30,852
Projects in process – Airport terminal	33,336,051		33,336,051
Projects in process – Other	7,368,855		7,368,855
	<b>58,591,632</b>	<b>5,227,871</b>	<b>53,363,761</b>

	2006		
	Cost	Accumulated amortization	Net
Buildings	\$652,910	\$56,585	\$596,325
Leasehold improvements	6,531,652	569,896	5,961,756
Machinery and equipment	3,090,358	910,317	2,180,041
Computer equipment	473,417	322,945	150,472
Automotive equipment	3,304,714	1,732,653	1,572,061
Furniture and fixtures	286,424	242,969	43,455
Projects in process – Airport terminal	6,527,580		6,527,580
Projects in process – Other	3,084,173		3,084,173
	<b>23,951,228</b>	<b>3,835,365</b>	<b>20,115,863</b>

During the year, the Organization capitalized interest of \$574,181.

## 13 – BANK LOAN

The authorized bank loan in the amount of \$7,000,000 bears interest at prime rate (6.0%; 5.0% in 2006) and is renegotiable in 2008. As at December 31, 2007, the bank loan was unused. As at December 31, 2007, a letter of guarantee is issued for \$158,111. Under the credit agreement, the Organization is required to respect certain financial ratios. As at December 31, 2007, the ratios were respected.

## 14 – ACCOUNTS PAYABLE

	2007	2006
Trade accounts payable and accrued liabilities	\$2,408,788	\$2,249,756
Accounts payable related to property, plant and equipment	7,184,181	4,564,983
Salaries, vacation and employee benefits	194,731	216,575
	<b>9,787,700</b>	<b>7,031,314</b>

## 15 – LONG-TERM DEBT

	2007	2006
Series "A" bonds, 5.12%, interest payable quarterly starting in July 2007 and principal payable in quarterly instalments of \$562,500, starting in July 2009, maturing in April 2029	\$45,000,000	
Series "B" bonds, 4.77%, payable from the grant receivable in quarterly instalments of \$250,000 plus interest, maturing in April 2022	14,500,000	
	<b>59,500,000</b>	
Instalments due within one year	1,000,000	
	<b>58,500,000</b>	

Under the credit agreement, the Organization is subject to certain conditions. As at December 31, 2007, these conditions were respected.

The bonds are payable, at any time, in whole or in part.

The instalments on long-term debt for the next years are \$1,000,000 in 2008, \$2,125,000 in 2009 and \$3,250,000 in 2010, 2011 and 2012.

## 16 – DEFERRED CONTRIBUTIONS RELATING TO CAPITAL ASSETS

	2007		
	Cost	Accumulated amortization	Net
Project in process – Airport terminal	\$25,201,077		\$25,201,077
Buildings	652,910	\$82,701	570,209
	<b>25,853,987</b>	<b>82,701</b>	<b>25,771,286</b>

	2006		
	Cost	Accumulated amortization	Net
Buildings	\$652,910	\$56,585	\$596,325

## 17 – INTERNALLY RESTRICTED NET ASSETS

The internally restricted net assets were obtained with a Transports Canada grant of \$5,167,336 and a gain on disposal of fixed assets of \$3,316,910 in 2003.

## 18 – EMPLOYEE FUTURE BENEFITS

The Organization maintains a defined benefit pension plan for the employees who, upon the assumption of the airport management, were employed by the Government of Canada – Transport Canada, and a defined contribution pension plan for the employees who have been hired from that date. The employees who were employed by the Government of Canada may transfer to the Organization's pension plan the entitlements related to their last employer's plan.

The Organization's net benefit plan expense is as follows:

	2007	2006
Defined benefit plan	<b>\$178,328</b>	\$174,459
Defined contribution plan	<b>75,956</b>	49,014
	<b>254,284</b>	223,473

The actuarial value of accrued benefits was determined using the projected benefit method prorated on service and management's best estimate of the expected yield of plan investments, future salary levels, retirement ages of employees and the expected cost of health care. An actuarial valuation was made as of December 31, 2005 by Morneau Sobeco.

The defined benefit plan disclosure is detailed as follows:

	2007	2006
Fair value on plan assets	<b>\$4,359,500</b>	\$3,962,700
Accrued benefit obligations	<b>3,738,600</b>	3,362,900
Funded status – excess	<b>620,900</b>	599,800
Unamortized actuarial gains	<b>(494,200)</b>	(523,600)
Accrued benefit assets	<b>126,700</b>	76,200

The plan assets are composed of mutual fund investments.

The significant actuarial assumptions used by the Organization to measure its accrued benefit obligations are the following:

	2007	2006
Discount rate	<b>5.25 %</b>	5.0 %
Expected long-term rate of return on plan assets	<b>6.5</b>	6.5
Rate of compensation increase	<b>3.5</b>	3.5

The other information regarding the defined benefit plan is as follows:

	2007	2006
Employer contributions	<b>\$228,828</b>	\$250,659
Employee contributions	<b>61,150</b>	67,109
Benefits paid	<b>26,865</b>	12,969

## 19 – FAIR VALUE OF FINANCIAL INSTRUMENTS

The following methods and assumptions were used to determine the estimated fair value of each class of financial instruments.

### Short-term financial instruments

Cash, term deposits, accounts receivable and accounts payable are financial instruments whose fair value approximates their carrying amount given that they will mature shortly.

### Note receivable

The fair value of the note receivable is equivalent to the carrying amount given that it bears interest at a rate which varies according to the market rate.

### Grant receivable and long-term debt

The fair value of the grant receivable and long-term debt was determined by discounting the expected cash flows using market interest rates for similar debt security having the same term to maturity and approximates its carrying amount.

## 20 – COMMITMENTS

The Organization has leased airport facilities under a lease agreement with Transport Canada since November 1, 2000. The lease term is 60 years with a renewal option of 20 years. Under the lease agreement, the Organization is responsible for the management of the Jean Lesage International Airport, including the maintenance and renewal of assets in order for the airport system to be maintained in accordance with the standards applicable to a “major international airport”. A new rent formula became effective January 1, 2006 and provides for a transition period from 2006 to 2009 for which rent is determined according to set parameters. As of 2010, rent will be determined as an escalating percentage that varies according to different income levels. Based on management’s estimates, minimum lease payments for the next five years are \$801,668 in 2008, \$933,950 in 2009, \$1,044,982 in 2010, \$1,124,529 in 2011 and \$1,237,529 in 2012.

The Organization has also entered into long-term leases and service contracts expiring on various dates until September 2012, which call for payments totalling \$85,048. Minimum payments for the next five years are \$49,963 in 2008, \$19,568 in 2009, \$6,764 in 2010, \$5,644 in 2011 and \$3,109 in 2012.

28 ⇐ The Organization is currently carrying out major rebuilding of the airport terminal and other projects. As at December 31, 2007, the Organization has commitments relating to this work for a total of \$23,437,603.



**BOARD OF DIRECTORS**  
**PASSENGER FIRST**  
**SOCIO-ECONOMIC RESPONSIBILITY!**

In November 2000, Aéroport de Québec inc. assumed responsibility for the management, operation, development, and maintenance of Québec City Jean Lesage International Airport. As Aéroport de Québec is a nonprofit, nontrading corporation, any excess revenue is reinvested in airport infrastructures in order to improve services to travelers and air carriers.

The organization is governed by a 60 year emphyteutic land lease with a 20 year renewal option. Aéroport de Québec upholds all accountability and transparency principles in accordance with this lease, as well as its own general bylaw. The appointing authorities are as follows:

- The Government of Canada (2 members)
- The Government of Québec (1 member)
- The City of Québec (3 members)
- The City of Lévis (2 members)
- Chambre de commerce de Québec (2 members)
- Chambre de commerce des entrepreneurs de Québec (1 member)
- Chambre de commerce de Lévis (1 member)
- The Aéroport de Québec Board of Directors (3 members)

The board consists of a total of at least 13 and up to 15 members who collectively represent the regional business community and are known individually for their expertise in air transport, aviation, business, trade, finance, administration, law, management, engineering, labor organization, and consumer advocacy.

Together they outlined organisational guidelines and, in cooperation with the President and Chief Operating Officer and his team, ensure their implementation.

In addition to the regulatory framework of the lease, general bylaw, and letters patent, Aéroport de Québec is subject to a number of regulations regarding its obligations of public accountability and transparency. Under Transport Canada's lease monitoring program, Aéroport de Québec is also subject to an annual review. In recent years, this review has identified no significant noncompliance. Aéroport de Québec has properly followed up on every single comment by Transport Canada.

To ensure proper administration of its affairs, in 2006 Aéroport de Québec looked to its team of 14 directors, including two new members. With their combined expertise and varied skills, these individuals supported management in carrying out its responsibilities.



**Mr. Gaëtan Gagné**  
Chairman of the Board  
Executive Committee Chair



**Mr. Pascal Bélanger**  
President and Chief Operating Officer  
Executive Committee member



**Mr. André Lemieux**  
Deputy Chair  
Executive Committee member



**Ms. Louise Gingras**  
Secretary of the Board and Treasurer  
Executive Committee member



**Mr. Michel Cadrin**  
Director  
Executive Committee member

## MEMBERS ON DECEMBER 31, 2007

M. Pascal Bélanger<sup>1,2,3</sup>  
President and Chief Operating Officer  
Aéroport de Québec Inc.  
Safety/Security Committee Chair  
Appointed by the Aéroport de Québec  
Board of Directors

Ms. France Bilodeau<sup>4,6</sup> FCIA, FSA, CFA  
Senior Vice President  
Aon Consulting Inc.  
Appointed by Transport Canada

Mr. Guy Boulanger<sup>4</sup>, FCA  
President  
Auberge La Pignoronde  
Audit Committee Chair  
Appointed by the City of Québec

Mr. Michel Cadrin<sup>1</sup>  
President  
Groupe Michel Cadrin  
Appointed by Transport Canada

Mr. Jacques Champagne<sup>4</sup>, CA  
Corporate Director  
Appointed by Transports Québec

Mr. Yvan-Miville Des Chênes<sup>5</sup>  
Environment Committee Chair  
Appointed by Chambre de commerce  
de Québec

Mr. Gaëtan Gagné\*, LLIF  
Chairman of the Board and CEO  
L'Entraide Assurance, Mutual Company  
Chairman of the Board  
Executive Committee Chair  
Appointed by Chambre de commerce  
de Québec

Ms. Louise Gingras<sup>1,6</sup>  
General Manager  
Autobus Etchemin Inc.  
Secretary of the Board and Treasurer  
Appointed by Chambre de commerce  
de Lévis

Mr. Roger Gravel<sup>6</sup>  
CUPE  
Human Resource Committee Chair  
Appointed by the Aéroport de Québec Inc.  
Board of Directors

Mr. Marcel Jobin<sup>3</sup>, CM, CQ, CD  
Corporate Director  
Construction Committee Chair  
Appointed by the City of Lévis

Mr. André Lemieux<sup>1,5</sup> FCA  
Managing Partner  
Lemieux Nolet Comptables agréés  
Deputy Chair  
Appointed by the City of Lévis

Mr. Alexandre Matte\*\*  
Appointed by the City of Québec

Mr. Paul Pelletier<sup>4,6</sup>  
CEO  
CAA Québec  
Appointed by the Aéroport de Québec Inc.  
Board of Directors

Mr. Alain Vaillancourt\*\*,<sup>6</sup>  
Directeur régional des ventes  
Groupes entreprises  
Bell Mobilité inc.  
Appointed by the Chambre de commerce  
de Québec

\* Ex-officio member of all committees  
\*\* Member designated as a director in August 2007  
1 Executive Committee  
2 Safety/Security Committee  
3 Construction Committee  
4 Audit Committee  
5 Environment Committee  
6 Human Resources Committee

## COMMITTEES

In 2007, the Board of Directors looked to six committees for administrative, financial, human resource, environmental, and project management support: the Executive Committee, the Audit Committee, the Environment Committee, the Human Resources Committee, the Safety/Security Committee and the Construction Committee. They act in compliance with board decisions and ensure that the organization meets its legal obligations in the day-to-day management of its operations.

The Construction Committee ensured careful management of the terminal modernization project in compliance with scheduling, costs, and programming. Regular Committee meetings focused on reviewing various project components and work, and keeping track of budget spending and tenders.

The Board of Directors is also supported by a Community Advisory Committee that helps advance various issues to improve air services and airport infrastructures. Members of this committee attended regular construction site visits throughout the year. They in turn became key advocates of the airport terminal project, and services offered.

## RULES ON CONFLICTS OF INTEREST

In accordance with the Transport Canada lease, Aéroport de Québec Inc. added rules to its general bylaw that are applicable to its directors, management, and employees and are aimed at preventing any real or apparent conflict of interest. Aéroport de Québec Inc. complied with these rules throughout 2007.

## CONTRACTS OVER \$94,000

In accordance with Aéroport de Québec accountability principles, contracts over \$94,000 that were awarded during 2007 went through an open tender process. However, for the contracts listed below, the Board of Directors approved requests to waive the open tender process, for the following reasons:

Vancouver International Airport Authority \$430,000	CUTE/CUSS Technology	Only two Canadian suppliers provide these services and were therefore invited directly to bid
ARINC \$736,312	IT Equipment – CUTE equipment and software	Sole supplier to provide the selected technology
IBM \$298,880	IT Equipment – CUSS equipment	Sole supplier to provide the selected technology
FMC Technologies Inc Jetways system \$1,616,647	Loading bridges	Sole supplier to provide the technology already in use
Parmétal Inc \$109,777	Metalwork supplier	Lowest bidder of three suppliers invited to tender on a contract budgeted under \$94,000
Pellemon Inc \$298,000	Mechanical Engineering	Specific expertise in the area of baggage handling systems

Further to modernization work, certain contracts over \$94,000 were awarded without a public tender process to contractors already fulfilling similar work awarded by public tender process:

- Aecon bâtiments
- Les excavations Lafontaine Inc
- Plomberie Pichette Inc
- Réfrigération Noël Inc
- Coffrage Alliance Ltée
- Tecno-Métal Inc

## DIRECTOR AND MANAGEMENT COMPENSATION

### Director compensation (annual fees)

Chairman of the Board	\$30,000
Deputy Chair	\$15,000
Secretary and Treasurer	\$15,000
Other Executive Committee Member	\$15,000

Construction Committee Chair	\$15,000
Human Resources Committee	\$3,000
Environment Committee Chair	\$3,000
Audit Committee Chair	\$6,000

### Attendance allowance

Board of Directors and Committees	
Chairman of the Board	\$750/meeting
Committee Chairs	\$750/meeting
Directors	\$500/meeting

### Director compensation in 2007

	Regular compensation	Air terminal project compensation
Ms France Bilodeau	\$7,500	–
Mr. Guy Boulanger	\$17,125	–
Mr. Michel Boulianne*	\$6,000	–
Mr. Michel Cadrin	\$28,000	\$1,750
Mr. Jacques Champagne	\$9,250	–
Ms. Suzanne Delisle*	\$13,200	–
Mr. Yvan-Miville Des Chênes	\$11,750	–
Mr. Stéphane Desmeules*	\$6,500	–
Mr. Michel Després**	\$500	–
Mr. Gaëtan Gagné, président du conseil	\$84,750	\$55,875
Ms. Louise Gingras, secrétaire	\$31,500	\$1,000
Mr. Roger Gravel	\$12,000	–
Mr. Marcel Jobin	\$23,000	\$51,750
Mr. André Lemieux, vice-président du conseil	\$32,250	\$12,500
Mr. Alexandre Matte	\$2,000	–
Mr. Paul Pelletier	\$7,250	–
Mr. Alain Vaillancourt	\$2,000	–

\* Mr. Boulianne and Mr. Desmeules as well as Ms. Delisle's terms ended August 2007

\*\* Mr. Després resigned from the Board in October 2007, further to accepting a position in a Crown Corporation

### SENIOR MANAGEMENT

The Aéroport de Québec senior management group—consisting of the President and Chief Operating Officer, Director of Finance and Administration, Director of Operations, and Director of Property Development/Project Director—received \$466,458 in compensation for the fiscal year ended December 31, 2007.