



LETTER OF INTENT

Compass Group USA, INC.
2400 Yorkmont Road
Charlotte, North Carolina 28217 USA
Facsimile No: 704-328-7998

March 11th, 2024

Attn: Jamal K. Stewart
LAX Airfield Permits Office
P.O. Box 92216
Los Angeles, CA 90009-2216

Attn: Richard B Sneed
LAX Security Badge Office
P. O. Box 92216
Los Angeles, CA 90009-2216

Subject: Letter of Intent

Compass Group USA, Inc. and **Emirates Airlines** have entered a Delivery Service contract dated February 1, 2018 (the "**Contract**") with respect to the provision of food and beverage management services ("**Services**") by Compass Group at the Emirates Lounge ("**Emirates Lounge**") in the Los Angeles Airport, 380 World Way, Los Angeles, CA 90045 ("**LAX**"). Compass Group commenced the provision of the Services at the Emirate Lounge in LAX as of February 1, 2018. The term of the Contract shall continue until March 31, 2023, and automatically renew for successive further periods each of one year annually thereafter, unless terminated earlier in accordance with the Contract.

Compass Group USA, Inc. and **Delta Air Lines, Inc.** have entered a Memorandum of Understanding dated December 1, 2019 (the "**Contract**") with respect to the provision of Non-Aeronautical maintenance including janitorial and food and beverage management services ("**Services**") by Compass Group at **the Delta Sky Club(s) ("Delta Sky Club")** in the Los Angeles Airport, 200 World Way / 300 World Way, Los Angeles, CA 90045 ("**LAX**"). Compass Group shall commence the provision of the Services at the Delta Sky Club(s) in LAX as of December 1, 2019. The term of the Contract shall continue until March 31, 2029, or unless terminated earlier in accordance with the Contract.

Compass Group USA, Inc. and **Air Canada** entered a Letter of Intent dated August 18, 2020 (the "**LOI**") with respect to the provision of Non-Aeronautical Maintenance including janitorial and Delivery Services for food and beverage management services ("**Services**") by Compass Group Canada Ltd. At all **Air Canada Maple Leaf Lounges** in Canada and USA, including the Maple Leaf Lounge located at Terminal 6, in the Los Angeles Airport, 600 World Way, Los Angeles, CA 90045 ("**LAX MLL**"). As of the date of the LOI and for the foreseeable future, Compass Group Canada Ltd. has and shall continue to provide essential housekeeping services at the LAX MLL, until July 31, 2026, or unless terminated earlier in accordance with the terms and conditions of the agreement.



Compass Group USA, Inc. and **United Airlines** have entered a contract dated October 20, 2021 (the "**Contract**") with respect to the provision of Delivery Services of food and beverage management services ("**Services**") by Compass Group at the United Club and United Polaris Passenger Lounge ("**United Club and United Polaris**") in the Los Angeles Airport, 700 World Way, Los Angeles, CA 90045 ("**LAX**"). Compass Group commenced the provision of the Services at the United Club and United Polaris Passenger Lounge in LAX as of October 20, 2021. The term of the Contract shall continue until April 20, 2027, and automatically renew for successive further periods each of one year annually thereafter, unless terminated earlier in accordance with the Contract.

Compass Group USA, Inc. and **American Airlines** have entered a contract dated January 1, 2024 (the "**Contract**") with respect to the provision of Delivery Services of food and beverage management services ("**Services**") by Compass Group at the American Airlines Admirals Club ("**American Airlines Admirals Club**") in the Los Angeles Airport, ("**LAX**"). Compass Group commenced the provision of the Services at the American Airlines Admirals Club in LAX as of January 1, 2024. The term of the Contract shall continue until January 1, 2031, and automatically renew for successive further periods each of one year annually thereafter, unless terminated earlier in accordance with the Contract.

Compass Group USA Inc. will be providing daily services at:

- Emirates passenger lounge, Tom Bradley Terminal including receiving and storage areas.
- Delta Sky Club(s), Terminal 2 and Terminal 3 including receiving and storage areas.
- Air Canada Maple Leaf Lounge, Terminal 6 including receiving and storage areas.
- United Club passenger lounge, Terminal 7 including receiving and storage areas.
- United Polaris Passenger lounge, terminal 7 including receiving and storage areas.
- American Airlines Admirals Club, terminal 4 including receiving and storage areas

Secured space for service provider operations:

- Please select the Agreement Type(s) your company currently or plans to secure sufficient operational space to provide services, storage of your vehicles/equipment (if any), and access to employee training and break rooms at LAX:

☐ Lounge Catering Agreement

☐ Housekeeping Agreement

Access to the Airport Operations Area (AOA) is required to perform the duties of the contract.

Pedestrian access will be required to perform the duties

Tools and Equipment will be used

Compass will require vehicle access to the airfield to fulfill its duties under the Contract. Vehicles are with street licensed.

The designated authorized security badge signer for Compass Group is Mr. Ronny Hoque, District Manager, and Phone: (646) 877-1478. Email: Ronny.Hoque@compass-usa.com



Job titles for the Compass employees performing the Services at the Lounges in LAX are as follows: (30) Managers; (315) Food Service Workers and (50) Janitorial Service Workers. Compass hereby requests a total of one hundred seventy-eight (345) security/access badges to perform the duties of the Contract.

Estimated Annual Revenue from the contract services provided is \$0.00 – Complimentary service to passengers.

If you require any additional information, please contact

Adam Salam, Executive Vice President at 301-869-8384
Thomas Smead, Senior Vice President at 860-655-4324
Mark Wilson, Regional Director at 202-556-8004
Ronny Hoque, District Manager at 646-877-1478

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Respectfully,

Mark Wilson

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