

# INVITATION FOR EXPRESSION OF INTEREST (EOI) ACQUISITION OF SHARES



Lulutai Airlines Limited, a leading regional airline based in the Kingdom of Tonga, invites Expressions of Interest (EOI) from qualified investors for the acquisition of shares in the airline. This opportunity is open to both domestic and international investors with the financial capability, industry experience, and strategic vision to contribute to the long-term growth and success of the airline.

## 1. Why Invest in Lulutai Airlines?

Investing in Lulutai Airlines presents a unique opportunity to participate in the rapidly developing Pacific aviation market. Key advantages include:

- Strategic foothold in the Pacific region, connecting key destinations in the South Pacific.
- Established operational routes and strong brand recognition.
- Potential for significant growth driven by increasing regional tourism and freight demand.
- Opportunity to influence the strategic direction of the airline and shape the future of Pacific aviation.
- Ability to leverage synergies with related businesses in tourism, logistics, and infrastructure.

## 2. Purpose of the EOI

This EOI aims to identify credible and capable investors who can support Lulutai Airlines in achieving its strategic objectives, including enhancing operational efficiency, expanding regional connectivity, and contributing to the economic development of the Pacific region.

## 3. Scope of Work

Investors will be expected to contribute to the sustainable growth and operational excellence of Lulutai Airlines. This includes providing financial support, technical expertise, and strategic guidance to enhance the airline's performance and market position.

## 4. Nature of Investment

This EOI is open to parties interested in acquiring either a minority or majority equity stake in Lulutai Airlines. The structure of the investment can be tailored to align with the strategic interests of the investor and the long-term growth objectives of the airline.

## 5. Investment Opportunities

Investing in Lulutai Airlines presents a unique opportunity to gain a foothold in the Pacific aviation market, benefiting from established operational routes, regional market knowledge, and a recognized brand. Potential investors will have the opportunity to influence strategic direction, leverage synergies with existing businesses, and participate in the growth of the Pacific tourism and freight sectors.

## 6. Terms and Conditions

- Investment proposals must include detailed financial projections and operational plans.
- Investors must commit to maintaining high safety and operational standards.

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- All investments are subject to regulatory approvals in Tonga and any other relevant jurisdictions.

## 7. Selection Criteria

EOIs will be assessed based on the following key criteria:

- Financial strength and capacity to invest.
- Relevant industry experience and operational expertise.
- Alignment with the national interest of Tonga and the long-term strategic value of the investment.
- Demonstrated commitment to enhancing operational efficiency and safety.
- Willingness to collaborate with the existing management and regulatory bodies.

## 8. Financial Capacity

Interested parties must provide evidence of financial stability, including audited financial statements for the past two (2) fiscal years and a clear demonstration of their ability to support the airline's growth and financial stability.

## 9. Relevant Experience

Prospective investors must demonstrate prior experience in aviation or related industries, including but not limited to:

- Air transport operations.
- Aircraft maintenance and engineering.
- Airport management.
- Tourism and logistics.
- Strategic infrastructure development.

## 10. Legal and Confidentiality Considerations

All submissions will be governed by the laws of the Kingdom of Tonga. Interested parties must agree to maintain confidentiality throughout the evaluation process and refrain from disclosing any non-public information without prior written consent from Lulutai Airlines.

## 11. Process and Timelines

- Submission Deadline: **30<sup>th</sup> June, 2025.**
- Shortlisted investors will be invited to participate in detailed due diligence and further discussions.
- Final selection will be subject to Board approval and regulatory clearances.

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## SUBMISSION REQUIREMENTS:

Interested parties should submit their EOI, including all required documentation, to:

**Chairman of the Board  
Lulutai Airlines Board of Directors  
C/O Mrs. Moana Kupu (Board Secretary)  
47 Taufa'ahau Road,  
Lulutai Airlines Head Office  
Nuku'alofa, Tonga**  
Or send via email to: [moana.kupu@lulutaiairlines.com](mailto:moana.kupu@lulutaiairlines.com)

## EOI SUBMISSION FORM:

**If interested, please request an EOI Submission Form and Guidelines from email and phone number below. Form and Guidelines capture essential information, including entity details, authorized representatives, and required declarations. The form must be submitted along with the required documentation.**

**Note:** This EOI does not constitute a legally binding offer or commitment by Lulutai Airlines. Final terms will be subject to formal agreement and regulatory approvals.

Contact: email [hrms@lulutaiairlines.com](mailto:hrms@lulutaiairlines.com) or phone (676)7710033/8834152