YQB Québec City Jean Lesage International Airport

Call for Expressions of Interest

Hotel Project

Construction and operation of a hotel on the Québec City Jean Lesage International Airport site

A unique opportunity to develop the first hotel right in the heart of the airport premises

A unique business opportunity

Québec City Jean Lesage International Airport (YQB) is issuing a call for expressions of interest for the development of the first hotel directly on its property.

Over
35
destinations

Domestic, transborder and international flights

This opportunity is based on a real and proven demand for a quality hotel to serve travellers, business partners, and the airport community.

By 2030, the airport expects to serve nearly 2.4 million passengers annually, representing an approximate 35% increase in passenger traffic. The organisation also aims to generate a total of $1.4 billion in economic spinoffs across Canada.

This growth is supported by **strong year-round traffic**, driven by tourism, business travel and local travel.

2026 targets

Seat capacity compared to 2025

+15%

Growth rate during the summer season

+25%

Never before have so many seats been available on flights departing from YQB. A growth that is unparalleled among the major Canadian airports[1].

2030 targets

Passenger forecast

2025	1.82 million
2030	2.4 million

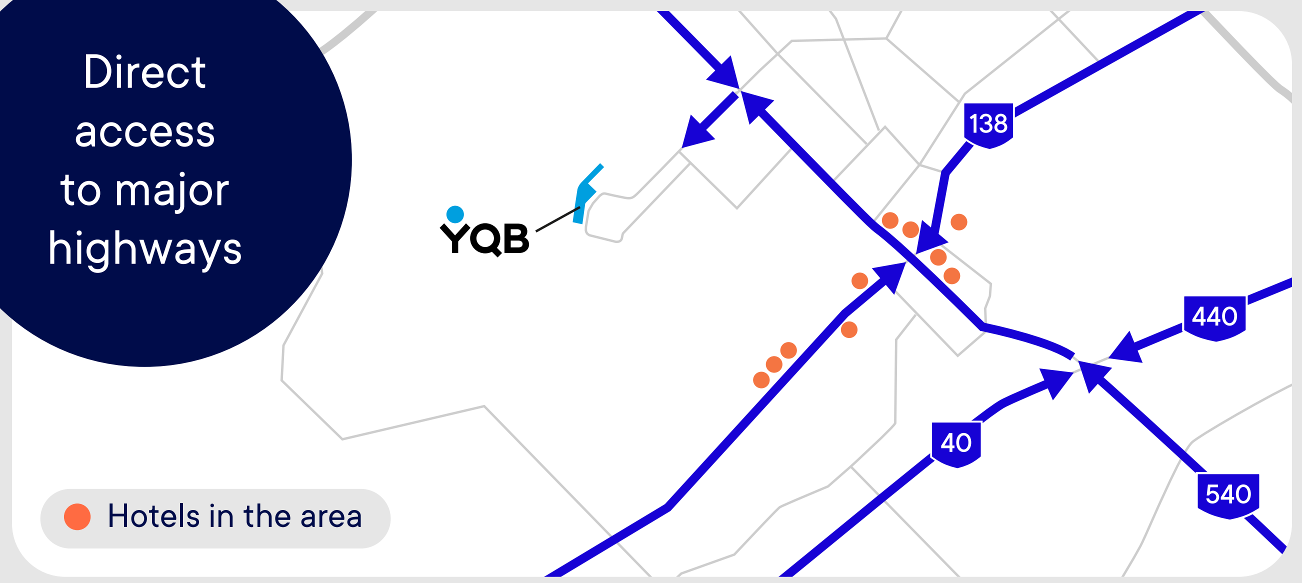
+35%

1. Cirium, April 8, 2026, covering the period from January 2025 to October 2026. November and December 2026 figures are estimates provided by YQB.

Why invest in a hotel project at YQB ?

A prime location right on the airport grounds

Direct access to major highways



A diverse passenger base with significant growth potential[4]

A balanced mix of business and leisure, with limited seasonality

66% are aged **45** and over

59% have a household income of **$100,000** or more

Main customer segments:

1. Couples
2. Business travellers
3. Families

Stays: **Mostly short- to medium-term**

A hotel is a concrete lever to make YQB more competitive and capture more customers who live outside the greater Québec City area.

Hotels in the YQB area[2]

Occupancy up 5% year over year, ADR up 2.7% and RevPAR up 12.5%.

A promising and dynamic market with steady growth since 2022[3]

Hotel occupancy rate in the Québec City tourism region

+6%

Revenue Per Available Room (RevPAR) in Québec City ($151)

+31%

Average daily rate (ADR) in Québec City in 2025

$223.40

Expansion of **1,000 rooms** in the Québec City region by 2030 to meet growing demand[5]

2. Destination Québec cité. *Performance hôtelière par région touristique de Québec* (Québec City: Destination Québec cité, 2026).
3. Institut de la statistique du Québec. *Survey on Québec Accommodation Establishment Occupancy* (Québec City: Institut de la statistique du Québec, 2026).
4. SOM Survey – Passenger Segmentation Study – February 2024.
5. Association hôtelière de la région de Québec (AHRQ) – May 2026.

Why become a partner?

The hotel ranks first among the most sought-after services

44% of respondents who live outside the greater Québec City area cite the presence of a hotel as a key factor in choosing their departure airport[6].

Benefits

- Ability to develop an underserved hotel market right on the airport site
- High visibility among millions of travellers each year
- Strategic location at the core of the region's economic and aviation activity
- Direct synergies with airport operations and services
- Strong long-term growth potential
- Potential for future expansion (development of a second 4-star or higher hotel in the medium to long term range)

A rapidly expanding market

- Passenger traffic is growing year over year (2.4 million passengers by 2030)
- Presence of domestic and international carriers
- Sustained tourism growth
- Growing popularity of the Québec City region as a destination, with a notable increase in winter tourism

6. SOM Survey – March 2026.

What we are looking for[7]

- 3-star+ hotel
- Up to 125 rooms
- Rooftop amenity options
- Mixed-use hotel (restaurant, meeting and boardrooms)
- Preferred financial model: base rent with revenue sharing
- Lease terms to be determined based on investments

YQB is looking to partner with a developer capable of:

- Developing and operating a hotel
- Navigating a competitive hotel market and clearly understanding trends and issues in the sector, including those specific to the Québec City and/or airport markets
- Developing a targeted, appealing concept for key customer segments
- Demonstrating financial and operational strength
- Enhancing travellers' overall experience
- Committing to a vision of long-term partnership

7. Specifications based on a study conducted by Horwath HTL (Québec City: 2019, updated in 2020).

Selection process

If you are interested, please complete the short form by scanning the QR code below or by clicking on the following link.

Once expressions of interest have been received, meetings will be arranged with the relevant YQB teams. At that time, YQB will provide more information about the project and address questions from interested parties. Only shortlisted candidates will be contacted.

Interested parties will then be invited to submit proposals for the design, construction, and operation of the hotel under a long-term lease.

This business opportunity involves close collaboration with YQB and relevant stakeholders to define the project parameters, develop a viable business plan for both the owner and the operator, and agree on the terms for the hotel's development and operation once completed.

The deadline to express your interest is September 30, 2026.

If you have questions, please email us at servicesimmobiliers@yqb.ca.

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