

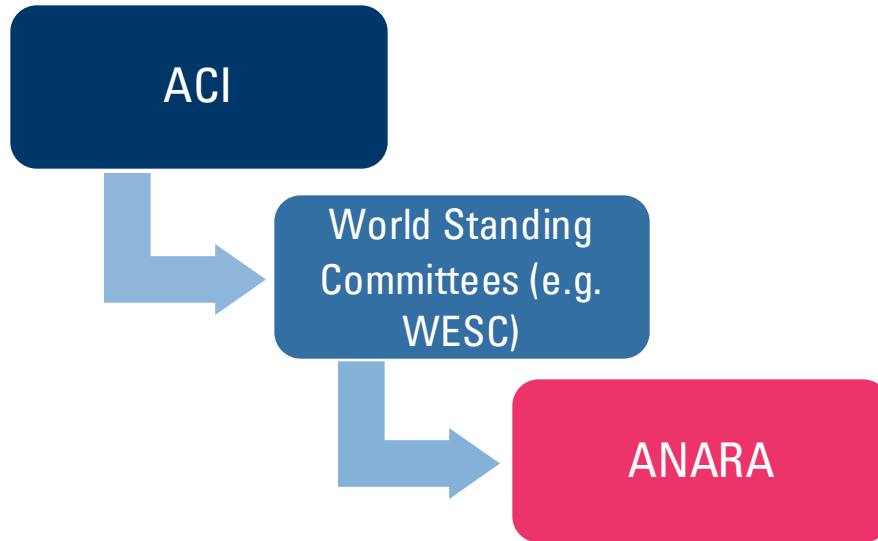


ACI ANARA: AIRPORT'S NON-AERONAUTICAL REVENUES AND ACTIVITIES

GENERAL PRESENTATION
MONTREAL, CANADA
SEPTEMBER, 2024



AIRPORT'S NON-AERONAUTICAL REVENUES AND ACTIVITIES



- **Sub-Committee** of ACI's World Economics Standing Committee (**WESC**).
- Forum for experts to **exchange knowledge and intelligence on non-aeronautical revenues**.
- Develops **best practices and recommendations** for the improvement of airports' commercial businesses.
- Organized by **working groups** on specific subjects.

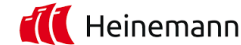
ANARA MEMBERSHIP



AIRPORTS



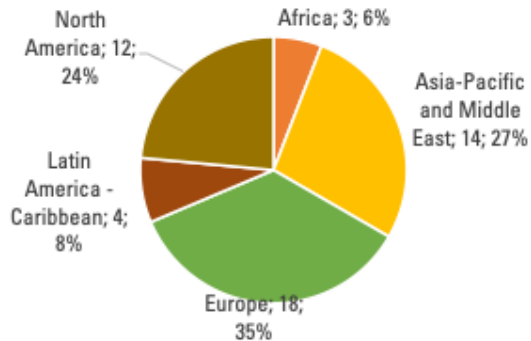
WORLD BUSINESS PARTNERS



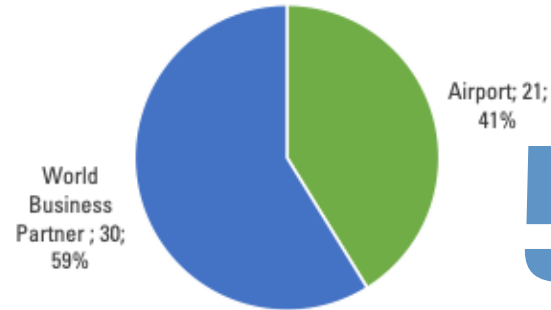
51 MEMBERS

ANARA COMPOSITION

Members by Geography



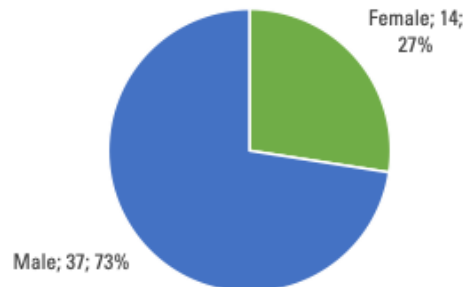
Members by Types



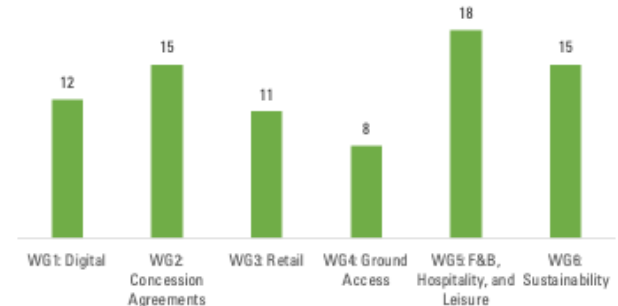
51 MEMBERS



Members by Gender



Members by Working Groups



ANARA WORKING GROUPS 2024

WG1

DIGITAL



WG2



CONCESSION AGREEMENTS

WG3

Retail



WG5

F&B, HOSPITALITY,
AND LEISURE



WG4

GROUND ACCESS



WG6

SUSTAINABILITY



PUBLICATIONS 2022 - 2024



**Concession Agreements:
Guide for Airport Managers
and Commercial Operators**



**White Paper: Airport
Concession Agreements**



**Retail Optimization for
Small and Medium-Sized
Airports White Paper**



**White Paper: Business
Models between Airport
Operators and
Concessionaires**



**White Paper – Path to
Recovery: The Airport
Retail Perspective**



**Handbook: Optimal
Integration of Airport
Ground Access Services**



**White paper – Regulatory
Threats and Opportunities
in Airport Retail**



**Policy Paper: Sustainable
Airport Ground Access**

**AVAILABLE ON ACI
WORLD STORE [HERE](#)**



PUBLICATIONS 2024

WHITE PAPER: SUSTAINABILITY CONSIDERATIONS FOR NON-AERONAUTICAL CONCESSIONAIRES

SCAN THE QR CODE
TO GET YOUR COPY



RELEASED ON 18 APRIL 2024



WG6

SUSTAINABILITY

TO BE RELEASED ON NOVEMBER 6, 2024



WG1

DIGITAL

PUBLICATIONS IN 2024

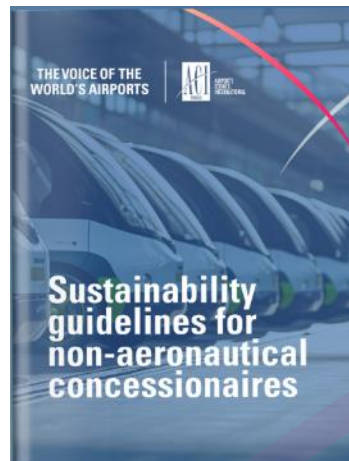
1. White paper: Sustainability considerations for non-aeronautical concessionaires

Released
April 18, 2024



WG6

Sustainability



Scan the QR code to get your copy

2. Handbook: Airport Commercial Digital Transformation - Best Practice & New Revenue Streams Post Covid

November 6, 2024

WG1

Digital



PUBLICATIONS IN Q3-Q4 2024

3. White Paper on Airport Lounges




4. Passenger Tracking Study



5. Enhancing Revenue Through Optimized Airport Landside Access



WEBINARS IN 2024



1

LIVE WEBINAR

Concession Agreements

April 23, 2024 8:00 am ET Register Now

<https://store.aci.aero/product/decoding-airport-concession-agreements-business-models/>



500+ Participants




2

LIVE WEBINAR

Food & Beverages

August 28, 2024 8:00 am ET Register Now

600+ Participants




3

LIVE WEBINAR

Sustainability

October 16, 2024 8:00 am ET Register Now

ANARA Meetings in 2024



2nd In-Person ANARA Meeting, Nov 4-6

The Trinity Forum, Ho Chi Minh City, Vietnam



ANARA at the Trinity Forum:

Nov 4: ANARA In-person Meeting & Workshop with ACV

Nov 6: ANARA Workshop (60 mins) at the main conference:

- Topics will revolve around the ANARA focus areas on concession agreements, sustainability, and digital transformation
- Interactive format workshop that includes Q&A, live polls, and audience engagement

A photograph of a young child standing in a field of tall grass, holding a paper airplane up towards the sky. The image is overlaid with a semi-transparent blue filter. Three thick, curved lines in white, yellow, and red sweep across the left side of the frame. The text 'Thank you!' is centered in the middle of the image.

Thank you!