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Budapest Airport poised to launch retail tenders for “significant areas” as traffic and spend continues to surge

Budapest Airport has had another best-ever quarter for commercial revenues during which the Hungarian gateway surpassed €15 million in overall retail and food & beverage sales in Q1, boosted by year-on-year passenger traffic growth rates exceeding +12%, as the surge which saw the airport pass the nine million threshold for the first time last year, shows every sign of continued acceleration.

Retail tenders launch

In May the airport is launching a series of specialist retail tenders for significant areas of SkyCourt, the flagship F&B and shopping centre, following the maturity of a number of important retail contracts, and in a move calculated to refresh the offers available and drive a higher spend per passenger.



Photo caption: Budapest Airport honoured commercial partners for their specific contributions to the enhancement of the airport’s retail development in 2014. Playing a key role in the airport’s success, the Commercial Business Unit are now initiating an ‘expression of interest’ procedure for its specialty retail tenders in May.

The airport's Chief Commercial Officer, Kam Jandu, will be leading a Commercial Business Unit delegation to the ACI EUROPE Commercial & Retail Conference & Exhibition in Milan 21-23 April, where he will also be chairing a session discussing competition for space at airports. Jandu will moderate a debate which includes interventions from leading shopping mall owner Westfield as well as Nestlé, and a range of other airports and major duty free store operators. "The Milan event is a big airport retail crossroads and gives us the platform to meet with key potential business partners while casting tender invitations to the many global brands and retail big names represented among the 400 delegates. Our fantastic first quarter results will play an important role in attracting new interest to Budapest," comments Jandu.



Photo caption: Kam Jandu, Chief Commercial Officer, Budapest Airport (left) joins Heinemann's Fritz Janach to celebrate the recent opening of the Victoria's Secret shop. Jandu is now heading to ACI EUROPE's Commercial & Retail Conference & Exhibition in Milan to invite business partners from airport retail around the world to tender for the latest opportunities at Budapest Airport.

Meanwhile, continuous improvement to the retail offer has continued with a move onto the airport by several new global players including the recently-opened salon by the Beverly Hills stylist José Eber, a new store opening by Dead Sea and organic cosmetics specialist, GRATiAE, as well as Victoria's Secret – the global brand's debut in Hungary.



Photo caption: Recently-opened salon by the Beverly Hills hairstylist José Eber joined Budapest Airport's SkyCourt.



Photo caption: Budapest Airport's new store opening by Dead Sea and organic cosmetics specialist, GRATiAE, adds to the continually improved retail experience.

Notes for Editors

- Budapest Airport Zrt. is the operator of Budapest Airport. It is owned by an international consortium of investors, led by the privately-owned German company AviAlliance, an independent airport manager holding a 52.66% stake, together with Caisse de dépôt et placement du Québec (20.17%), Malton Investment Pte Ltd. (22.17%) and KfW IPEX-Bank GmbH (5%).
- Budapest Airport welcomed 9.1 million passengers in 2014, flying on the airport's services to 88 destinations across 35 countries.
- Monthly passenger traffic growth in the period to end-March 2015 has exceeded +12%.

To find out more on Budapest Airport, visit www.bud.hu

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