

ACI EUROPE RACE 2024
Workshop 3: Revenue Diversification

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amd.sigma strategic airport development GmbH

**/Proud member of
Munich Airport**

IMPORTANCE OF AIRPORT PLANNING AND DESIGN

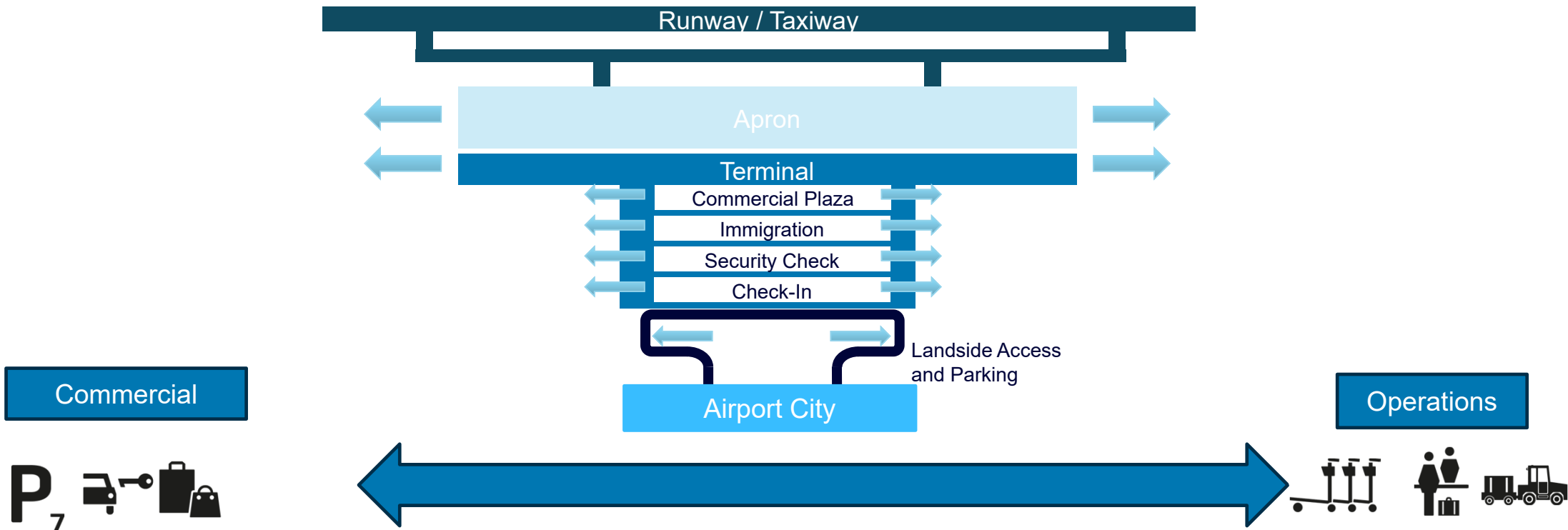
Design is key to a sustainable airport business.

Airport Masterplan and Facility Design directly and heavily influence airport revenues generation and business.



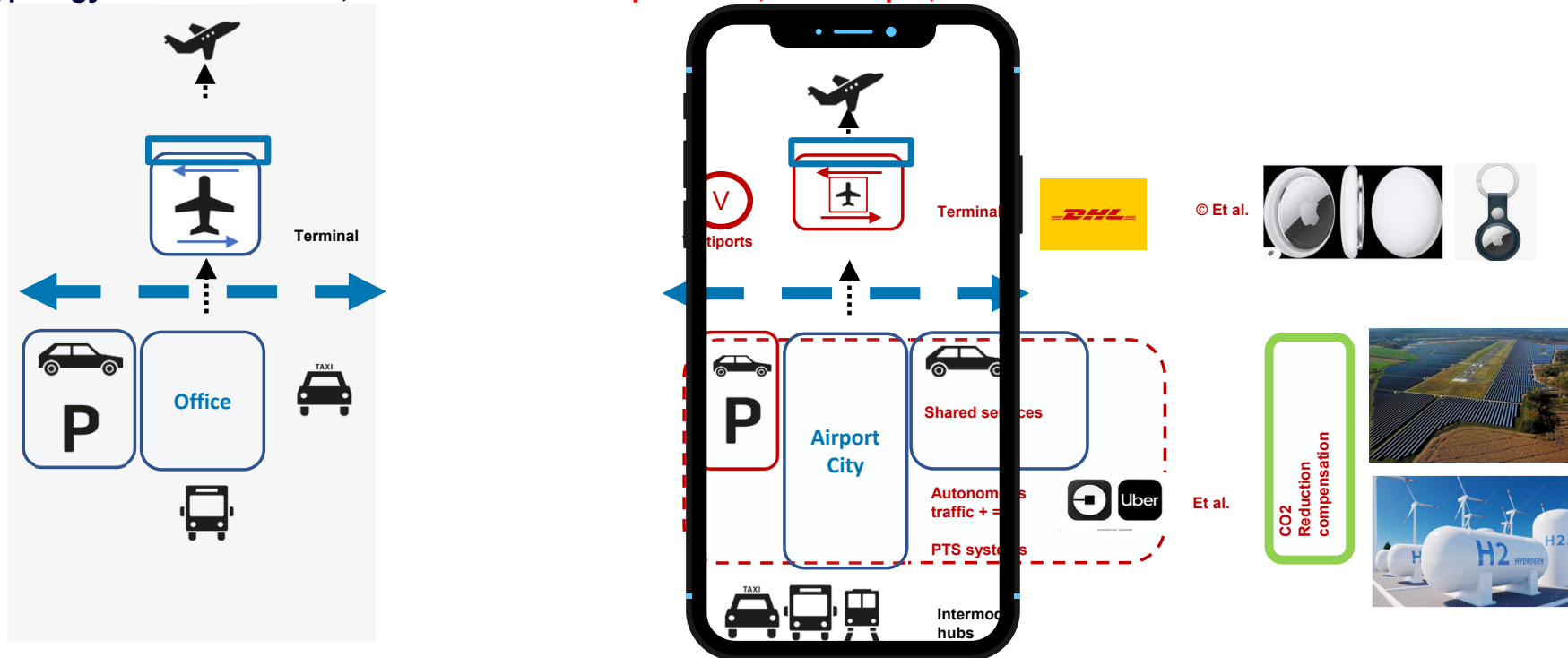
CAPACITY BALANCE

Each airport element should follow the „Balance of Capacity“ principle. Ensuring flexibility and individual expandability of processors to adopt to demand and requirements changes.



AIRPORT AS A BUSINESS PLATFORM – INFRASTRUCTURE DEVELOPMENT

Typology Terminal, externalization BAGs, new non-AV trends, retail F&B concept
Typology landside/ airside, new modes of transportation, modal split, decarbonisation



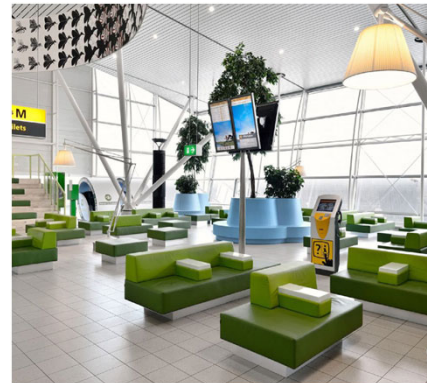
NON-AVIATION TRENDS

REVENUE STREAM DEVELOPMENT

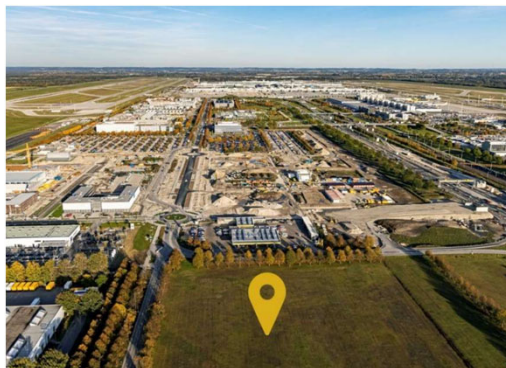
- Fulfillment vs. Footfall
- Recruitment and retainage vs. transaction
- Moving away from pure transactional participation & space based rental concepts -> Moving into Media budgets participation plus Brand recruitment/ retainage
- Design development and process development to ensure dwell time resulting in revenue maximization from passenger dwell time

Impact on planning

- Flexible use of space, more efficient use of space, logistics
- Integration of operational and commercial spaces
- Brand partnerships



MUCcc – EVENT ARENA



NEW MOBILITY AND CLIMATE NEUTRALITY



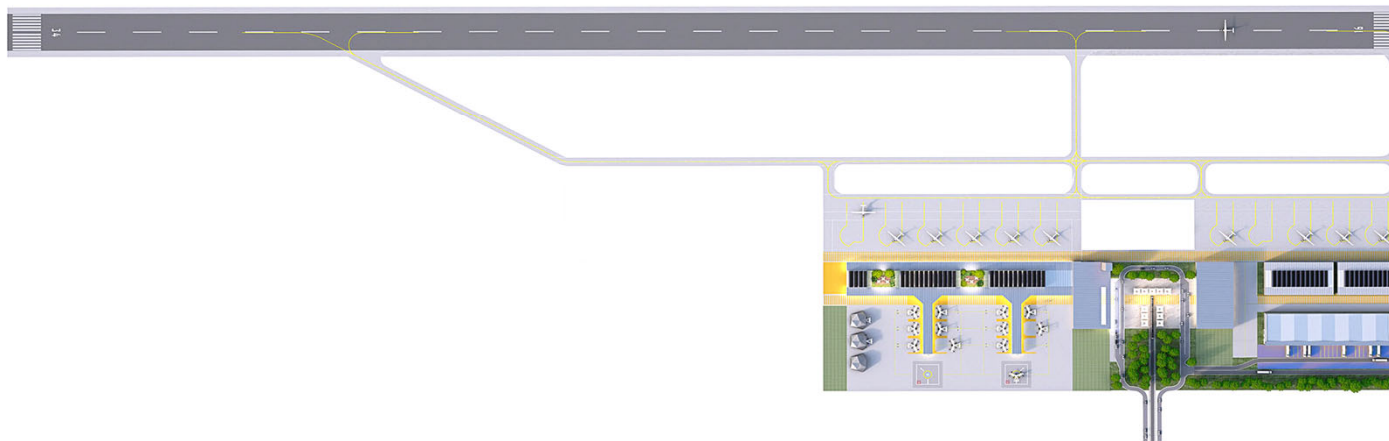
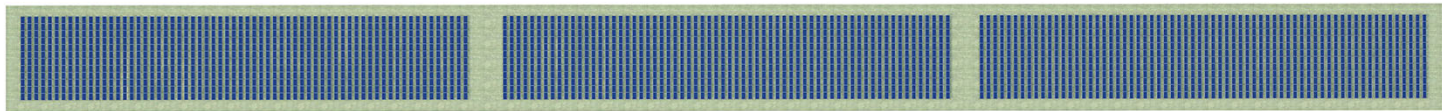
ES-20 HEART AEROSPACE



VAERIDION



EVIATION "Alice"



AIRBUS NEXTGEN



Joby S4, S5



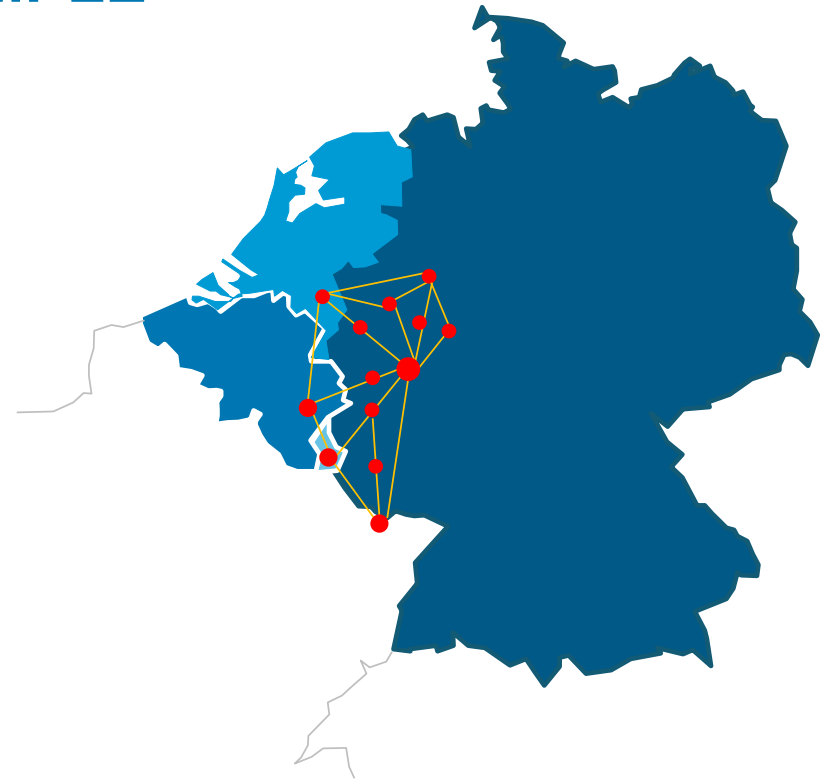
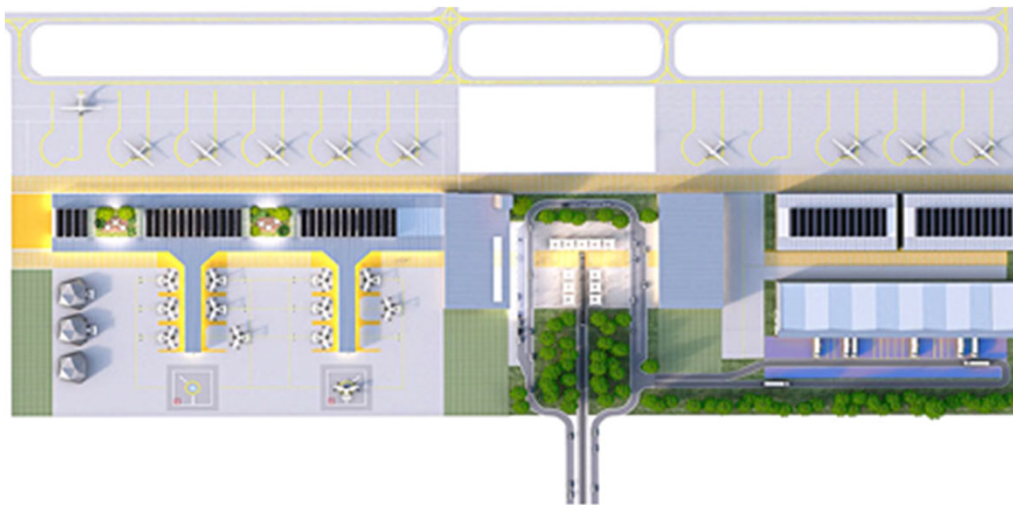
VOLOCITY
VOLOCOPTER

>> medium range 500km (up to 1.000 km)

>> short range < 100 km

TRANSFORMATION IN AVIATION

E-FLIGHT NETWORK EUROPE, EXAMPLE



Thank you.