

Do operators have enough data on non-aeronautical revenue streams?

As passenger traffic continues to climb, so does airport revenue.



Airport revenue earnings

\$161.3 BILLION
USD in 2017

Worldwide Airport income was up

5.8% ↑
In 2016/17

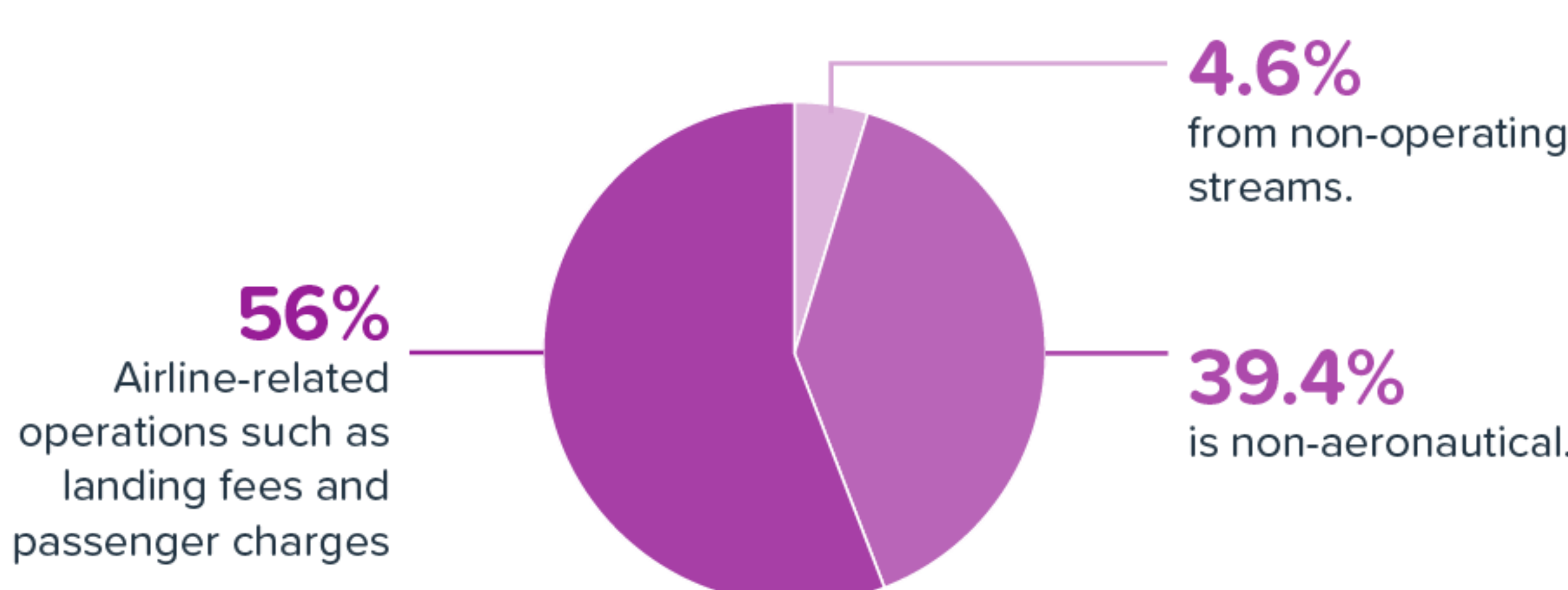
VS **6.4% ↑**
growth in passenger traffic

However, overall growth masks a negative trend – revenue per passenger has flattened.



\$17.88
USD

What are the income streams for airports?



Non Aero Revenue – An under-tapped potential?

Regional Differences

While non-aero revenue as a percentage of total income is mostly consistent worldwide, the growth values considerably per region.



+6.9% ↑
Asia-Pacific



+5% ↑
North America



+3.6% ↑
Europe



-20% ↓
Latin America

Retail: The key to non-aero airport spending

Retail concessions are the strongest non-aero revenue source.



Retail is **28.8%** of global all non-aero income

The Middle East is double global average at

56%

What other sources of non-aero income are there?

GLOBALLY



26.8%
Car parking and car rentals



15%
Property investment and rent



5%
Food and beverage spending

NORTH AMERICA

Cars remain the major earner in North America



6.1%
Property investment and rent



8.4%
Retail



7.6%
Food and beverage spending

19.7%
Other



58.2%
parking and car rentals

The foodie future of non-aero revenue?



But despite food and beverages' relatively low value compared to other non-aero revenues, it's the most rapidly growing income category worldwide.

11.2% ↑
annual growth rate

Developing non-aeronautical revenue is now a key strategy for airports, big and small. To learn more about trends in commercial operations and understand what airports can do to boost this valuable income stream, visit veovo.com today.

