

COMMERCIAL SPACE TO LEASE

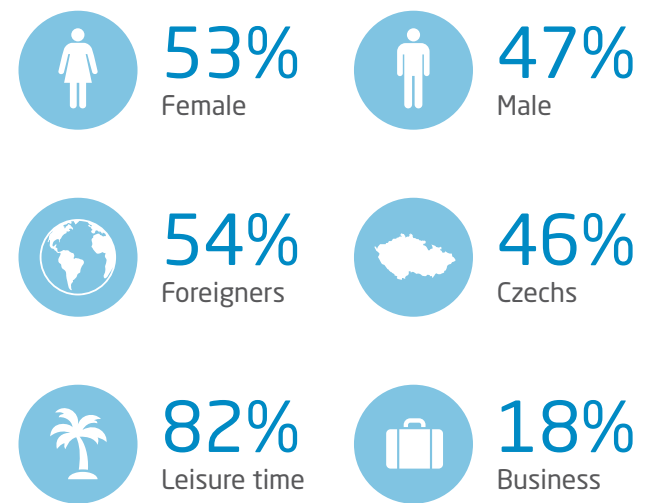
PRAGUE AIRPORT

Annually, the airport welcomes millions of passengers both from the Czech Republic and the rest of the world. To be specific, 46% are Czech travellers and 54% foreign.

Passengers spend their time before departure actively either shopping or going to restaurants and cafés, which are located in different parts of the airport.

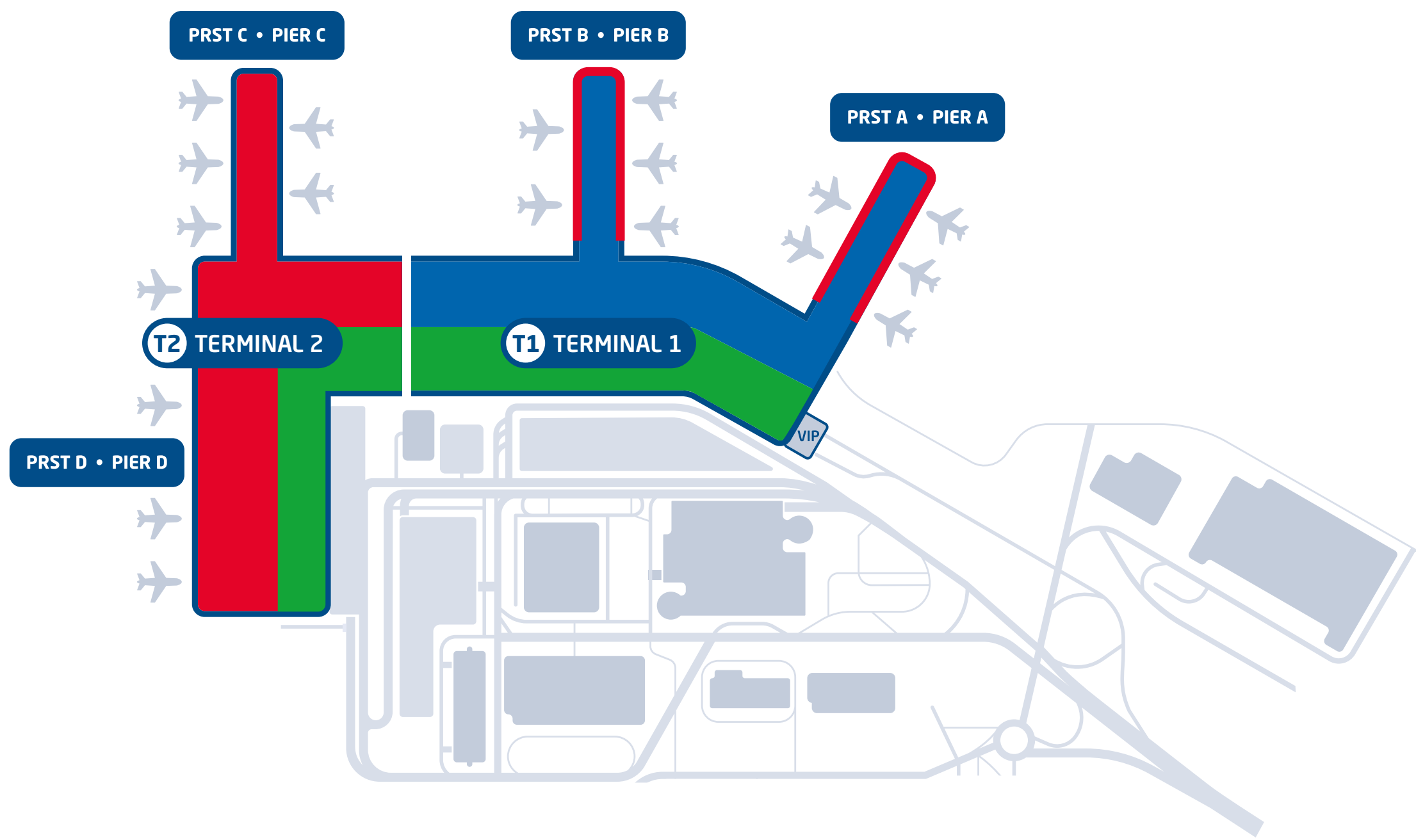
Doing business at the airport provides an unparalleled opportunity to reach customers across the Czech and foreign markets and enter a unique business environment.

Passenger characteristics:



Ways passengers spend their time at the airport:





TERMINAL 1

Passengers travelling outside the Schengen Area

TERMINAL 2

Passengers travelling within the Schengen Area

SRA zone

Restricted area entered after passing security screening

Public zone

Zone accessible to the public

Non-public zone

Area entered after passing passport control

**AIRPORT
MAP**

TENDER PROCESS

Prague Airport is a state-owned joint stock company with 100% shares held by the Ministry of Finance of the Czech Republic. Any commercial cooperation is subject to public tenders.

There are 3 types of tenders:

- Concession Procedure (above-limit)
- Tender Procedure (sub-limit)
- Demand Procedure (small scale)

The standard agreement term of validity and effect is set at 5 years.
The agreement term may be set individually according to the expected return on investment.

The rent model consists of three components:

The tenant pays only the **highest component** each month.

- Basic rent per m²
- Turnover-based rent - a fixed contractual fee, which varies per different passenger zone to reflect seasonal fluctuations
- Fix per pax - fee for each passenger

It also includes utilities, which consist of fixed amounts per m² to cover waste and water/sewage.
A separate contract is concluded for the supply of electricity based on which the actual consumption is invoiced.

Turnover-based and fix per pax rates depend on the tenant's business model and plan.

Specific requirements applied at the airport:

- ID cards - in the case of a business unit located in a non-public part of Terminal 1 or in the SRA zones of Terminals 1 and 2, each employee must pass a background check performed by the Civil Aviation Authority, complete safety training, and obtain an ID card. This process takes about 2 months.
- Standard business opening hours are 7:00 a.m. to 9:00 p.m.










MARKETING SUPPORT DATA & RESEARCH

The airport has been supporting its business partners and their success long term.

We know the travellers and their shopping behaviour patterns, which we regularly survey. Planned purchases are increasingly complementing the classic impulse purchases, which we are able to support through our digital channels, for example, by organising a competition or working with an influencer. Thanks to data analysis, you will know how many passengers pass through the airport every day, at what time, and how long they stay at the airport.

Cooperation options via selected mass communication channels:

-  **Social networks**
(Facebook, Instagram, YouTube)
-  **E-mailing**
(newsletters, confirmation e-mails, tour operators, surrounding municipalities)
-  **Website of prg.aero feeds**
(catalogue of services and shops, special deals, map)
-  **Airport map**
(printed and online versions, Google Maps interior maps)
-  **Internal communication directed at airport employees**
(intranet, events, airport magazine)



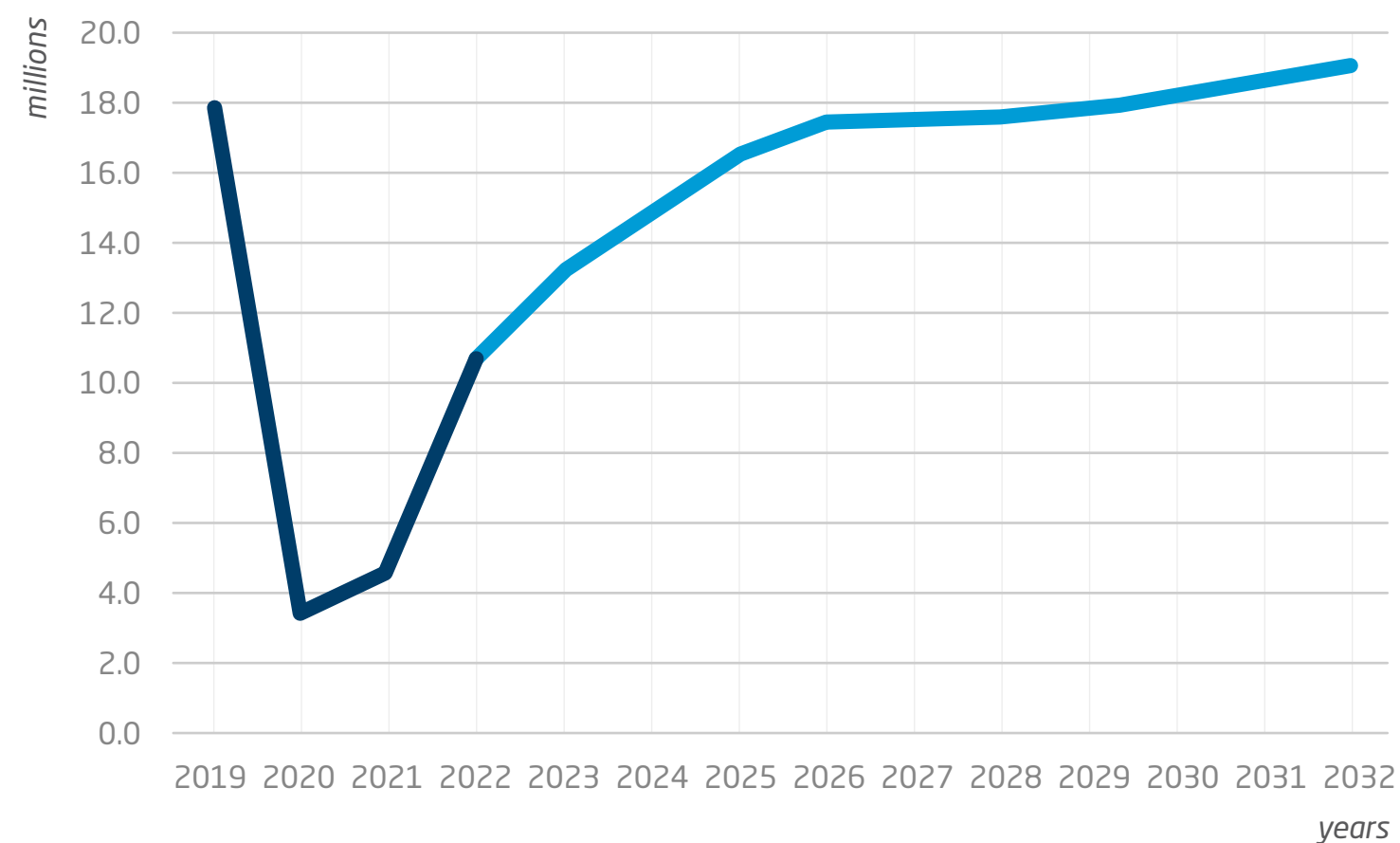
IN
2023

We handled nearly **13.8 million** passengers, representing a **29%** year-over-year increase compared to 2022.

We are thus swiftly getting close to the record pre-Covid figures. For comparison, in 2019 we successfully handled **17.8 million** passengers on **190 connections**.

Every year we gradually grow, increase our capacity, and prepare a number of interesting investments in order to achieve the best possible results.

2023-2032 Passenger number development trends:



Our future expectations

- 200
DIRECT CONNECTIONS
- 37
LONG-HAUL ROUTES
- 10 000
PARKING PLACES
- 18 000 m²
OF SHOPS AND RESTAURANTS

AIRPORT READY FOR THE FUTURE

A modern society needs a modern airport, which is exactly what Václav Havel Airport Prague is. However, we are constantly working on its innovative and comfortable ways of functioning. We have prepared a number of other development plans which will not only support the state's economy, but also bring key benefits to every passenger.

[Learn more](#)



PARALLEL RUNWAY

By 2030, a parallel runway system consisting of two parallel runways will be finalised, which will increase safety, contribute to the protection of the environment, and be significantly operationally more efficient than it is today. Another important benefit is the option of imposing the night-time closure of the airport for traffic, specifically between midnight and 05:30 a.m.



TERMINAL CAPACITY EXPANSION

The next terminal capacity expansion will be done mainly by completing the Terminal 2 and Terminal 1 construction. This will include innovative approaches to handling passengers and the implementation of new operational solutions. In particular, the infrastructure for handling passengers and long-haul flight operating aircraft will be significantly enhanced and new business areas will be created, which will also increase the level of the services provided and passenger comfort.



PASSENGER TRANSPORT TO/FROM THE AIRPORT

For 2030, several innovations are planned to improve passenger transport to/from Václav Havel Airport Prague. The first of these is the connection of the airport to the railway network (Prague-Kladno).

These are only selected steps which are to be implemented as part of the development of the airport and which will ensure an increase in its current capacity.

ESG AND SUSTAINABILITY

A sustainable approach is an integral part of our operation. We place great emphasis on running our business in line with sustainable development principles. The operation of Václav Havel Airport Prague comprises a wide range of activities with an impact on various interest groups and areas. From our position as an international airport, we feel a great responsibility to all stakeholders and the future world.

Within the qualitative criteria of all concession and tender procedures, we also evaluate the ESG approach of the applicants and the ways in which they plan to apply their ESG principles to their airport establishments.

Lagardere Duty Free

is piloting the sustainable Future is Local concept in Prague, which is a combination of a sustainably designed shop (recycled materials, mobile furniture which may be re-used elsewhere, etc.) and the sale of products from local suppliers.

The Uber Company

undertook to use electric cars as part of its fleet for the duration of the contractual relationship.

The Safe Bag Company

uses recycled and twice-recyclable foil for baggage wrapping.



A carbon-neutral and species-rich airport which reduces its noise footprint



A good neighbour and a responsible and fair employer



Promoting business ethics and transparent business conduct internally and among business partners



Are you interested in our offer,
or do you have additional questions?

We will be happy to show you the airport in person and discuss
the opportunities for cooperation.

We look forward to working with you.

CONTACTS

Commercial activities

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