

Airport Concession & Retail Guide

Aviation & Air Services

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Explains bidding for and running an airport concession — retail, F&B, lounge, services — the tender, terms, fit-out and operations. Use it to pursue an airport commercial concession.

Purpose of this tool & output

Win and run an airport concession

How the output is used

Use it to win and run an airport concession — how to bid for terminal retail or service space and operate it within airport rules.

Important cautions

Airport concessions carry high fixed guarantees or revenue-shares and strict operating rules that can make them unviable if footfall or spend disappoints. Scrutinise the tender terms and validate footfall and spend before bidding.

Companion documents

- Ground Handling Business Setup Guide
- Ground Handling Operations SOP
- FBO / General Aviation Terminal Setup
- Ramp Safety & FOD Programme
- Passenger Handling & Service SOP
- Aviation Fuelling & Into-Plane Guide

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.