

Information to conditions of lease and application for operating a retail outlet:

Airport retailing is a growing market for international airports. The innovative architecture of market places and malls is creating vibrant meeting points in the middle of strongly frequented terminal areas.

Positioning and customer profile

Customers at Frankfurt Airport have a spending power which is above average. They belong to the most demanding customers in the world. The shopping offer and the shopping surroundings of Frankfurt Airport is competing with the most attractive shopping locations in the world.

We demand the highest standards from our tenants: the best service quality, high-quality shop-fitting and well trained staff with professional appearance have to be taken for granted.

Since airport retailing has special framework, as the 7 day week and long opening hours (15 to 24 hours), we will only accept professional retailers as operators. For this reason, we have special demands for potential tenants:

1. Operator demands

- Perennial experience in retail operation
- Distinct entrepreneurship
- Liquidity

2. Operational demands

- On-site manager as contact person
- Seven day week and minimum opening hours
- Takeover of all construction and reconstruction costs, as well as all costs for the development of infrastructure as long as it will exceed the basic configuration.

3. Demands for shop staff

- Exceptional knowledge of industry and products
- Fluid language ability in German, English and preferably one other language
- High flexibility and stress tolerance
- Distinct service orientation
- Staff appearance with fit to shop concept, clear recognizability of staff

4. Creative Demands

- Shop-fitting optimized for assortment
- Shop-fitting with valuable furniture and materials
 - Professional lighting concept
 - Appealing external presentation
 - Construction and operation according to newest fire protection regulations

If you can think of an engagement within these frame conditions, we will look forward to receive your written application. Please consider the following:

- New rentable areas will be rented out only by considering the Fraport concept database. From this database, the suitable concepts for the available space will be picked and the ineligible tenants will be requested to hand in a proposal. In Fraport's request for proposal, additional details will be contained.

A detailed application, as well as certificates regarding the above mentioned demands should be handed in in written form. Please send your documents to:

Fraport AG
Frankfurt Airport Services Worldwide
Handels- und Vermietungsmanagement
Category Management Services, HVM-RC5
60547 Frankfurt am Main