

Inspire

GATE MAGAZINE

GET TO KNOW GATE

THE AIRPORT TECHNOLOGY
NETWORK

SHAPING THE FUTURE OF AIRPORTS

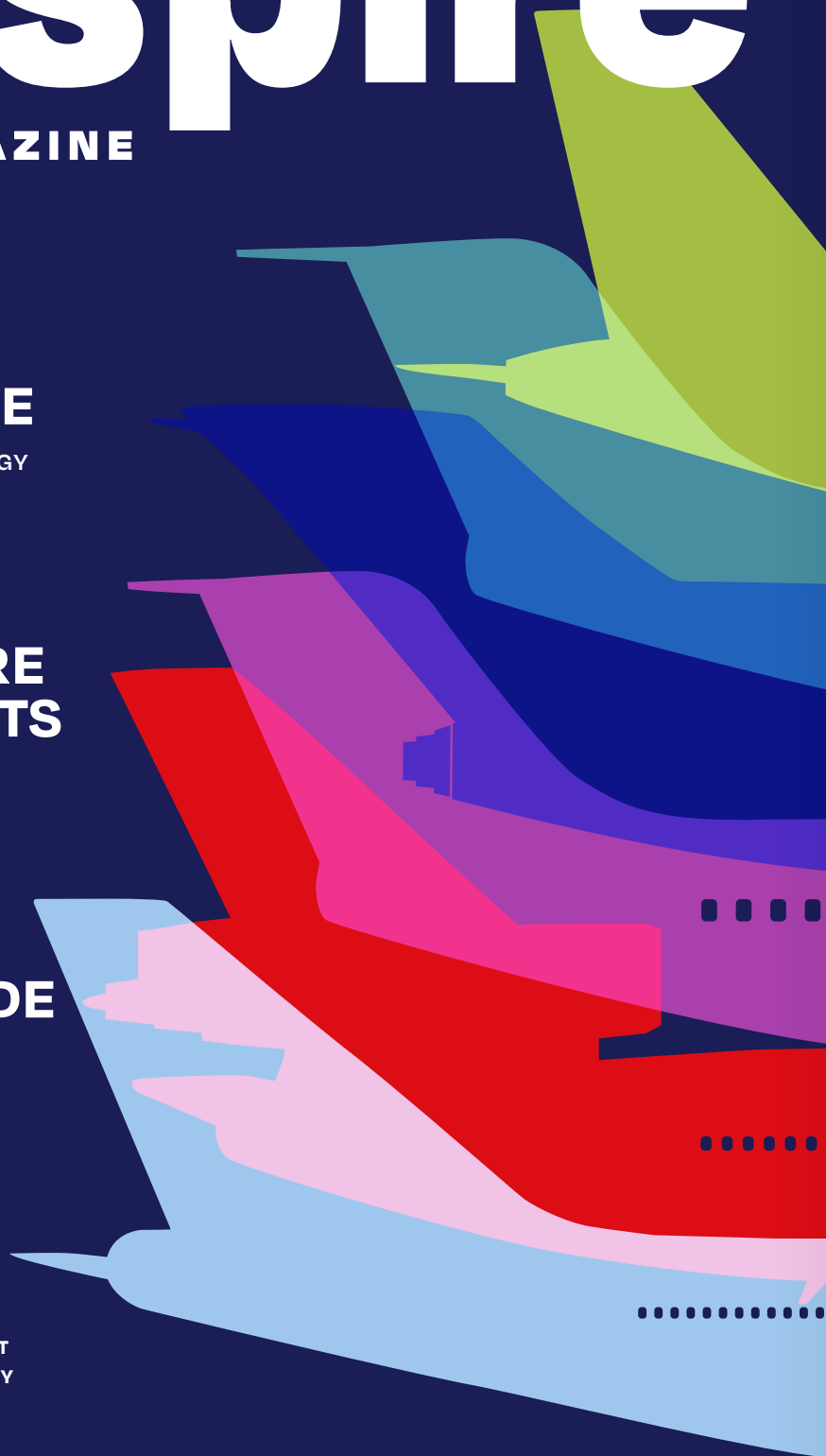
WORKING GROUPS

ENTERING MARKETS WORLDWIDE

EXHIBITIONS &
DELEGATION TRIPS



THE AIRPORT
TECHNOLOGY
NETWORK





Kay Bärenfänger
President GATE

Shaping the Future of Airports and Aviation

Dear Reader,
Aviation and the airport industry face immense challenges. The pressure to make flying sustainable grows as climate concerns intensify, yet air travel must remain affordable for all. As the sector evolves, we need to ask: How can we balance environmental responsibility with accessibility?

At GATE, The Network of the Airport Industry, we believe the future of aviation can only be built through collaboration. As an industry association, our mission is to unite a diverse set of stakeholders—from airports and suppliers to aircraft manufacturers and airlines—to drive meaningful sustainable innovation. Only by connecting the ecosystems of aircraft, airports, and urban mobility can we make real progress toward greener aviation.

Exciting developments are already unfolding in this direction at airports worldwide. Many airports are moving toward fully electrified ground operations, while others are implementing advanced waste reduction and recycling systems to cut emissions at every turn. Innovations like digital control towers and automated passenger management systems not only improve efficiency but also help minimize energy usage.

As we look ahead, our commitment at GATE remains steadfast: to support our members in pioneering sustainable innovations that redefine aviation's role in a changing world. By fostering collaboration and providing platforms for new ideas to take flight, we aim to make aviation greener, more efficient, and accessible for all. Together, we are not just adapting to the future of air travel—we are actively shaping it.

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WELCOME TO GATE

GATE is the world's leading network for airport technologies, with over 100 companies offering innovative and integrated solutions. For over 30 years, the GATE Alliance supports business and product development, providing a source of ideas for global aviation and is a driver of innovation for airport operations.

Our wide range of partners, which includes start-ups, medium-sized enterprises and large corporations, allows us to represent a broad spectrum of expertise and capabilities in the airport industry, from specialized technologies to major infrastructure developments.

All our member companies offer state-of-the-art technologies and solutions for airport operators. Together with our member companies, we address some of the most pressing challenges faced by modern airports. These include solutions to minimize the CO₂ emissions, reduce long wait times, improve baggage handling efficiency, enhance airport security and drive digital transformation.

We connect airports and industry experts to foster innovation and develop solutions for the aviation sector. Our mission is to create a seamless, efficient and sustainable airport experience for all.

FACTS & FIGURES



< 100
MEMBERS
COMPANIES

founded
in Germany

1992

HAMBURG
HEAD-
QUARTERS

Projects at airports
worldwide

< 2,500

Worldwide
each year
present at

5-8
EXHIBITIONS

Innovation partner of

FRA, HAM,
DUS, DXB,
RUH, CVG

5
WORKING
GROUPS

Baggage Handling
Sustainability
Digitalization
Passenger Convenience
Cyber Security

WHY JOIN GATE?

GATE is the largest international network of airport technology suppliers. What's in it for you?



SALES – GENERATE NEW BUSINESS WITH GATE

1. Benefit from our strong network in the airport world
2. Take advantage of our personal matchmaking
3. Participate in our presence at airport events & exhibitions

MARKETING – BOOST YOUR AWARENESS WITH GATE

1. Publish your company's services through our communication channels
2. Benefit from our well-known brand reputation
3. Enjoy our open and supportive community

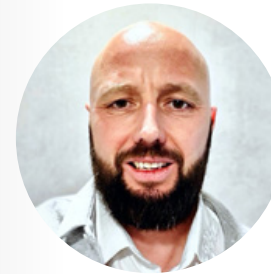
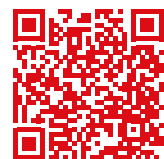
INNOVATION – DEVELOP FRESH IDEAS WITH GATE

1. Join our airport working groups
2. Attend our trainings & conferences
3. Collaborate with our innovation partner airports

OUR SERVICES INCLUDE

- Exhibitions
- Conferences
- Delegation trips
- Airport days
- Matchmaking
- Brand package
- Working groups
- Networking dinner
- Social media
- Market information

REGISTER NOW



"GATE not only supports our business growth through access to cutting-edge industry knowledge and networking opportunities, but also enables us to influence the development of global standards and technological advancements in airport infrastructure."

Evgeny Rekling
Airport Automation/Global
Industry Manager, SICK



"We make active use of the various program offered by the association. Foreign trade fairs that we couldn't or wouldn't attend on our own are much easier to organize as a team. The delegation trips to interesting new markets also give us access to contacts and decision-makers that we would not be able to meet on our own."

Ingmar Krupp Head of Airport
Division, Kusch+Co by Nowy Styl



"As a GATE-member we have experienced firsthand the immense value of participating in international exhibitions. This association has not only amplified our global presence but also connected us with key industry leaders, driving innovation and growth."

Birgit Mösl
Key-Account-Managerin, motion06

LENZE TAKES OFF WITH GATE

How joining the Association opened new doors for the drive and automation specialist in the global airport business.



Tim-Oliver Ricke
Global Industry Manager
of Material Handling &
Logistics, Lenze SE



Stephanie Schultz
Global Communication and
Marketing Manager of
Material Handling &
Logistics, Lenze SE

INTERVIEW

Since joining the GATE Association, Lenze has been on the move. While their drive technology has long been used in airports, it wasn't until becoming a member in 2017 that they shifted focus to the airport industry. Exciting projects, innovative workshops, and direct connections with global market players have given Lenze's airport business fresh momentum – perfectly aligning with GATE's vision. From hosting the annual general assembly at Lenze's

headquarters to the IndiAirport in India, the synergy between members and the chance to actively shape the future of aviation have made Lenze an essential part of the network. Curious to see what new doors GATE has opened? Lenze reveals all in the interview.

Why did Lenze join GATE?

TIM-OLIVER RICKE: Our drive and automation technology has always been used in airport environments, but until

2017, we hadn't treated this industry as a dedicated focus area. That changed when we joined the association in the same year. We first made connections through GATE's shared booth, and were quickly convinced by the association's concept and vision. One of the major benefits is that GATE brings together members from different areas of the airport industry, enabling easy and productive exchanges.

Member since

2017



↑ Networking at the GATE joint stand: Sascha Goly (Forbo), Tobias Haardt (Flexco), Tim-Oliver Ricke and Stephanie Schultz. Lenze has been an exhibitor at the Passenger Terminal Expo for many years.



↑ Lenze often takes the opportunity to exhibit on a joint stand – here at the IndiAirport.

"Over the years, we've developed a great relationship with the association's board, where we can openly discuss new ideas."

Stephanie Schultz, Lenze SE



→ GATE president Kay Bärenfänger on a visit to Lenze in Aachen.

What have been Lenze's GATE highlights in recent years?

STEPHANIE SCHULTZ: One major highlight was hosting the annual general assembly at Lenze's headquarters in 2022. This event happened during our 75th anniversary, giving us the opportunity not only to showcase our company to GATE members, but also to engage in in-depth professional exchanges during various workshops. I vividly remember our Board's presentation, "Data Meets Reality – Using the Right Data for Sustainable Energy and Process Efficiency," which sparked rich discussions throughout the day. It was a fantastic atmosphere and an unforgettable experience. Another highlight was certainly our participation in GATE FUTURE in Berlin, where we conducted a workshop on "Future DC Networks in Airports (DC Industries)" that fostered great discussions with industry experts.

How has GATE membership impacted Lenze's airport business?

TIM-OLIVER RICKE: Networking within the association is a key component for establishing and strengthening connections. Last two years, Lenze exhibited at the first

IndiAirport Shows on the shared GATE stand, and we plan to do so again this year. The trade fair, launched by GATE and German and Indian partners, aligns with India's ambitious growth plans in aviation. The event brought together excellent national and international contacts, benefiting all participating companies. This dynamic also provided our colleagues in India with a new perspective on the market and our customers. Last year, GATE organized a delegation trip ahead of the fair, which we participated in. It opened doors, and we are now eagerly looking forward to what lies ahead.

Can you give an example of how networking within GATE has led to a successful partnership or project?

STEPHANIE SCHULTZ: The association thrives on active member participation in trade fairs and events, and we've embraced that from the start. Over time, we've built a trusted network and a strong reputation, establishing ourselves as an active player in the industry. We're now more deeply connected, with better insight into where projects and updates are hap-

pening, and we sometimes work with our customers to secure new projects. The network has allowed us to develop the expertise and trust needed to discuss on equal terms with all parties, positioning us as a valuable partner.

Are there any GATE initiatives, events, or fairs where Lenze has actively participated?

STEPHANIE SCHULTZ: I think Lenze can definitely be considered an active member, as we try to attend many of GATE's events. These events provide fresh insights and perspectives that we can apply in our daily work. Over the years, we've developed a great relationship with the association's board, where we can openly discuss new ideas, such as for events. We really appreciate the fact that members can get involved in shaping GATE's activities. We've been attending the Passenger Terminal Expo, 2023 the ACI North America Annual Conference and Exhibition, and IndiAirport for years, and we plan to further expand our international presence in the future.

Can you briefly explain the benefits of participating in these events?

TIM-OLIVER RICKE: The shared stands at trade fairs offer many advantages. From planning and organization to catering at the stand and marketing support – everything is taken care of. The surrounding program also draws attention, attracting customers and other industry participants to the booth. These shared spaces allow us to attend specialized trade fairs with a manageable investment.

What are your wishes for the future of GATE's work?

TIM-OLIVER RICKE: Expanding the international presence is definitely one of the key focus areas, as most of the industry's growth is currently driven by projects outside of Europe. Partnerships with India, China, and the USA are already a good strategic direction, and we believe these should be further developed and solidified. More events involving airport operators would also be a great goal, as all association members are keen to minimize environmental impact. Achieving this requires close cooperation with all stakeholders, from suppliers to planners, contractors, and operator.



↑ Factory tour at Lenze as part of the GATE Annual General Assembly.



↑ Tim-Oliver Ricke in an interview at the innovation forum GATE FUTURE.

Would you like to take your airport business to new heights with a GATE membership?

Join us and be part of our network!

www.gate-alliance.com/members/membership

IDEA-GIVERS FOR INTERNATIONAL AIRPORTS

Meet GATE at Exhibitions Worldwide



GATE, The Airport Technology Network, shows its presence alongside its members in the industry's key markets. We are active in North America and Europe and have been a consistent presence at trade shows in Asia for many years. At many exhibitions, we have a joint stand with our member companies or participate in a German Pavilion.

"For COBUS, global trade shows are indispensable for entering into direct dialogue with airports, operators and partners. Innovation comes from dialogue - and together with GATE, we bring our solutions to where they are needed. Whether in Europe, Asia or North America - sustainable and efficient airport mobility is a global issue that we are actively involved in shaping."



Patricia Vasconcelos
CEO, COBUS Industries,
Vice President, GATE

Gateway to Global Markets



We offer our members a wide range of services around exhibitions:

Even in the age of digitalization, exhibitions and conferences are still the place where decision-makers meet, contacts are made, and business is done. That is why GATE and its member companies are represented at all relevant leading trade fairs for the airport industry.

↑ Jens Reinhard, Managing Director GATE, in dialogue with Dr. David Wolfmeyer, BMWK, and Jörn Holtmeier, AUMA.

- The community area of our stands is always open to all members for meet & greets, catering and usually a speakers corner and evening programme. All our members are featured on screens and displays.
- In most cases we arrange a GATE joint stand to simplify the organization for the exhibitors, to have a strong presence at the show and to share costs.
- In many occasions the joint stand is supported by the German government and runs as the German Pavilion. Non-German members can be provided with a stand in the immediate neighbourhood.
- If you would like to exhibit at the show yourself, you can use our GATE branding and marketing material.

GATE spoke with Jörn Holtmeier about AUMA's Role in the trade fair industry and the future trends in the sector.



Jörn Holtmeier
Managing Director, AUMA

INTERVIEW

Does it still make sense to exhibit at trade fairs in our digital age?

JÖRN HOLTMEIER: Exhibitions are an incredible opportunity for B2B companies to really shine! They let you show off your products, connect with decision-makers, and generate top-notch leads. Plus, they make your brand super visible, strengthen your industry relationships, and let you engage with potential clients in a way that digital marketing just can't match. And that's not all – trade shows put your company on the map as an industry leader, opening doors to explore new markets and establish global connections.

What trends and developments are currently shaping the trade fair industry?

I'm sure you'll agree that the future of trade fairs is going to be exciting! There are

three key trends that I think will really shape things going forward: experience orientation, artificial intelligence (AI) and sustainability.

I'm thrilled to see that the experiential nature of trade fairs is becoming increasingly important, with immersive presentations, live events and side activities playing a greater role. It's so inspiring to see how AI-based solutions are optimizing processes, improving networking and enabling a personalized visitor approach. And it's great to witness the increasing focus on sustainability, with organizers putting so much effort into environmentally friendly concepts in order to meet the expectations of exhibitors and visitors.

GATE has been a long-standing member of AUMA.

What are the advantages of belonging to you?

Here at AUMA, we're all about representing the interests of the trade fair industry. We're dedicated to supporting exhibitors, visitors, organizers, and service providers. As a central industry association, we're here to promote knowledge exchange, make markets more transparent, and help innovative companies get the most out of exhibitions through our research, marketing, and advocacy.



AUMA is the organization that supports the participation of German companies in international trade fairs. In collaboration with the Federal Ministries for Economic Affairs and Climate Action (BMWK) AUMA helps companies attend these events.

www.auma.de/en/

Investments in Digitalization & Sustainability

EUROPE'S KEY TRADE FAIRS FOR AIRPORT TECHNOLOGY



↑ The perfect place to network: the GATE joint stand.



📍



Airport technology and services

📍

Munich

📅

Every two years



📍

Passenger Convenience

📍

Changing location within Europe

📅

Annually

Europe's airports operate on a different level: they're not just transit points but high-tech hubs, investing heavily in digitalization and sustainability. As global crossroads essential for both passenger and cargo traffic, they're unique and lead in key airport innovations. Despite economic dips and crises, the European airport market is resilient, with rising passenger numbers and strong growth forecasts.

One major trend: sustainability. Airports push hard toward climate neutrality, creating big opportunities for suppliers with eco-friendly tech. From carbon-neutral ground vehicles to energy-efficient baggage handling systems, demand is high for sustainable solutions.

Digital innovation is also urgently needed. Smart tech that boosts efficiency and comfort like touchless check-ins and self service solutions is requested.

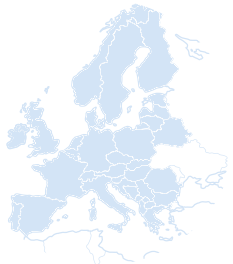
The takeaway? Europe's airports offer rich opportunities for suppliers focused on sustainability and innovation. Those who secure a foothold here are set to soar.

GATE JOINT STANDS AT OUR KEY TRADE FAIRS

Our European industry trade fairs offer the best opportunity to connect directly with airport decision-makers and showcase the latest products and solutions from the industry. For example, GATE has a shared history with the leading trade fair inter airport Europe. The

association was founded through and, in a way, by the fair itself. The inter airport Europe was first held in 1977. Since then, it has become one of the leading trade fairs worldwide for airport technology and infrastructure. It serves as a major platform for innovations and solutions in the aviation industry.

Another important date in the GATE trade fair calendar is the Passenger Terminal Expo. It is held annually at different locations around the world. The show and the conference provide the most significant opportunity for airports and airlines to debate current issues and form business relationships.





📍

Ground Support Equipment

📍

Changing location within Europe

📅

Every two years

Another important exhibition within Europe is the GSE Expo, which takes place every two years and features the latest ground support equipment on a large outdoor area.

- ← Discussions with airport representatives and exhibiting GATE members.
- ✓ Kay Bärenfänger at the opening ceremony at inter airport Europe.
- ↓ GATE members present their apron solutions and products at the GSE Expo in Lisbon.



Middle East's Largest Aviation Developments

THE BEST PLACE TO NETWORK,
THE NEW SHOW IN RIYADH





Airport Development in Saudi Arabia



Riyadh



Annually



↑ The Capital Market Authority (CMA) Tower stands as a symbol of the Saudi Vision 2030 modernization strategy.

↓ Raed Al-Idrissi, CEO Matarat Holding visits the GATE Pavilion at the Saudi Airport Show in Riyadh.



Saudi Arabia's airport market is undergoing a significant transformation, fueled by growth in air traffic and ambitious infrastructure projects. This growth is supported by new initiatives such as the development of King Salman International Airport in Riyadh, which is set to become the world's largest airport by passenger capacity. The airport will initially handle 120 million passengers annually, with projections to grow to 185 million by 2050. The project is part of Saudi Arabia's Vision 2030, which aims to diversify the economy and foster the growth of tourism and logistics. These developments position Saudi Arabia as a rising hub for global aviation, with both passenger growth and cargo volumes showing strong expansion. The country's continued investment in infrastructure and airport facilities promises to further solidify its role as a key player in the international aviation market. By engaging with decision-makers, industry experts, and potential clients at the Global Airport Forum, GATE can facilitate valuable business partnerships and expand the reach of German airport technologies in a key international market.



↑ Dubai expands Al Maktoum International into a mega airport.



↑ His Highness Sheikh Ahmed bin Saeed Al Maktoum, President of the Dubai Civil Aviation Authority, Chairman of Dubai Airports, Chairman and Chief Executive of Emirates Airline and Group, and GATE President Kay Bärenfänger.

Join the UAE's Aviation Evolution







Airport industry in the Middle East, Africa and South Asia region



Dubai



Annually

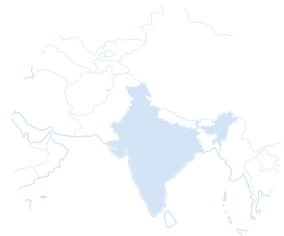
VISIT US AT AIRPORT SHOW DUBAI

The UAE's airport sector is thriving with large-scale expansions and innovative infrastructure projects. Dubai is at the heart of this transformation, with the ongoing development of Al Maktoum International Airport (DWC), a project worth AED 128 billion, set to become one of the world's largest airports once completed. This is in line with Dubai's broader strategy to remain a global leader in aviation, leveraging its position as a hub for both international travel and trade. The continued success of Emirates, the world's largest long-haul airline, highlights the UAE's dominance in air transport. The air-

line reported record profits, further reflecting the growing strength of the region's aviation market. Alongside this, the Airport Show Dubai brings together over 150 global exhibitors, highlighting cutting-edge airport technologies and solutions, creating opportunities for collaboration and growth. For GATE members, participating in the Airport Show Dubai offers a valuable chance to engage with key industry leaders, explore emerging trends, and position German airport solutions at the forefront of this dynamic region. With the UAE continuing to lead in aviation advancements, the exhibition serves as the perfect platform to showcase innovative products and strengthen connections within the Middle East's thriving airport market.

India's Skyrocketing Airport Boom

NEW TRADE SHOW
IN NEW DELHI



↑ Tradition meets modernity: Light Lamping Ceremony at the IndiAirport

India's airport market is experiencing explosive growth, driven by rising domestic and international air traffic, large-scale infrastructure investments, and government initiatives aimed at improving regional connectivity. With a population of over 1.4 billion, India is one of the fastest-growing aviation markets in the world. The country is projected to become the third-largest aviation market by

2025, with air passenger traffic expected to reach over 500 million annually by the end of the decade. This growth is fueled by a booming middle class, which is driving demand for air travel both within the country and internationally.

As the demand for air travel continues to soar, the Indian airport sector presents significant opportunities for technology providers, construction firms, and service suppliers. With extensive modernization projects underway, India is on track to become a global aviation powerhouse, reshaping the landscape of air travel in Asia and beyond.

In support of this rapid growth, the German Federal Ministry of Economic Affairs and Climate Action continues to back German exhibitors with a dedicated German Pavilion, at the IndiAirport - a trade fair in which GATE is involved as a supporting partner.

IndiAirport



📍 Innovation & Technology Solutions

📍 New Delhi

📅 Annually

Southeast Asia's Rapid Ascent in Global Aviation

GERMAN PAVILLON
IN SINGAPORE



**inter
airport**
south east asia



📍 Innovation & Technology Solutions

📍 Singapore

📅 Every two years

Southeast Asia's airport market is one of the fastest-growing in the global aviation sector, driven by rising populations and increased demand for air travel across its 700 million residents. Key countries such as Singapore, Malaysia, Thailand, Indonesia, the Philippines, and Vietnam, as well as smaller nations like Brunei, Cambodia, Laos, and Myanmar, all contribute to this rapid expansion.

In recent years, the region has become a major global aviation hub, fueled by large-scale investments in airport infrastructure. Singapore leads with Changi Airport's ongoing expansions to handle more passengers, while

Thailand is upgrading its Bangkok and Phuket airports to meet high tourism demand. Vietnam is also enhancing its capacity with new airport projects and terminal upgrades.

inter airport Southeast Asia influences and accelerates this transformation by crafting a unique, 3-day airport trade show for the region. GATE regularly participates in this trade fair in the format of the German Pavilion.

↓ Jewel Changi Airport is the centrepiece and latest addition to Singapore's world-renowned Changi Airport



Unstoppable Growth: North American Airports

GATE GOES WEST



↑ Presentations by industry leaders at the ACI conference.

↓ Happy GATE member: Muhammad Adeel at the GATE joint stand.



North American airports witness an increase of passenger traffic. 2023, overall passenger traffic increased by 11.9%, international passenger traffic saw an increase of 27.9%. Additionally, domestic passenger traffic showed continued recovery with a growth of 9.5% compared to 2022 (Source: ACI North America Annual Report 2023). Airports in the United States collectively need \$151 billion over the next five years in order to meet their infrastructure needs. Aging airport infrastructure needs to be replaced, and capacity must be incrementally added to the system to cope with growth in both passenger and cargo traffic. Investments in technology and sustainability Airports in North America are increasingly investing in technologies to improve operational efficiency and the customer experience, such as automated systems for passenger processing and security controls. In addition, sustainability is an emerging priority: many airports are planning invest-



↑ Toronto - Host of the ACI North America Conference and Exhibition 2025

ments in eco-friendly initiatives, such as zero-emission vehicles, green energy sources, and low-carbon buildings. For example, Los Angeles International Airport (LAX) aims to achieve carbon neutrality by 2045. To facilitate entry into the North American market, GATE has been presenting itself with a joint stand at the ACI North America Annual Conference and Exhibition for several years.

The ACI North America Conference and Exhibition is a key event for airport professionals, offering a platform to discuss the latest trends, innovations, and challenges in the airport industry. It provides valuable networking opportunities and showcases cutting-edge solutions that drive efficiency, sustainability, and customer experience improvements across North American airports.

Are you also interested in the North American airport market and would like to showcase your company at the ACI-NA Annual Conference and Exhibition?

Please get in touch with us!
www.gate-alliance.com



Latest Industry Solutions

Changing Locations within North America

Annually

Bridging New Horizons in Emerging Markets

MARKET DEVELOPMENT THROUGH DELEGATION TRIPS

GATE continues to pave the way for its members to access new markets through targeted delegation trips across the globe. By selecting destinations with high growth potential and dynamic developments, GATE ensures that its members are at the forefront of emerging opportunities.

"With the rapid increase in passenger traffic and substantial airport modernization projects, we have turned our focus to Asia, particularly Saudi Arabia and India," explains Jens Reinhard, Managing Director of GATE. These nations are undergoing significant expansions in their airport infrastructure, positioning them as key markets for future

exploration and partnerships. In collaboration with trusted local partners, GATE's program includes visits to innovative companies and major airports. The goal is clear: to build strong connections with potential business partners, fostering new opportunities for the association's members and the broader industry.



↑ The GATE delegation visited the airport operator Adani Group.

TAKING FLIGHT IN INDIA: AIMING FOR THE SKIES

India's aviation sector is poised for explosive growth, with plans to build 50 new airports in the next five years and an ambitious vision of 200 additional airports in the next two decades. Key projects such as the Navi Mumbai International Airport (Adani Group) and Manohar International Airport (GMR) stand as testaments to this forward momentum.



↑ Adani Group, headquartered in Ahmedabad, manages eight airports in India.

During GATE's delegation trip, members engaged with major players including GMR, Adani Group, the Airport Authority of India, and Pawan Hans Helicopter Limited. These discussions shed light on the vast array of upcoming projects, cutting-edge technology needs, and supplier opportunities that will



↑ In Saudi Arabia, the GATE members had the opportunity to present their portfolio.

define India's future aviation landscape.

SOARING SUCCESS IN SAUDI ARABIA

GATE's delegations trip to Saudi Arabia since 2023 are always a success. 2024, Over two action-packed days at the Saudi Airport Expo, GATE and GESALO (German-Saudi Arabian Liaison Office for Economic Affairs) co-reated a program that offered an in-depth look at the region's booming aviation industry. The journey commenced with strategic briefings, providing an essential backdrop of Saudi Arabia's economic and political framework. Subsequent meetings with industry giants like Matarat, Riyadh Airport, and GACA centered around Vision 2030, which envisions transforming the country into a global aviation hub capable of handling 330 million passengers annually. The second day featured site visits to key companies such as SAL and SGS, focusing on innovation and process optimization in line with Vision 2030. Jeddah Airport also showcased its ambitious expansion plans, with a special emphasis on supporting the influx of Hajj pilgrims, underscoring its strategic importance in the region.



↑ Getting market insights from GESALO before the delegation trip to Riyadh and Jeddah.

GATE Airport Days



Connect and Gain Insights from Decision-Makers

In a time when the airport sector is facing ever-growing challenges – from technological advancements to increasing passenger numbers and complex security requirements – close collaboration between airports and suppliers is crucial. GATE is responding to these developments by enabling its members to gain on-site insights into airport operations.

With the GATE Airport Days, an innovative event format has been launched to intensify exchange. Direct dialogue with decision-makers on-site accelerates knowledge transfer and creates new business opportunities.



"We look forward to continuing this successful event series and fostering on-site dialogue with airports in the future. Feel free to reach out if you'd like to participate."

Kevin Fischer
Head of Innovation, GATE

SUCCESSFUL START IN BERLIN AND LISBON

The inaugural GATE Airport Days took place at Berlin Brandenburg Airport (BER). Led by Roland Böhm, Head of Operations Planning and Development, and Stephan Wollschläger, Head of Process and System Operations, participants gained insights into the airport's daily operations. A tour of Terminals 1 and 2 highlighted recent developments, including the airport's takeover of passenger and baggage screening, increasing capacity by 10% in early 2024. Innovations like "BER Runway," "BER Traveler," and "BER Biometrics" focus on enhancing the passenger experience. The day ended with a discussion round at the Berlin-Brandenburg Airport Center, providing valuable insights for both members familiar with BER and those not yet involved.

The second GATE Airport Day took members to Lisbon. Humberto Delgado Airport serves as a crucial hub for the Portuguese airline

TAP Air Portugal. Many flights from Europe to South America and Africa pass through Lisbon, making the airport a strategically important junction. Our delegation had the opportunity to tour the apron area. Additionally, we visited the baggage handling system (BHS) and the BHS Control Room. The focus here was on logistical challenges and optimizing baggage flow, a key factor for the smooth operation of an airport. Participants gained exclusive insights into the processes at Humberto Delgado Airport.

↓ Successful events in Lisbon and Berlin.



MORE AIRPORT DAYS ARE COMING ...

Keep an eye on our channels for updates on the next destinations – Munich, Copenhagen and Istanbul are in the pipeline.



GATE FUTURE

Green, digitalized, innovative – the future of aviation and airports can be described in a few words. But the road to this goal can only be mastered if all the all those involved exchange ideas and experiences. GATE, The Airport Technology Network, therefore invites annually to its innovation forum GATE FUTURE in Berlin.



The complexity of the aviation and airport industry challenges GATE and its members every day. Not only increasing environmental requirements for the air traffic of the future, but also the increasing international competition pose new challenges for the aviation industry. At the Innovation Forum, we look beyond the end of our noses. Representatives of airports and their most important suppliers develop and formulate joint visions on much-discussed industry topics. Large enterprises such as Telekom and Airbus share their expertise and technology start-ups contribute new ideas.

GATE FUTURE focuses on sustainable developments and new technologies that increase the efficiency of airport processes and passenger experience. Topics such as digitalization, automation, artificial intelligence in baggage handling, hydrogen propulsion, airport design or energy efficiency will be explored in depth in workshops that take place throughout the day. Hear from industry leaders as they participate in panels and keynote speeches, and be inspired.

After the official program, at the joint dinner, GATE is looking forward to an inspiring networking with all participants.



"The GATE FUTURE workshops encourage dialogue between airports and suppliers. This is the platform for creating authentic and long-term contacts."

Miriam Schönrock
Head of Marketing, GATE

THE INNOVATION FORUM OF THE AIRPORT INDUSTRY

- + Keynotes
- + Panel Discussions
- + Workshops
- + Networking Dinner



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www.gate-future.de

← Jens Reinhard and Miriam Schönrock host the annual event, which is attended by numerous GATE members and representatives of the airport and aviation industry.

Revolutionizing Airports with Digital Innovation

Digitalization has revolutionized almost all industries in recent years, and the aviation sector is no exception. In a world where efficiency, security, and customer satisfaction are top priorities, digital technologies play a crucial role. From automated check-in counters to biometric security checks, digitalization has made airport processes more efficient and passenger friendly.

↓ Visual technologies for digitalization, provided by GATE member Barco.



Modern airports rely on a variety of technologies, including the Internet of Things (IoT), Big Data, blockchain, and 5G networks. These technologies enable seamless communication between different systems and improve operational efficiency. For example, IoT sensors are used to monitor the condition of aircraft and infrastructure in real time. Airports such as Dubai International Airport and London Heathrow are considered pioneers in digital transformation. Dubai uses biometric facial recognition to identify passengers from check-in to boarding, while London Heathrow uses AI-powered systems to optimize baggage handling.

AI has the potential to fundamentally transform the aviation industry. From passenger processing to aircraft maintenance, the applications are diverse. AI-powered systems can predict maintenance needs by analyzing data from sensors and historical maintenance logs. In passenger processing, AI enables the automation of processes such as passenger identification or baggage tracking. While AI increases efficiency and reduces costs, there are also challenges, such as data privacy concerns and the need for continuous updates to algorithms.

As AI continues to revolutionize aviation, another powerful technology is gaining traction: the digital twin. A digital twin is a virtual representation of a physical object or system. In the aviation industry, this technology is increasingly being used to optimize operational processes. A digital twin collects data from the real world and simulates various scenarios to support decision-making. For example, a digital twin of

an airport can be used to analyze the impact of construction work on passenger flow. At Singapore Airport, a digital twin is used to optimize maintenance processes and minimize downtime. This technology helps reduce operating costs and increase reliability. Cloud technologies offer airports numerous advantages, including scalability, flexibility, and cost efficiency. By using cloud solutions, airports can adapt their IT infrastructure flexibly and analyze data in real time. This is particularly important for handling peak times, such as during the holiday season. Amsterdam Schiphol Airport relies on cloud-based systems to improve collaboration among various stakeholders and increase efficiency.

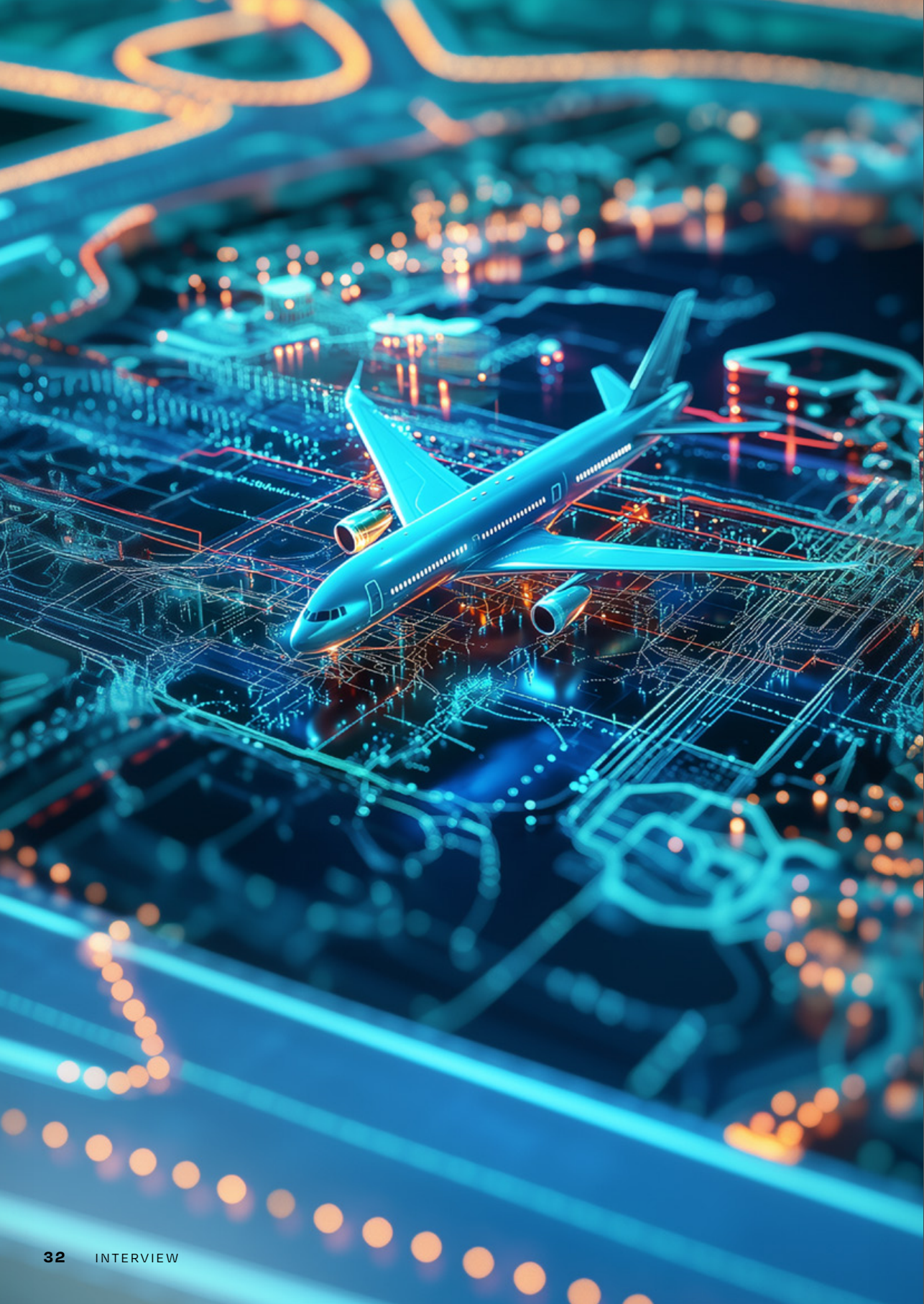
↓ GATE member Telekom hosted a meeting of the Working Group Digitalization at CXC Customer Xperience Center.



JOIN OUR WORKING GROUP

Digital transformation is not a destination but an ongoing process. Are you interested to discuss the challenges and opportunities among experts?

CONTACT: kfischer@gate-alliance.com



How Fraport is Driving Innovation, Digitalization, and Sustainability

Innovation is a key driver of transformation in the aviation industry. Airports must balance efficiency, sustainability, and an ever-improving passenger experience while integrating cutting-edge digital technologies.

INTERVIEW

Fraport AG, as one of the world's leading airport operators, has embedded innovation at the core of its Fraport.2030 strategy. To gain deeper insights into Fraport's innovation roadmap, Kevin Fischer from GATE spoke with Claus Grunow, Vice President Corporate Strategy & Digitalization, Fraport about how the company is leveraging digitalization, automation, and AI to shape the future of airport operations.

What role does innovation play in Fraport's corporate strategy?

CLAUS GRUNOW:

Innovation is fundamental to our Fraport.2030 strategy. The aviation industry is evolving rapidly, and we must continuously enhance operational efficiency, improve customer experiences, and achieve sustainability goals. This requires not only technological advancements but also fostering a culture of



"... collaboration between Fraport, start-ups, and organizations like GATE will be vital in defining the next era of airport operations."

Claus Grunow

Vice President Corporate Strategy & Digitalization, Fraport

collaboration and creative problem-solving.

What internal structures and processes has Fraport established to foster innovation?

In 2021, we launched the Digital Factory to accelerate digital transformation. It operates as an interdisciplinary hub where teams develop and test new solutions in three-month project cycles, often as Minimum Viable Products (MVPs). So far, we have initiated over 68 projects, with at least one new project launching every month. Another key initiative is our Open Pitch Day, which invites startups and external partners to present their innovations, allowing us to identify and integrate the most promising ideas quickly.

How does Fraport integrate digital technologies such as AI and Big Data into its operations?

AI and Big Data are playing an increasing role in enhancing airport operations. One great example is FraportGPT, an AI-powered chatbot that assists employees in accessing information quickly and efficiently. Our AI@Fraport initiative is focused on

streamlining processes and transforming the work environment. AI is used in flight route optimization, automated check-in and security procedures, and predictive maintenance, among other areas.

What digital innovations have been introduced in recent years to enhance the passenger experience?

We have developed the FRA SmartWay system, allowing passengers to book security check time slots in advance, reducing wait times significantly. At Ljubljana Airport, we implemented TurnaroundControl@LJU, an AI-driven software solution that optimizes turnaround processes. These innovations help improve efficiency, increase punctuality, and enhance customer satisfaction. Fraport, FraAlliance, and Aviation Solutions also launched a pilot project to implement the Short Connection Pass. This collaboration aims to significantly enhance the transfer experience. Passengers with limited transfer time between flights can now pick up a Short Connection Pass in Arrival Area Z at Frankfurt Airport. This pass

grants access to the existing fast lanes exclusively for time-critical passengers. Through this service, Frankfurt Airport offers a faster security check, reducing stress and tension.

Does Fraport collaborate with startups and external technology providers?

Absolutely. Collaboration is a key pillar of our innovation strategy. We have evaluated over 2,000 solution providers and partnered with 61 companies on successful implementations. Through our Venture Clienting model, startups can develop and test their solutions within our operations, helping us integrate cutting-edge technology rapidly.

What trends in digitalization do you see as crucial for the future of aviation?

Automation will be a game-changer. We expect to see autonomous baggage vehicles, AI-powered logistics, and self-driving airport transportation in the near future. AI will continue to revolutionize predictive maintenance, customer interactions, and security processes, making airports smarter and more efficient.



↑ Kevin Fischer and Claus Grunow talk about the latest digitalization projects at Frankfurt Airport.

What long-term goals is Fraport pursuing in terms of innovation and digitalization?

Our long-term goal is to drive sustainability through digital transformation. We aim to create a smart airport ecosystem that optimizes operations while minimizing environmental impact. We are committed to reducing our CO₂ footprint through technology-driven solutions, making airports greener and more passenger-friendly.

What role do GATE members and their products play in

the digitalization of airport operations?

GATE members are essential partners in shaping the future of airport technology. They bring forward-thinking solutions that address industry-specific challenges. From AI-based logistics optimization to smart security systems, the expertise and innovation of GATE companies contribute significantly to our success. We actively engage with these partners to test and implement solutions that improve efficiency and enhance the

passenger experience. By embracing digital transformation, automation, and AI-driven solutions, Fraport is setting new benchmarks for airport efficiency and sustainability. As the aviation industry evolves, collaboration between Fraport, startups, and organizations like GATE will be vital in defining the next era of airport operations.



www.fraport.com

Traditional and Digital Security Measures

Airport security is a central issue that encompasses both physical and digital aspects. Considering increasing threats, airports must continuously develop innovative solutions to protect passengers, employees, and infrastructure.



Physical security at airports is based on passenger screening, technical surveillance systems, and strict access restrictions. Passengers and luggage are checked using X-ray machines, metal detectors, and manual inspections. Video surveillance systems capture suspicious activities. Additionally, biometric systems such as fingerprint or iris scanners ensure access control to sensitive areas. Changi Airport in Singapore employs advanced facial recognition systems to secure access to authorized zones. Although these methods are effective, they have their limitations, particularly in combating digital threats.

Digitalization has revolutionized airport security. Artificial Intelligence (AI), the Internet of Things (IoT), and Big Data enable more precise monitoring. AI-driven systems analyze video footage in real-time, IoT sensors monitor critical infrastructure, and blockchain technology secures freight documents and passenger data. At Los Angeles International Airport, for instance, AI is used for facial

recognition at immigration to identify suspicious individuals early on. These digital solutions complement traditional measures and create a comprehensive security network. While physical security measures are visible, cybersecurity presents an invisible but equally critical challenge. Airports are attractive targets for cyberattacks due to their complex IT infrastructures and large amounts of sensitive data. Possible consequences range from flight disruptions to data breaches. A well-known example is the cyberattack on Atlanta Airport, where multiple IT systems were paralyzed, leading to massive delays and disruptions.

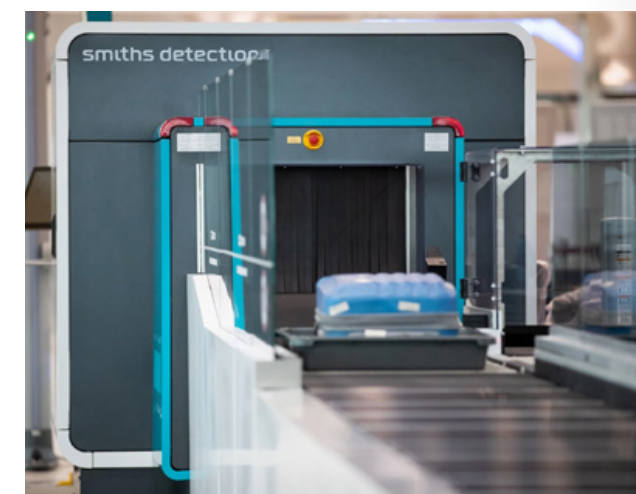
Airports must protect IT systems, networks, and data from unauthorized access, manipulation, and theft. Challenges include ransomware attacks and securing passenger data. The increasing interconnectivity of systems creates new attack vectors. To counter these threats, airports implement firewalls, encryption technologies, and security audits. Specialized Cyber Defense & Security Operation Centers (SOC) monitor networks around the clock, utilizing AI and machine learning to detect threats.

Airport security is a dynamic field that combines traditional and digital measures. While physical security measures remain indispensable, cybersecurity is gaining importance. The integration of modern technologies such as AI, IoT, and blockchain offers new possibilities for threat prevention. The future of airport security lies in the seamless combination of physical and digital solutions to ensure the highest level of safety for passengers, employees, and infrastructure.



"With the working group, we want to create potential for improvement and airport-specific standards for the protection and prevention of IT systems."

Dr. Giovanni Prestifilippo
Chairman of the Board, PRO DV



BECOME PART OF THE DISCUSSION

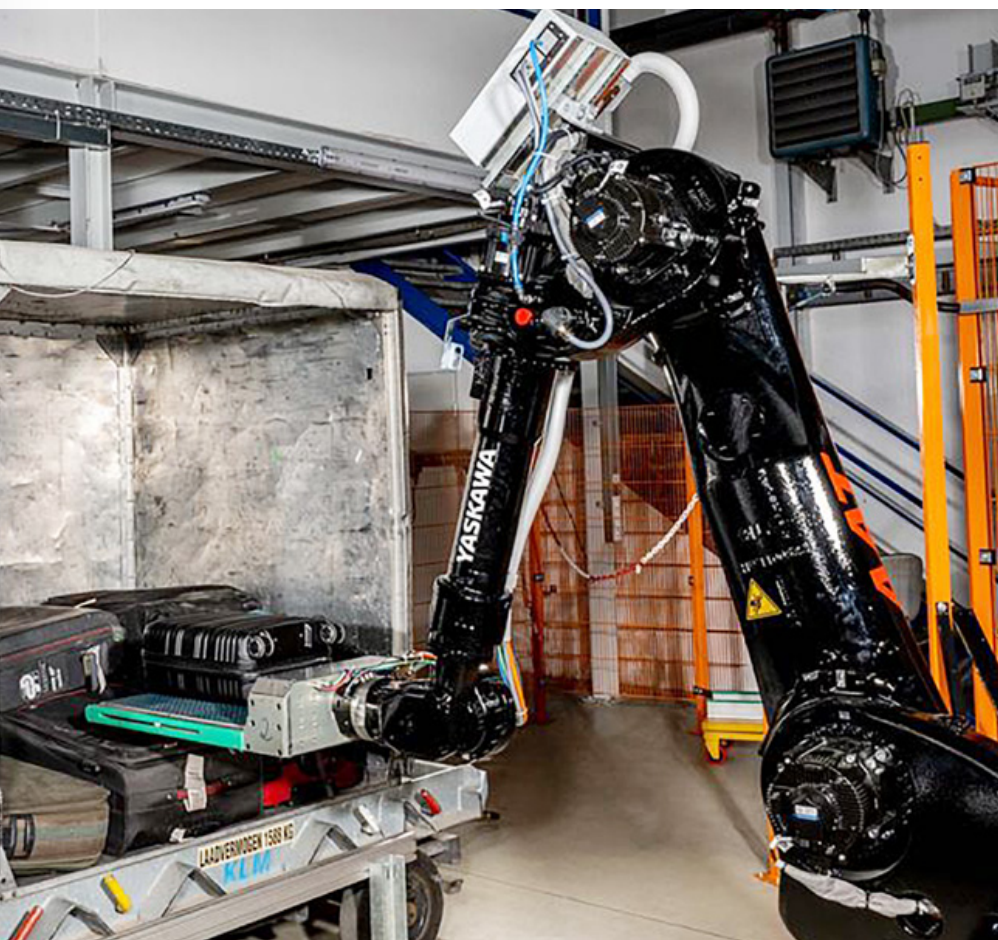
As security remains a top priority at airports, GATE is focusing on this critical issue through its dedicated Cyber Security Working Group.

CONTACT: info@gate-alliance.com

Next-Level Automation

Automation is optimizing airport operations, streamlining processes, reducing human error, and enhancing the overall passenger experience. With the aviation industry witnessing unprecedented growth, the demand for efficient, scalable, and passenger-friendly solutions has never been higher.

↓ Automated baggage loading with AAT robots.



The automation of baggage handling systems is transforming airport logistics. By employing automated sorting technologies, airports can ensure quicker routing of luggage with minimal error rates. Such systems not only enhance operational efficiency but also reduce passenger wait times and the likelihood of misplaced baggage.

Ground operations are also evolving with the adoption of autonomous ground vehicles. For example, Flughafen Paderborn-Lippstadt in Germany is exploring the use of electrically powered, autonomous tugs to maneuver aircraft on the tarmac. These vehicles aim to lower CO₂ emissions, aligning with global sustainability goals while showcasing the future of eco-friendly aviation operations.

Berlin Brandenburg Airport (BER) has integrated an intelligent system utilizing live cameras and AI-based software to optimize aircraft turnaround times. This system analyzes operational data in real-time, providing actionable recommendations to enhance punctuality and operational efficiency, a critical aspect for maintaining smooth airport functions.

The automation of airport operations is reshaping the aviation landscape, driving greater efficiency, reducing environmental footprints, and significantly enhancing passenger satisfaction. By integrating cutting-edge technologies like AI, autonomous systems, and advanced robotics, airports are setting a benchmark for innovation and sustainability. As the adoption of these solutions grows, the vision of fully automated, intelligent airports is becoming an exciting reality, promising a seamless and eco-friendly future for global travel.



"In the Baggage Handling Working Group, we gather new ideas from the participants and pool our ideas. Sometimes this leads to very creative approaches."

Christoph Ofring

Senior Area Sales Manager, Beumer Group,
Vice President, GATE

↓ Marcel Grunenberg from NORD DRIVESYSTEMS (left), who leads the working group, is eager to explore new approaches.



CONTRIBUTE YOUR EXPERTISE

Our working group regularly exchanges ideas both in person and online on the latest developments in baggage handling automation.

CONTACT: info@gate-alliance.com

Cutting Emissions, Saving Resources, Leading Change

As global travel rebounds, the aviation industry is more committed than ever to addressing its environmental impact. Airports and aircraft manufacturers are leading the charge with innovative technologies aimed at reducing emissions, conserving resources, and integrating renewable energy.



↑ The Vega electric airport bus from GATE member COBUS Industries is designed for emission-free and low-noise operation.

While the development of hydrogen-powered aircraft is progressing, with operational models expected by 2035, it is already clear that airports must prepare for these changes. The shift to hydrogen requires substantial investments in new infrastructure, particularly in hydrogen storage and refueling systems. In the meantime, the use of Sustainable Aviation Fuel (SAF), derived from biomass and waste, is an important step to significantly reduce CO₂ emissions and operate existing aircraft fleets sustainably.

However, airports themselves must not only respond to new aircraft technologies but also drastically adapt their operational practices and infrastructure to meet increasing sustainability demands. This includes not only the use of renewable energy sources like solar and wind power but also the implementation of innovative technologies that optimize energy consumption and reduce waste.

Modern airport terminals are increasingly adopting energy-saving technologies, such as LED lighting, smart ventilation systems, and heat recovery systems. These technologies help reduce energy consumption and improve the environmental footprint of airports.

Electrification of ground vehicles, such as baggage carts and pushback tractors, is also a key step in reducing emissions and noise. Furthermore, the airport industry is investing more in hydrogen as a clean energy source and implementing water treatment systems and rainwater harvesting to optimize water usage. These measures are not only environmentally friendly but also economically advantageous, as they can help reduce operating costs in the long run.



"Electrification is key to the airport industry's future. As GATE's new VP for Sustainability, I am dedicated to advancing modern drive technologies and low-emission solutions."

Dr. Christoph Ebert
CEO E.ON Drive,
Vice President, GATE

↓ The DHM 090 Hydrogen GPU from Dynell represents a significant step towards a more sustainable and efficient ground power solution for airports worldwide.



JOIN OUR WORKING GROUP

In our Sustainability Working Group, we're focusing on water conservation, reducing noise, electrification, and exploring ways to harness more sustainable energy.

CONTACT: kfischer@gate-alliance.com

Green Horizons

Hamburg Airport is raising awareness of green alternatives across the industry. The airport's commitment doesn't end on the premises. A conversation with Jan Eike Blohme-Hardeggen, Head of the Environment Department, and Julian Klaaßen, his deputy and Project Manager Net Zero 2035



INTERVIEW

Today we focus on the environmental aspect and your net zero strategy. Hamburg Airport has been working on sustainability for a long time and has ambitious goals. Can you elaborate on what you have done in recent years?

JAN EIKE BLOHME-HARDEGEN: Since our Airport Carbon Accreditation baseline year in 2009, we have significantly reduced our carbon footprint through measures such as fleet conversion, new HVAC systems, green power purchases, and efficiency projects. We also introduced APU restrictions for aircraft to achieve additional emissions savings. We also offset our internal business travel through reforestation activities, and are taking several approaches to comprehensively address the issue of sustainability.

JULIAN KLAASSEN: Compared to other companies, we have

been addressing environmental and sustainability issues for 30 years. Initially, we focused on protecting employees on the apron. We took measures to reduce noise and pollutant emissions at an early stage. Our commitment has evolved and intensified over time.

Through your measures, you have managed to be CO₂ neutral since 2021. What exactly does that mean, and what is the difference between CO₂ neutral and net zero? You have the goal of achieving net zero by 2035, 15 years ahead of the industry.

JULIAN KLAASSEN: Being CO₂ neutral means that we have achieved Level 3 plus according to the ACA (Airport Carbon Accreditation) accreditation mechanism. This refers to the airport's direct (Scope 1) and indirect (Scope 2) emissions. Over the past decades, we have reduced our carbon



"We see this as our task: to move forward as a catalyst, as a field of experimentation, and also as a pioneer airport in order to make aviation more sustainable in the future."

Julian Klaaßen
Project Manager Net Zero 2035,
Hamburg Airport

footprint by almost 80%. Since 2021, we have been offsetting the remaining residual emissions that are currently still unavoidable by acquiring high-quality offset certificates from international projects. We achieve CO₂ neutrality by offsetting our CO₂ emissions. An actual net zero means achieving a net zero of CO₂ emissions without using offset certificates. To implement this goal by 2035, we must



← Julian Klaaßen and Jan-Eike Blohme-Hardegen show where PV is used at the airport.

continue to turn key screws. This includes continuously reducing our consumption and using new technologies. One example is the work on hydrogen fleets to switch to zero-emission fuels. However, some technologies are not yet mature enough to address certain challenges. For example, technology to capture CO₂ from the air is not yet sufficiently developed to be effective on a large scale. We must continue to drive research and development to continue on the path to effective net zero emissions.

Carbon offset certificates have been criticised as a measure of greenwashing. What are your thoughts about that?

JULIAN KLAASSEN: In terms of

offset certificates, it is important to use high-quality certificates. We have chosen certificates that meet at least the gold standard and support projects that we have personally verified. One example is a deforestation stop project in Zambia, which combats illegal logging and works to preserve the forest. This not only helps nature, but also the climate. Such projects are only possible if financial incentives are created so that local people realize that preserving the forest brings more benefits than deforestation. On the subject of greenwashing: We are not buying our way out, but only offsetting the emissions that cannot be reduced at the present time. Our goal is to develop technologies

and find ways to reduce or substitute these emissions to ultimately get to net zero, and our ambitious net zero goal demonstrates this commitment. For us, we would consider it greenwashing to be satisfied with our current status. Offsetting is an intermediate step that we use to make continuous progress.

What other concrete measures are you taking to further reduce your carbon footprint?

JAN EIKE BLOHME-HARDEGEN: On the one hand, we have implemented the APU ban and also converted the power and air-conditioning supply on the outboard positions from diesel-powered gensets to shore power. This means that the aircraft is supplied with green electricity, and that is

the path we must take in the future. Another concrete example is the heat supply for the airport, which accounts for 85% of our emissions. We are currently in the planning phase for our own wind power project in Kaltenkirchen with up to 36 megawatts of electrical output and six windmills. These windmills are enough to cover all our energy needs, i.e. heat and electricity. We can even still run electrolysis and produce hydrogen for ground applications. We currently expect to have the wind turbines in operation in 2027/28.

JULIAN KLAASSEN: In addition, we switched our fleet to paraffinic diesel back in 2016. And in May, the management approved the new procurement guidelines for vehicles,

which stipulate that only vehicles with zero-emission drives will be procured - and only in very justified individual cases will synthetic diesel be used at all.

Sustainability is a very strategic issue at Hamburg Airport. To what extent do sustainability aspects flow into the airport's overall strategic planning when making decisions?

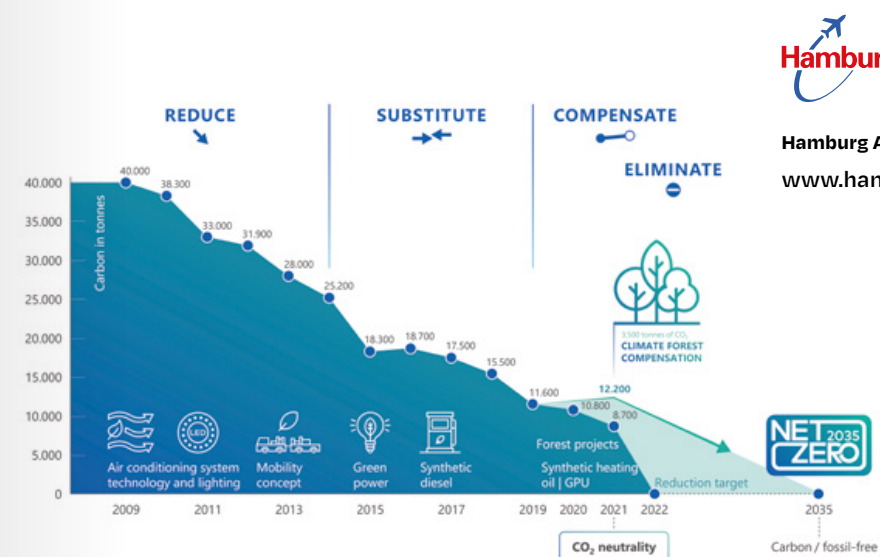
JAN EIKE BLOHME-HARDEGEN: Each project is ranked according to its net zero usefulness. If the project has net zero benefits, then it slides higher in the ranking than projects that are net zero detrimental. It is therefore much easier to implement projects that bear the net zero stamp as it can run



"Each project is ranked according to its net zero usefulness."

Jan Eike Blohme-Hardegen
Head of the Environment Department,
Hamburg Airport

through our internal process chains more quickly. Every project at the airport is put to the test: 'Does it jeopardize our 2035 target achievement, does it serve the target achievement, or does it have no influence at all?



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Passenger's comfortable journey

Airports around the world are facing increasingly intense competition as passengers today expect a smooth and stress-free travel experience. The key to meeting these demands lies in innovative technologies and tailored services.



Modern airports are no longer just transit points – they are forward-thinking hubs designed to provide passengers with the highest level of comfort and a stress-free journey. GATE is dedicated to the vision of transforming the entire travel experience through innovative technologies and solutions. We believe that the key to an optimal passenger journey lies in the seamless integration of high-tech solutions that support travelers every step of the way.

We leverage a variety of cutting-edge technologies to make travel both efficient and enjoyable. Biometric procedures allow for quick, secure identification of passengers, cutting down on wait times at check-in and boarding. Digital tools and apps provide personalized travel assistance, from real-time flight information to recommendations for shops and services, as well as faster navigation through the airport. Travelers can pre-order

→ At airports, a variety of substances cause poor air quality. The self-cleaning WINDO air filter systems clean over 90 % of the ambient air – offered by GATE member AIR LIFE HIGHTECH.

their meals and pick them up directly at the gate, eliminating long queues and improving convenience.

But it's not just about speed – it's about providing a holistic experience. The airport as a place of relaxation and comfort is becoming increasingly important. That's why we focus on creating spacious, well-lit terminals with clear wayfinding systems. Additional amenities like lounges, vertical gardens, and art installations help create a calming atmosphere and reduce travel stress.

In addition, mobility within the airport plays a crucial role. Autonomous shuttles and electric transport offer quick connections between terminals, making transfers easier. With dedicated mobility apps, passengers receive real-time information on transfer options and wait times, allowing them to navigate the airport with ease and efficiency.

The integration of all these technologies and solutions ensures that airports not only operate more efficiently but also meet passengers' expectations for comfort and experience. These innovations define the airport of the future – a place that understands the needs of travelers, responds to them, and paves the way for a seamless and enjoyable journey. At GATE, we are committed to making these visionary solutions a reality and taking the passenger experience to the next level.



"I am involved in GATE as the head of the Passenger Convenience Working Group because it is important to keep abreast of the latest developments that we can use to improve the customer journey. The exchange always brings important and new impulses. Everyone is invited to participate."

Johannes Sittig

CEO, Sittig US & Business Development Manager
Sittig DE, Vice President, GATE

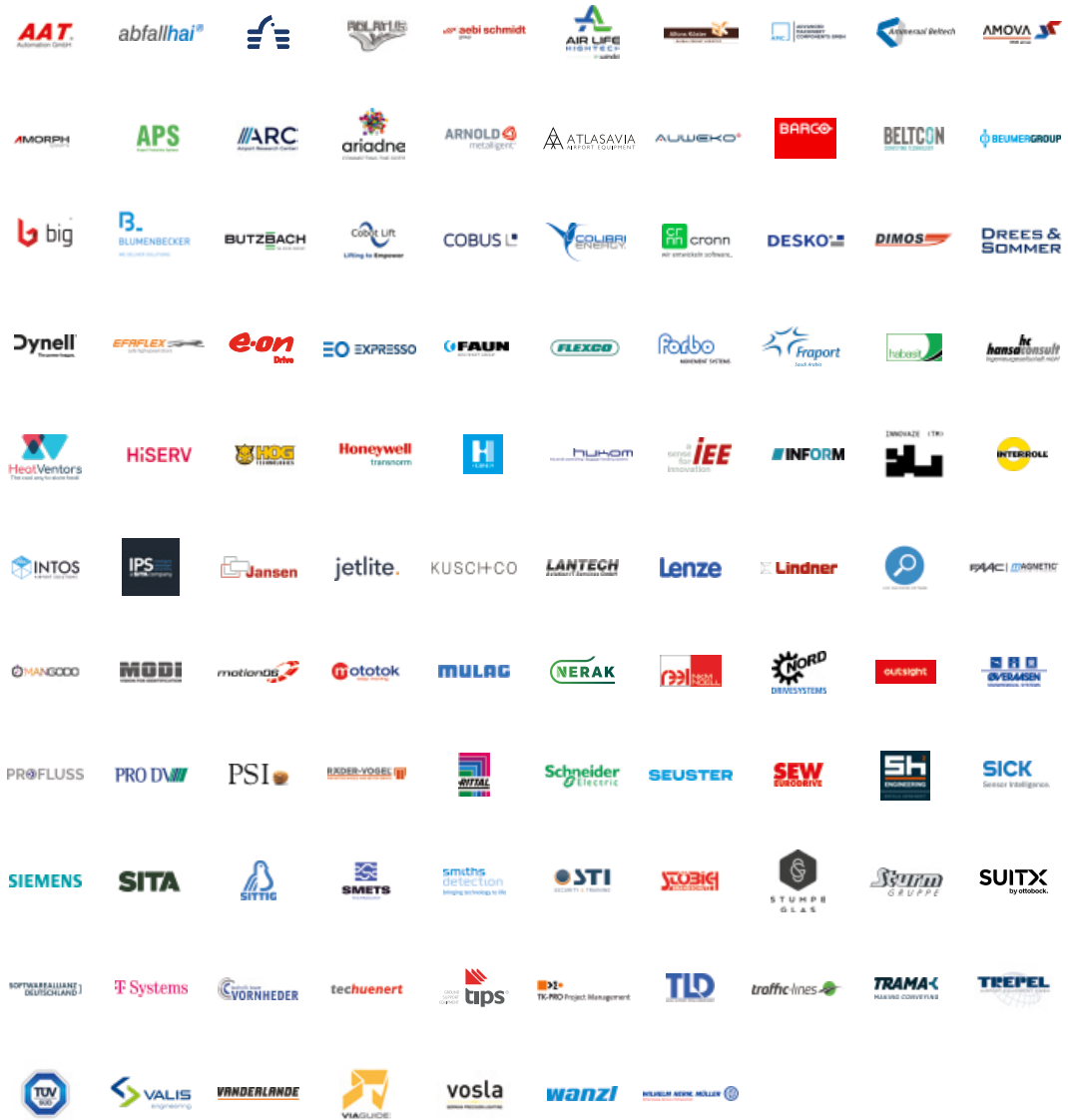


JOIN OUR WORKING GROUP

Contribute your ideas to shape the future customer journey in our Passenger Convenience Working Group. Ideas for Improving the Passenger Journey?

CONTACT: Info@gate-alliance.com

JOIN OUR MEMBERS – JOIN GATE!



BECOME A MEMBER of the largest industry association in the airport sector with your company and benefit from innumerable advantages:
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