MINISTERIO
DE TRANSPORTES, MOVILIDAD
Y AGENDA URBANA

aena

Press release

Speech by the Director General for Commercial and Real Estate, María José Cuenda, at Global Mobility Call 2023

Aena is starting the process for procuring car hire/rental services at 38 airports in the network, which generates a turnover of 10 billion euros

- **The number of spaces is to be increased to 21,700 and the number of available licence is to rise to 218**
- **This is Aena's third largest line of business in terms of commercial revenues**
- **4.6 million vehicles are hired every year at Aena airports in Spain**
- **The aim of the call for tenders is to incorporate new market trends in order to offer passengers the best service**

25 October 2023

Aena has already started the process of renewing the leases of self-drive vehicle hire services at airports in the network, which will come into force in November 2024. The Aena Director General for Commercial and Real Estate, María José Cuenda, today announced the most important aspects of the tendering process at the Perspective Forum, held as part of the 2023 Global Mobility Call.

Early next year, a call for tenders is planned in order to procure car hire/rental services at 38 airports, with more than 21,700 spaces available (3,500 more than in the previous tender). The number of available licences has also been increased to 218 (48 more than at present) and the possibility is being considered of creating two new maintenance centres at Palma de Mallorca and Málaga-Costa del Sol airports.

This information may be used in part or in full without the need to quote sources
Tel. +34 913 212 536-564-586 / +34 913 211 688 / +34 913 213 020 gabinetedeprensa@aena.es
www.aena.es
@aena

Press release

Aena currently has contracts with 16 operators at 34 airports in the network that expire on 31 October 2024. The new contracts will have a duration of between 5 and 8 years.

This is one of the world's largest procurement processes for care hire/rental services, an activity with an estimated turnover of 10 billion euros over the life of the new contracts.

Every year, 4.6 million self-drive vehicles are hired at Aena network airports in Spain. This line of business is Aena's third largest in terms of commercial revenue, generating sales of around 1.2 billion euros each year for the operators.

The new call for tenders proposes a more flexible model in which closed lots of spaces have been eliminated, allowing companies to select the number of spaces they require, with rents adapted to the different operator profiles.

Moreover, contracts are included for the development of self-drive vehicle hire/rental activity at the corporate aviation terminals of the main airports (Adolfo Suárez Madrid-Barajas, Josep Tarradellas Barcelona-El Prat, Ibiza, Palma de Mallorca and Málaga-Costa del Sol).

Aena intends to maximise the value of this line of business and attract as many operators as possible in order to improve the quality offered to passengers. To this end, it is committed to the digitalisation of the service and the implementation of the latest technologies in the sector.