

# Welcome to the AAAE Aviation Issues Conference 2023

Monday, January 9, 2023



Thank you for attending the AAAE Annual Aviation Issues Conference partner dinner hosted by **SP+**, Bags, Inc., and Paradis Lagardère. Please take a moment to review some very exciting new developments with our companies below. We appreciate your continued support and partnership, and look forward to a successful 2023.

## **SP Plus Acquires KMP Associates Limited, Including Its Global E-Commerce Platform, AeroParker**

On October 11, 2022, **SP+** announced the acquisition of KMP Associates Limited, a technology company based in the U.K. KMP has developed a “Saas” (Software as a Service) parking reservation platform called AeroParker that’s sold on a global basis at airports throughout Europe and the U.S.



AeroParker enables travelers to reserve and pay for parking before arriving at the airport, and includes functionality that lets travelers purchase additional ancillary services (for example, car washing, dry cleaning, in-flight food, duty-free goods) at the same time, all in one transaction.

The **SP+** AeroParker solution provides online parking pre-booking/reservation capability to airports including the Port Authority of New York and New Jersey Airports, the Los Angeles World Airports, the Metropolitan Washington Airports Authority, Seattle-Tacoma Int’l Airport, Boston Logan Int’l Airport, Oakland Int’l Airport, San Francisco Int’l Airport, Houston Hobby Airport and George Bush Intercontinental Airport.

The key high-level features of AeroParker that make it stand apart in the marketplace are as follows:

- + **Flexible product pricing** fully supporting all revenue management techniques.
- + **Simple yet powerful product configuration** to create/update product features quickly and easily. This feature extends to standard, promotional and limited time product offers.
- + **Sophisticated cross-sell and upsell facilities** to increase average parking selling price and the overall basket value via the sale of non-parking products.
- + **Airport-branded optimized and responsive front-end** designed to increase online conversion and reduce website leakage on mobile, desktop or tablet.



## **A Word From Paradies Lagardère**

Paradies Lagardère is North America's leading airport retailer and restaurateur operating more than 950 stores and restaurants in 100 airports. Specializing in three concessions areas - Travel Essentials, Specialty Retail and Dining - with expertise deploying international, national, and local brands at the highest level of brand integrity. Paradies Lagardère's commitment to first-class customer service and superior design has earned the company numerous industry accolades, including Best Airport Retailer for 25 consecutive years and Best Brand Restaurateur by Airport Experience News.

In the face of many challenges, 2022 ended up being a record year for Paradies Lagardère in terms of new business awards and contract extensions, and as a result, 2023 will also be a high-water mark in terms of capital investments.

On behalf of Gregg Paradies and the Paradies Lagardère family, we thank our airport partners for their continued support and allowing our team to serve their travelers.