



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

SYDNEY 21-23 JULY



# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment



PARTNERSHIP  
& EXHIBITION  
PROSPECTUS

# FOURTH AIRPORT RETAIL & COMMERCIAL FORUM COMING TO SYDNEY

The Australian Airports Association Retail & Commercial Forum will take place in Sydney for the first time in 2025 from Tuesday 22 and Wednesday 23 July, with the popular Ground Transport Forum preceding on Monday 21 July.

Hosted and co-organised in a partnership between the Australian Airports Association (AAA), The Mercurius Group and The Moodie Davitt Report, the fast-growing forum now in its fourth year, will be held at Sofitel Wentworth in the heart of Sydney's CBD with support from this year's Host Airport, Sydney Airport.

Australian airports are seeing record passenger volumes again flowing through terminals from continuously growing international and domestic flights. This includes on the trans-Tasman route, burgeoning international and domestic connections and fresh connectivity into the South Pacific.

The 2025 forum will again bring together industry experts from across the breadth of non-aero industry and airports of Australia, New Zealand, the Pacific Islands and Southeast Asia.

In addition, duty free operators, specialty retailers, food & beverage (F&B), foreign exchange, advertising concessionaires, ground transport providers and much more will join this diverse and impressive audience of industry influencers.

Following record attendance for the 2024 forum in Melbourne, the 2025 Australian Airports Association Retail & Commercial Forum promises to be even bigger in the nation's largest aviation gateway of Sydney.

The Forum's theme for 2025 is 'Lessons from Within & Beyond the Airport Environment'.

AAA Chief Executive Simon Westaway said: "The AAA Retail & Commercial Forum has fast-emerged as the must-attend annual event for our greater region's airport commercial sector and we are thrilled Sydney Airport, and the city of Sydney will host in 2025.

"There will be a diverse, compelling program including the latest insights and trends from Australian and our near region airports.

"Australian airports are on the move with many rapidly passing pre-COVID travel peaks and setting new passenger volume records and accommodating strong growth," Mr Westaway said.

2025 will see the return of the anticipated Small Airports Benchmarking study masterclass, with an expanded remit to encompass airports managing up to two million annual passenger movements.

Rebranded to Regional Airports Commercial Revenue Study (RACRBS), in 2025 it will also offer detailed benchmarking of essential commercial revenue streams for regional airports, encompassing retail, food and beverage, advertising, car parking, car rental, ground transport, and property.

The study serves as a vital tool for regional airports throughout Australia, NZ and the Pacific, enabling them to assess their commercial performance and identify strategies for improvement.

In addition, the popular Ground Transport Forum will be held on Monday 21 July, preceding the AAA Retail and Commercial Forum, complimenting the array of topics at the AAA Retail and Commercial Forum, while also providing an essential platform for attendees to discuss important ground transport developments.



**SIMON WESTAWAY**  
Chief Executive Officer, Australian Airports Association



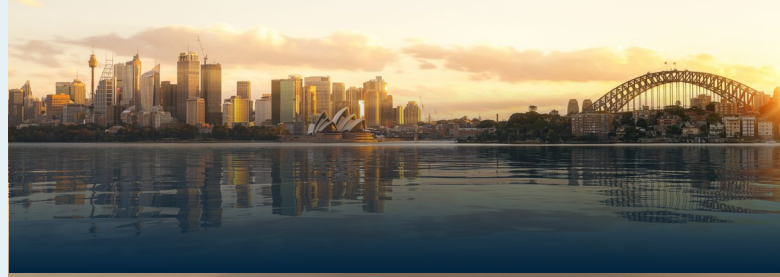
# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment

## EVENT DETAILS

### SUNDAY 20 JULY 2024

Details coming soon



### MONDAY 21 JULY 2024

Ground Transport Forum  
Airport Retail & Commercial Forum

- Exhibition
- Welcome Networking Function



### TUESDAY 22 JULY 2024

Airport Retail & Commercial Forum

- Forum Sessions
- Exhibition
- Industry Awards and Gala Dinner
- Gala Dinner After Party



### WEDNESDAY 23 JULY 2024

Airport Retail & Commercial Forum

- Forum Sessions
- Exhibition



As in previous years, the delegates attending are expected to come from across Australia and internationally. The Airport Retail and Commercial Forum 2025 will provide direct access to more than 200 delegates and leading decision makers within the aviation industry, including:

- Airport Managers
- General Managers
- Project Managers
- Retail Managers
- Chief Operating Officers
- Business Development Managers
- Terminal Operation Managers
- Parking and Ground Transport Managers
- Operation Managers
- Commercial Managers
- Site Managers

The Airport Retail and Commercial Forum 2025 will provide excellent partnership and exhibitor opportunities. As a Forum partner or exhibitor, you will have the opportunity to:

- Confirm your support for the industry at a national forum and add value and exposure to your brand
- Reach an Australasian market of industry leaders and decision-making delegates from major and regional airports
- Demonstrate your commitment to non-aeronautical revenue success at airports
- Attend a Forum focused on re-connecting the industry, sharing knowledge and looking to the future

Being a partner or exhibitor of the event is a unique way to support your brand and organisation with a high-profile presence before, during and after the Forum. Partnership and exhibitor packages are outlined on the following pages. If no package suits your organisational goals, we would be happy to tailor one to do so.

The event will bring together over 250 airport sector stakeholders, including airport managers, commercial operators and brands, representing a wide array of business interests including duty free, speciality retail, food & beverage, ground transport, advertising and other non-aeronautical revenue operations.

Delegates attending the forum are expected to come from across Australia and New Zealand & the Pacific-region.





SYDNEY 21-23 JULY

# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment

## PARTNERSHIP OPPORTUNITIES AT A GLANCE

As an Airport Retail & Commercial Forum partner you will have the opportunity to showcase your brand, products, and services. The Airport Retail & Commercial Forum provides an avenue to reach your target market and to make new business connections.

Partnership packages are flexible and can be tailored to meet your individual marketing and organisational needs as well as your budget.

To discuss a partnership package to suit your requirements please contact:

**Ivo Favotto**  
Managing Director  
The Mercurius Group

Phone: +61 423 564 057  
Email: [ifavotto@themercuriusgroup.com](mailto:ifavotto@themercuriusgroup.com)

Partnership Opportunities	Investment (ex GST)	Packages Offered
Gala Dinner Partner	\$50,000	SOLD
Event Partner - Liquor Supplier	\$25,000	1
Event Partner - Beauty Supplier	\$25,000	1
Event Partner - Confectionery Supplier	\$25,000	1
Event Partner - Fashion Accessory Supplier	\$25,000	1
Welcome Networking Drinks Partner	\$20,000	SOLD
Registration Kiosk & Lanyard Partner	\$15,000	1
Industry Awards Partner	\$15,000	1
Gala Dinner After Party Partner	\$14,000	1
Networking Lounge Partner	\$12,000	SOLD
Industry Support Panel Partner - Food & Beverage	\$16,500	6
Industry Support Panel Partner - Duty Free	\$16,500	4
Specialty Support Panel Partner	\$10,000	4
Vendor Support Panel Partner	\$10,000	4
Catering Break Partner	\$8,000	Limited
Delegate Bag Partner	\$8,000	SOLD
Coffee Station Partner	\$5,000	Limited
Delegate Bag Merchandise Partner	\$4,000 + Costs	5
Speaker Gift Bag Partner	\$7,000 + Costs	SOLD
Speaker Gift Partner	\$5,000 + Costs	5
Benchmarking Study - Master Class Partner	\$12,000	1
Ground Transport Forum - Major Partner	\$14,000	SOLD
Ground Transport Forum - Event Partner	\$9,000	3
Ground Transport Forum - Coffee Station Partner	\$5,000	1
Ground Transport Forum - Catering Break Partner	\$4,000	1

## GALA DINNER PARTNER

\$50,000

As the Gala Dinner partner you will receive exclusive promotion and exposure for the evening on July 22nd.

Celebrate and honour contributions and achievements made by individuals who have served the airport commercial sector. The Gala Dinner will enable industry colleagues to come together to acknowledge and celebrate the success of the 2025 recipients.

As the Gala Dinner Partner, you will receive significant exposure in the lead up to, during and after the Forum.

### PARTNER RECOGNITION

- Acknowledgment as the Gala Dinner Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum and dinner as the Gala Dinner Partner
- Opportunity to provide a 5-minute welcome at the Gala Dinner.
- Your branding included in the Forum printed program, including company logo and 200-word company profile
- Organisation logo on the website with hyperlink to your organisation website
- Branding on gala dinner tables (to be provided by company)
- Reserved table at the Gala Dinner with premium positioning

### PARTNER PROMOTION

- One full page advertisements to be included in the Forum program (artwork to be supplied by Partner)
- One full page advertisement in the Awards booklet distributed to all guests on the night (artwork to be supplied by Partner)

- Dedicated social media content, identifying your organisation as the Gala Dinner Partner, that you can share across your own social media networks
- Email signature promoting your organisation as the Gala Dinner Partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- Two complimentary Forum registrations, including tickets to both evening networking events and Ground Transport Forum
- 8 tickets to the Gala Dinner

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**SOLD (Exclusive)**

## EVENT PARTNER LIQUOR SUPPLIER

**\$25,000**

As an Event Partner - Liquor Supplier, you will receive significant exposure in the lead up to, during and after the Forum showcasing your brand.

### PARTNER RECOGNITION

- Acknowledgment as the Event Partner - Liquor Supplier Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as Event Partner - Liquor Supplier Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program. (Artwork to be provided by the partner)
- Dedicated social media content, identifying your organisation as Event Partner - Liquor Supplier Partner, that you can share across your own social media networks
- Email signature promoting your organisation as Event Partner - Liquor Supplier Partner which can be used on your own company email signature blocks
- Opportunity to include a promotional item in the delegate bag (partner to supply)

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and Ground Transport Forum

### EXHIBITION

- Opportunity for an exhibition booth (2m x 2m) within the exhibition area in a prominent location (subject to time of booking and availability), including:
  - 2m wide x 2m deep booth, 2.5m high walls (overall)
  - Standard fascia signage to all fronts and side where applicable (up to 30 black characters, in capitals, on white PVC panel)
  - 2 x LED spotlights
  - 1 x 4amp power supply with 4-way power board
  - One trestle table, two chairs and tablecloth
- Your logo and organisation included in the exhibitor listing in Forum printed program, including contact details, company logo and 100-word company profile.
- Two exhibitor passes for the exhibition, covering Monday 21 - Wednesday 23 July.

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**1 AVAILABLE**

## EVENT PARTNER BEAUTY SUPPLIER

**\$25,000**

As an Event Partner - Beauty Supplier, you will receive significant exposure in the lead up to, during and after the Forum showcasing your brand.

### PARTNER RECOGNITION

- Acknowledgment as the Event Partner - Beauty Supplier Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as Event Partner - Beauty Supplier Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program. (Artwork to be provided by the partner)
- Dedicated social media content, identifying your organisation as Event Partner - Beauty Supplier Partner, that you can share across your own social media networks
- Email signature promoting your organisation as Event Partner - Beauty Supplier Partner which can be used on your own company email signature blocks
- Opportunity to include a promotional item in the delegate bag (partner to supply)

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and Ground Transport Forum

### EXHIBITION

- Opportunity for an exhibition booth (2m x 2m) within the exhibition area in a prominent location (subject to time of booking and availability), including:
  - 2m wide x 2m deep booth, 2.5m high walls (overall)
  - Standard fascia signage to all fronts and side where applicable (up to 30 black characters, in capitals, on white PVC panel)
  - 2 x LED spotlights
  - 1 x 4amp power supply with 4-way power board
  - One trestle table, two chairs and tablecloth
- Your logo and organisation included in the exhibitor listing in Forum printed program, including contact details, company logo and 100-word company profile.
- Two exhibitor passes for the exhibition, covering Monday 21 - Wednesday 23 July.

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**1 AVAILABLE**



## EVENT PARTNER CONFECTIONERY SUPPLIER

\$25,000

As an Event Partner - Confectionery Supplier, you will receive significant exposure in the lead up to, during and after the Forum showcasing your brand.

### PARTNER RECOGNITION

- Acknowledgment as the Event Partner - Confectionery Supplier Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as Event Partner - Confectionery Supplier Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program. (Artwork to be provided by the partner)
- Dedicated social media content, identifying your organisation as Event Partner - Confectionery Supplier Partner, that you can share across your own social media networks
- Email signature promoting your organisation as Event Partner - Confectionery Supplier Partner which can be used on your own company email signature blocks
- Opportunity to include a promotional item in the delegate bag (partner to supply)

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and Ground Transport Forum

### EXHIBITION

- Opportunity for an exhibition booth (2m x 2m) within the exhibition area in a prominent location (subject to time of booking and availability), including:
  - 2m wide x 2m deep booth, 2.5m high walls (overall)
  - Standard fascia signage to all fronts and side where applicable (up to 30 black characters, in capitals, on white PVC panel)
  - 2 x LED spotlights
  - 1 x 4amp power supply with 4-way power board
  - One trestle table, two chairs and tablecloth
- Your logo and organisation included in the exhibitor listing in Forum printed program, including contact details, company logo and 100-word company profile.
- Two exhibitor passes for the exhibition, covering Monday 21 - Wednesday 23 July.

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**1 AVAILABLE**

## EVENT PARTNER FASHION ACCESSORY SUPPLIER

\$25,000

As an Event Partner - Fashion Accessory Supplier, you will receive significant exposure in the lead up to, during and after the Forum showcasing your brand.

### PARTNER RECOGNITION

- Acknowledgment as the Event Partner - Fashion Accessory Supplier Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as Event Partner - Fashion Accessory Supplier Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program. (Artwork to be provided by the partner)
- Dedicated social media content, identifying your organisation as Event Partner - Fashion Accessory Supplier Partner, that you can share across your own social media networks
- Email signature promoting your organisation as Event Partner - Fashion Accessory Supplier Partner which can be used on your own company email signature blocks
- Opportunity to include a promotional item in the delegate bag (partner to supply)

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and Ground Transport Forum

### EXHIBITION

- Opportunity for an exhibition booth (2m x 2m) within the exhibition area in a prominent location (subject to time of booking and availability), including:
  - 2m wide x 2m deep booth, 2.5m high walls (overall)
  - Standard fascia signage to all fronts and side where applicable (up to 30 black characters, in capitals, on white PVC panel)
  - 2 x LED spotlights
  - 1 x 4amp power supply with 4-way power board
  - One trestle table, two chairs and tablecloth
- Your logo and organisation included in the exhibitor listing in Forum printed program, including contact details, company logo and 100-word company profile.
- Two exhibitor passes for the exhibition, covering Monday 21 - Wednesday 23 July.

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**1 AVAILABLE**



## WELCOME NETWORKING DRINKS PARTNER

\$20,000

Held within the Forum exhibition, the Welcome Networking Drinks is a valuable networking event for delegates and partners alike and an exclusive opportunity to showcase your brand and support.

### PARTNER RECOGNITION

- Acknowledgment as a Welcome Drinks Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment as a Partner throughout the Welcome Drinks event
- Opportunity to provide a 5-minute welcome to attendees at the Welcome Networking Function.
- Company logo/video to be shown on a screen during the event
- Your branding included in the Forum printed program, including company logo and a 100 word profile

### PARTNER PROMOTION

- Half-page, full-colour advertisement in the Forum program (artwork to be supplied by Partner)
- Company branding displayed (to be provided by the partner) in consultation with the AAA;
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and Ground Transport Forum
- 2 tickets to the Welcome Networking Function on Monday 21 July

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum



**SOLD**

## REGISTRATION KIOSK & LANYARD PARTNER

\$15,000

As the exclusive Registration Kiosk & Lanyard Partner, your company logo will appear on the Registration Kiosks & Lanyards worn by all delegates, speakers and exhibitors at the Forum.

### PARTNER RECOGNITION

- Acknowledgment as the Registration Kiosk & Lanyard Partner on all key Forum communications pre, during and post the event
- Verbal acknowledgment throughout the Forum as a Partner
- Your branding included in the Forum printed program, including company logo and 150-word company profile

### PARTNER PROMOTION

- Company logo on the Registration Kiosks.
- Company logo on Forum lanyards, worn by attendees
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**1 AVAILABLE**

## INDUSTRY AWARDS PARTNER

\$15,000

The Gala Dinner includes the announcement of a number of prestigious awards for industry contribution and front line workers. As the exclusive Awards partner for the Airport Retail and Commercial Industry Awards, your company logo will appear on all communications about the awards including calls for nominations, nomination forms and on screen during the presentation of the awards.

### PARTNER RECOGNITION

- Acknowledgment as the Airport Retail and Commercial Industry Awards Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Gala Dinner as the Awards Partner
- Your branding included in the Forum printed program, including company logo and a 150 word profile
- Reserved table at the Gala Dinner

### PARTNER PROMOTION

- One full page advertisement in the Awards booklet distributed to all guests on the night (artwork to be supplied by Partner)
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**1 AVAILABLE**



SYDNEY 21-23 JULY

# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment

# PARTNERSHIP OPPORTUNITIES

## GALA DINNER AFTER PARTY PARTNER

\$14,000

The Gala Dinner After Party is a valuable networking event for delegates and partners alike to continue the celebrations and achievements of the 2025 award recipients. This is an exclusive opportunity to showcase your brand and support.

### PARTNER RECOGNITION

- Acknowledgment as a Gala Dinner After Party Partner on all key Forum communications pre, during and post event
- Company logo/video to be shown on a screen during the event
- Your branding included in the Forum printed program, including company logo and a 150 word profile

### PARTNER PROMOTION

- Company branding displayed at the Gala Dinner After Party (to be provided by the partner) in consultation with the AAA;
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**1 AVAILABLE**

## NETWORKING LOUNGE PARTNER

\$12,000

As the Networking Lounge Partner you will be able to showcase your brand throughout the space. Delegates use the networking lounges to conduct meetings, eat lunch and catch up with business contacts.

### PARTNER RECOGNITION

- Acknowledgment as the Networking Lounge Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Forum as a Partner
- Your branding included in the Forum printed program, including company logo and a 100 word profile

### PARTNER PROMOTION

- Opportunity to these the Networking Lounge space with your organisational logo and corporate style (at your own expense)
- Half page advertisement in the Forum Program (artwork to be supplied by Partner)

### EXHIBITION INCLUSIONS

- Two exhibition passes to the Industry Expo including tickets to the welcome networking function on the Monday evening
- Included in the Networking Lounge build (6m x 9m space) is the basic flooring of the lounge area (carpet), two lounges, one coffee table, four café style tables and chairs and three high-top bar tables and stools valued at \$4,000

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**SOLD**

## INDUSTRY SUPPORT PANEL PARTNER FOOD & BEVERAGE

\$16,500

As an Industry Support Panel Partner - Food and Beverage, you will receive significant exposure in the lead up to, during and after the Forum.

### PARTNER RECOGNITION

- Acknowledgment as a Forum Industry Support Panel Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as a Support Partner
- Your branding included in the Forum printed program, including company logo and 150-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program. (Artwork to be provided by the partner)

- Dedicated social media content, identifying your organisation as a Support Partner, that you can share across your own social media networks
- Email signature promoting your organisation as a Support Partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and the Ground Transport Forum

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**4/6 AVAILABLE**

## INDUSTRY SUPPORT PANEL PARTNER DUTY FREE

\$16,500

As an Industry Support Panel Partner - Duty Free, you will receive significant exposure in the lead up to, during and after the Forum.

### PARTNER RECOGNITION

- Acknowledgment as a Forum Industry Support Panel Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as a Support Partner
- Your branding included in the Forum printed program, including company logo and 150-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One full page advertisement to be included in the printed program (artwork to be provided by the partner)

- Dedicated social media content, identifying your organisation as a Support Partner, that you can share across your own social media networks
- Email signature promoting your organisation as a Support Partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and the Ground Transport Forum

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**2/4 AVAILABLE**

## SPECIALTY SUPPORT PANEL PARTNER

\$10,000

As an Industry Support Panel Partner - Specialty, you will receive significant exposure in the lead up to, during and after the Forum.

### PARTNER RECOGNITION

- Acknowledgment as a Forum Industry Support Panel Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as a Support Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to your organisation website

### PARTNER PROMOTION

- One half page advertisement to be included in the printed program (artwork to be provided by the partner)

- Dedicated social media content, identifying your organisation as a Support Partner, that you can share across your own social media networks
- Email signature promoting your organisation as a Support Partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and the Ground Transport Forum

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**4 AVAILABLE**

## VENDOR SUPPORT PANEL PARTNER

\$10,000

As an Industry Support Panel Partner - Vendor, you will receive significant exposure in the lead up to, during and after the Forum.

### PARTNER RECOGNITION

- Acknowledgment as a Forum Industry Support Panel Partner on all key Forum communications pre, during and post the event including printed related signage
- Verbal acknowledgment throughout the Forum as a Support Partner
- Your branding included in the Forum printed program, including company logo and 100-word company profile
- Organisation logo on the website with hyperlink to organisation website

### PARTNER PROMOTION

- One half page advertisement to be included in the printed program (artwork to be provided by the partner)

- Dedicated social media content, identifying your organisation as a Support Partner, that you can share across your own social media networks
- Email signature promoting your organisation as a Support Partner which can be used on your own company email signature blocks

### REGISTRATION INCLUSIONS

- One complimentary Forum registration, including tickets to both evening networking events and the Ground Transport Forum

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**4 AVAILABLE**



SYDNEY 21-23 JULY

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## PARTNERSHIP OPPORTUNITIES

### CATERING BREAK PARTNER

\$8,000

The catering breaks are a valuable networking event for delegates and partners alike and an exclusive opportunity to showcase your brand on one of the Forum days:

- Tuesday 22 July, OR
- Wednesday 23 July

#### PARTNER RECOGNITION

- Acknowledgment as a Forum Catering Break Partner on all key Forum communications pre, during and post the event on your nominated day
- Verbal acknowledgment throughout the chosen day as the Catering break Partner
- Company logo shown on main Forum screen during the session breaks on the chosen day
- Your branding included in the Forum printed program, including company logo and 100-word company profile

#### PARTNER PROMOTION

- Company branding displayed at the lunch (to be provided by the partner) in consultation with the AAA
- Email signature promoting your organisation as the Catering Break Partner which can be used on your own company email signature blocks

#### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**LIMITED**

### DELEGATE BAG PARTNER

\$8,000

As the exclusive Delegate Bag Partner, your company logo will appear on bags given to all delegates, speakers and exhibitors at the commencement of the Forum, providing maximum visibility. The Delegates Bags are practical bags intended to be reused so your branding will get multiple visibility.

#### PARTNER RECOGNITION

- Acknowledgment as a Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Forum as a Partner
- Your branding included in the Forum printed program, including company logo and a 100 word profile

#### PARTNER PROMOTION

- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks

#### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**SOLD**





## COFFEE STATION PARTNER

\$5,000

The coffee station is a valuable opportunity for delegates and partners alike and an exclusive opportunity to showcase your brand on one of the Forum days, Tuesday 22 July, OR Wednesday 23 July, with a key beverage appreciated by all attendees.

### PARTNER RECOGNITION

- Acknowledgment as a Forum Coffee Station Partner on all key Forum communications pre, during and post the event
- Verbal acknowledgment throughout the day as a Coffee Station Partner on your nominated day
- Company logo shown on main Forum screen on your nominated day
- You branding included in the Forum printed program, including company logo and a 50 word profile

### PARTNER PROMOTION

- Company branding displayed at the coffee station on your nominated day (to be provided by the partner) in consultation with the AAA
- Email signature promoting your organisation as a Coffee Station Partner which can be used on your own company email signature blocks

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**LIMITED**

## DELEGATE BAG MERCHANDISE PARTNER

\$4,000 + costs

As a Delegate Bag Merchandise Partner you have the opportunity to provide a promotional item to include in the delegate bags that will be provided to all delegates, speakers and exhibitors at the commencement of the Forum.

### PARTNER RECOGNITION

- Acknowledgment as a Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Forum as a Partner
- You branding included in the Forum printed program, including company logo and a 50 word profile

### PARTNER PROMOTION

- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- Promotional item included in the delegate bags (supplied by partner)

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**4/5 AVAILABLE**

## SPEAKER GIFT BAG PARTNER

\$7,000 + costs

As the Speaker Gift Bag Partner you will have the opportunity to provide branded bags that will be provided to all speakers at the Forum. You will also have the opportunity to include a promotional item to showcase your products and/or services to speakers, connecting with key industry stakeholders.

### PARTNER RECOGNITION

- Acknowledgment as a Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Forum as a Partner
- You branding included in the Forum printed program, including company logo and a 100 word profile

### PARTNER PROMOTION

- Logo included on the speaker thank you card, acknowledging your support as a Speaker Gift Bag Partner
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- Branded speaker gift bag provided to all speakers (supplied by partner)
- Promotional item included in the speaker bags (supplied by partner)

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**SOLD**

## SPEAKER GIFT PARTNER

\$5,000 + costs

As a Speaker Gift Partner you have the opportunity to provide a promotional item to include in the speaker bags that will be provided to all speakers, connecting directly with key industry stakeholders.

### PARTNER RECOGNITION

- Acknowledgment as a Partner on all key Forum communications pre, during and post event
- Verbal acknowledgment throughout the Forum as a Partner
- You branding included in the Forum printed program, including company logo and a 50 word profile

### PARTNER PROMOTION

- Logo included on the speaker thank you card, acknowledging your support as a Speaker Gift Partner
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- Promotional item included in the speaker bags (supplied by partner)

### ACCESS TO DELEGATES

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**5 AVAILABLE**



SYDNEY 21-23 JULY



**AIRPORT RETAIL**



**& COMMERCIAL FORUM 2025**

Lessons from Within & Beyond the Airport Environment

# PARTNERSHIP OPPORTUNITIES

## ADVERTISING HALF PAGE AD

\$1,000

The exclusive Forum program will be sent digitally to all delegates, in addition to printed copies being available during the event. The Program will be utilised by delegates and used as a quick reference to help navigate their way through the Forum.

### PARTNER PROMOTION

- Half page advertisement to be included in the printed program (artwork to be supplied)

**4 AVAILABLE**

## ADVERTISING FULL PAGE AD

\$2,000

The exclusive Forum program will be sent digitally to all delegates, in addition to printed copies being available during the event. The Program will be utilised by delegates and used as a quick reference to help navigate their way through the Forum.

### PARTNER PROMOTION

- Full page advertisement to be included in the printed program (artwork to be supplied)

**3/4 AVAILABLE**



# REGIONAL AIRPORTS COMMERCIAL REVENUES

**BENCHMARKING STUDY**

**2025**

## MASTER CLASS PARTNER

**\$12,000**

As the exclusive Regional Airports Commercial Revenues Benchmarking Study (RACRBS) Master Class Partner, you will be exclusive promotional opportunities for attendees of the Master Class, showcasing your support for Regional Airports, while also being provided the opportunity to engage with key industry stakeholders.

### PARTNER RECOGNITION

- Verbal acknowledgment as the RACRBS Master Class Major Partner during the event
- Organisation acknowledgment and logo on marketing material, signage and PowerPoint slides relating to the Master Class, highlighting level of partnership
- Organisation logo on all RACRBS Master Class related promotion in the lead up to the event
- Organisation logo on the Forum event page and hyperlink to organisation website
- Organisation logo, profile (100 words) and contact details Forum printed program
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Opportunity to provide a 5-minute welcome speech
- Logo included in the Forum program relating to the RACRBS Master Class
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- Opportunity to provide a promotional gift to all attendees (partner to provide at own expense)

- One half-page advertisement in the Forum program (artwork to be supplied)

### REGISTRATION INCLUSIONS

- One ticket to the RACRBS Master Class (noting the Master Class is closed attendance)

### ACCESS TO DELEGATES

- Access to the RACRBS Master Class (subject to the Privacy Act) two weeks and one week prior to the Master Class



**1 AVAILABLE (Exclusive)**

**SYDNEY 21 JULY**

**GROUND  
TRANSPORT  
FORUM** 2025

**MAJOR PARTNER**

**\$14,000**

As the Ground Transport Forum Major Partner, your organisation and brand will be at the forefront of the popular Ground Transport Forum.

**PARTNER RECOGNITION**

- Verbal acknowledgment as the Ground Transport Forum Major Partner during the event
- Organisation acknowledgment and logo on marketing material, signage and PowerPoint slides relating to the Ground Transport Forum, highlighting level of partnership
- Organisation logo on all Ground Transport Forum related promotion in the lead up to the event
- Organisation logo on the Forum event page and hyperlink to organisation website
- Organisation logo, profile (100 words) and contact details Forum printed program
- Partner logo to appear on all partner related signage

**PARTNER PROMOTION**

- Opportunity to provide a five-minute welcome speech
- Logo included in the program relating to the Ground Transport Forum
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- Opportunity to provide a promotional gift to all attendees (partner to provide at own expense)

- One half-page advertisement in the Forum program (artwork to be supplied)

**REGISTRATION INCLUSIONS**

- One ticket to the Ground Transport Forum

**ACCESS TO DELEGATES**

- Access to the Ground Transport Forum (subject to the Privacy Act) two weeks and one week prior to the Ground Transport Forum



**SOLD**

**SYDNEY 21 JULY**  
**GROUND  
TRANSPORT  
FORUM** 2025

**EVENT PARTNER**

**\$9,000**

As the Ground Transport Forum Event Partner, your organisation and brand will be at the forefront of the popular Ground Transport Forum.

**PARTNER RECOGNITION**

- Verbal acknowledgment as the Ground Transport Forum Event Partner during the event
- Organisation logo on all Ground Transport Forum related promotion in the lead up to the event
- Organisation logo on the Forum event page and hyperlink to organisation website
- Organisation logo, profile (50 words) and contact details Forum printed program
- Partner logo to appear on all partner related signage

**PARTNER PROMOTION**

- Logo included in the program relating to the Ground Transport Forum
- Email signature promoting your organisation as a partner which can be used on your own company email signature blocks
- One quarter-page advertisement in the Forum program (artwork to be supplied)

**ACCESS TO DELEGATES**

- Access to the Ground Transport Forum (subject to the Privacy Act) two weeks and one week prior to the Ground Transport Forum



**1/3 AVAILABLE**



SYDNEY 21 JULY

**GROUND TRANSPORT FORUM** 2025

**COFFEE STATION PARTNER**

**\$5,000**

The coffee break is a valuable networking opportunity for delegates and partners alike and an exclusive opportunity to showcase your brand on Monday 21 July during the Ground Transport Forum.

**PARTNER RECOGNITION**

- Acknowledgment as the Ground Transport Forum Coffee Station Partner on all key Forum communications pre, during and post the event
- Verbal acknowledgment throughout the day as the Coffee Station Partner
- Your branding included in the Ground Transport Forum printed program, including company logo and a 50 word profile

**PARTNER PROMOTION**

- Company branding displayed at the coffee cart (to be provided by the partner) in consultation with the AAA
- Email signature promoting your organisation as a Coffee Station Partner which can be used on your own company email signature blocks

**ACCESS TO DELEGATES**

- Access to the Ground Transport Forum delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**1 AVAILABLE**

**CATERING BREAK PARTNER**

**\$4,000**

The catering breaks are a valuable networking event for delegates and partners alike and an exclusive opportunity to showcase your brand for the Ground Transport Forum on Monday 21 July.

**PARTNER RECOGNITION**

- Acknowledgment as a Ground Transport Forum Catering Break Partner on all key Forum communications pre, during and post the event
- Verbal acknowledgment throughout the chosen day as a the Ground Transport Forum Catering Break Partner
- Company logo shown on main Ground Transport Forum screen during the session breaks
- Your branding included in the Forum printed program, including company logo and 50-word company profile

**PARTNER PROMOTION**

- Company branding displayed at the catering breaks during the Ground Transport Forum (to be provided by the partner) in consultation with the AAA
- Email signature promoting your organisation as the Catering Break Partner which can be used on your own company email signature blocks

**ACCESS TO DELEGATES**

- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**1 AVAILABLE**



**The Airport Retail and Commercial Forum exhibition will be held from Monday 21 to Wednesday 23 July, maximising your exposure to Ground Transport Forum and Airport Retail and Commercial Forum attendees.**

The exhibition area is the primary networking space for delegates, speakers, partners and exhibitors. Delegates can gather and interact with industry suppliers and it is the perfect location for delegates to mingle during the session breaks.

The program will be designed to maximise the opportunity for delegates to visit the exhibition. The catering breaks will be located within the exhibition space.

Each exhibition package will include one Exhibitor Pass which provides access to the Forum for all three days, including all catering breaks and networking events.

Early confirmation of your booth will enable you to select your preferred space on the floor plan. Please note booth allocations are on a first-come, first-served basis.

## INVESTMENT

### BOOTH INCLUSIONS

- 2.5m Infinity structure with white seamless infills
- 2m wide x 2m deep
- 1 x 4amp power outlet, per stand, located in the back corner
- 2 x track spotlights per 9sqm. Lights fixed to the inside front fascia
- Polished aluminium fascia, 300mm deep on all aisle frontages
- Venue flooring (carpet)
- One trestle table and two chairs

### EXHIBITOR PROMOTION

- Acknowledgment as an Exhibitor on all key Forum communications pre, during and post the event
- Your branding included in the Forum printed program, including company logo and 50 word company profile
- Extended exhibition exposure and engagement, from Monday 21 to Wednesday 23 July, covering the Ground Transport Forum and Airport Retail and Commercial Forum.

### REGISTRATION INCLUSIONS

- Two exhibitor pass, which includes all catering for three-days and both evening networking events

### ACCESS TO DELEGATES

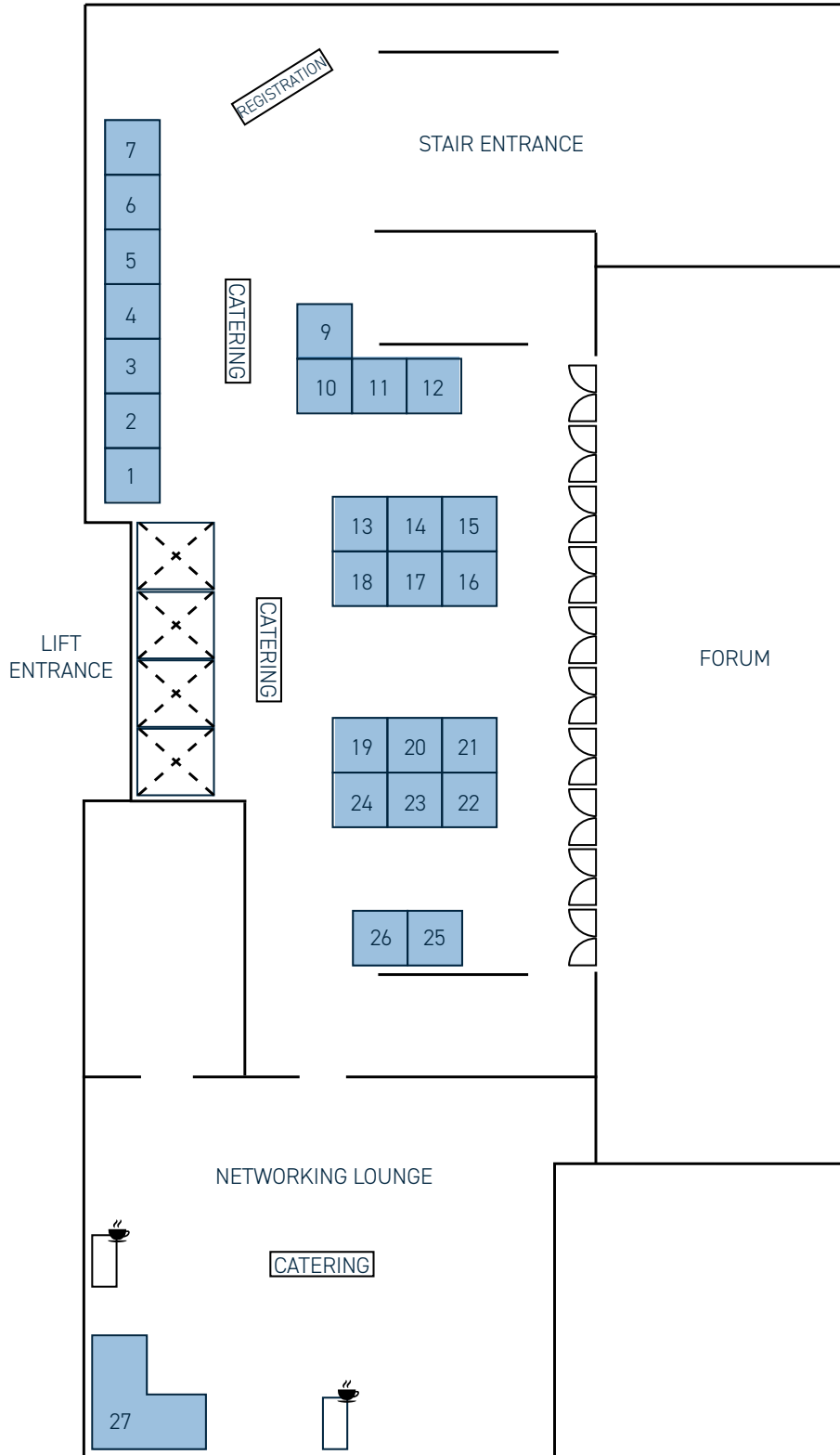
- Access to the delegate list (subject to the Privacy Act) two weeks and one week prior to the Forum

**\$6,000 + GST (AAA MEMBERS)**

**\$7,000 + GST (NON-MEMBER)**









SYDNEY 21-23 JULY

# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment

# PARTNERSHIP & EXHIBITION BOOKING FORM

## PARTNER/EXHIBITOR DETAILS

Organisation

ABN or ACN

Booking Contact Name

Position/Title

Email

Phone

Billing Address

City

State

Postcode

## PARTNERSHIP PACKAGES

Select	Partnership Opportunities	Investment (ex GST)
SOLD	Gala Dinner Partner	\$50,000
	Event Partner - Liquor Supplier	\$25,000
	Event Partner - Beauty Supplier	\$25,000
	Event Partner - Confectionery Supplier	\$25,000
	Event Partner - Fashion Accessory Supplier	\$25,000
SOLD	Welcome Networking Drinks Partner	\$20,000
	Registration Kiosk & Lanyard Partner	\$15,000
	Industry Awards Partner	\$15,000
	Gala Dinner After Party Partner	\$14,000
SOLD	Networking Lounge Partner	\$12,000
	Industry Support Panel Partner - Food & Beverage	\$16,500
	Industry Support Panel Partner - Duty Free	\$16,500
	Specialty Support Panel Partner	\$10,000
	Vendor Support Panel Partner	\$10,000
	Catering Break Partner	\$8,000



## PARTNERSHIP PACKAGES CONTINUED

Select	Partnership Opportunities	Investment (ex GST)
	SOLD - Delegate Bag Partner	\$8,000
	Coffee Station Partner	\$5,000
	Delegate Bag Merchandise Partner	\$4,000 + Costs
	SOLD - Speaker Gift Bag Partner	\$7,000 + Costs
	Speaker Gift Partner	\$5,000 + Costs

## ADVERTISING OPPORTUNITIES

Select	Advertising Opportunities	Investment (ex GST)
	Half Page Ad	\$1,000
	Full Page Ad	\$2,000

## REGIONAL AIRPORTS BENCHMARKING STUDY PACKAGE

Select	Partnership Opportunities	Investment (ex GST)
	Master Class Partner	\$12,000

## GROUND TRANSPORT FORUM PACKAGES

Select	Partnership Opportunities	Investment (ex GST)
	SOLD - Major Partner	\$14,000
	Event Partner	\$9,000
	Coffee Station Partner	\$5,000
	Catering Break Partner	\$4,000

## EXHIBITION OPPORTUNITIES

Select	Exhibition Opportunities	Price (ex GST)
	AAA Member Booth Preference:	\$6,000
	Non-Member Booth Preference:	\$7,000



SYDNEY 21-23 JULY

# AIRPORT RETAIL & COMMERCIAL FORUM 2025

Lessons from Within & Beyond the Airport Environment

# PARTNERSHIP & EXHIBITION BOOKING FORM

## TOTAL

Total Amount \$

Name

Position

Organisation

Upon signing this form, I agree to the Terms and Conditions outlined in the Prospectus, and acknowledge payment must be received within the date on the invoice provided and/or before **Friday 13 June 2025** in order to be a partner and/or exhibitor at the Forum.

Signed

Date

Do you require a purchase order number to be visible on your invoice?

Yes

No

Purchase Order Number

To confirm a partnership package and/or an exhibition booth, please return this completed acceptance form to:

**Australian Airports Association  
Nicole Rutter**

*Senior Manager - Major Events & Partnerships*  
[nrutter@airports.asn.au](mailto:nrutter@airports.asn.au)

On receipt of this form a tax invoice for the deposit and confirmation details will be sent. For those organisations which are partnering with the Conference, a detailed partnership agreement will also be issued.



## TERMS OF PARTICIPATION

### 1. Acceptance of Terms of Participation

1.1 You agree to the Terms of Participation when you submit the Acceptance Form to us.

1.2 Each Acceptance Form you place will be a separate and binding agreement between you and us with respect to the participation in the Activity.

### 2. Acceptance Form Submission

2.1 You may submit an Acceptance Form to participate in the Activity and its Related Services by submitting the Acceptance Form to us.

2.2 When you submit an Acceptance Form you make an offer to participate in the Activity and we may accept or reject an Acceptance Form for any reason.

2.3 When you submit your Acceptance Form, you warrant that all information contained is true and correct and you have the authority to enter into this Agreement.

2.4 Your Acceptance Form is not accepted merely because:  
(a) you received a notice that we acknowledged your Acceptance Form;  
(b) you received a request to confirm your identity or other details; or  
(c) payment has been charged to the nominated credit card.

2.5 We will:  
(a) if your Acceptance Form is accepted, notify you by email that it is accepted;  
(b) if your Acceptance Form is rejected:  
(i) notify you by email that it is rejected; and  
(ii) refund any monies you may have paid to us, to the credit card that you paid with.

### 3. Payment

3.1 You understand the Participation Fees and the elements making up the Activity may change from time to time, and we reserve the right to amend the Participation Fees with reasonable written notice given to you.

3.2 You must pay us the Participation Fee at a time nominated and communication to you, or if no such time has been nominated, upon the placement of your Acceptance Form.

3.3 You warrant to pay the Participation Fees in accordance with the payment terms contained in the Acceptance Form, or the tax invoice given to you.

3.4 If you pay by credit card, you warrant that your credit card details are true and correct and that you are authorised to charge the relevant credit card.

3.5 You must indemnify us from and against any loss or damage we suffer in connection with a breach of warranty in sub-clause 3.3.

### 4. Postponement or Cancellation of the Activity

#### *Postponement*

4.1 We reserve the right to postpone the Activity with reasonable written notice to you.

4.2 The rights and obligations contained in this Agreement will apply to the postponed Activity date.

4.3 Participation Fees already paid will be applied towards the Activity's newly proposed date.

4.4 Should you not be able to participate in the Activity on the postponed date, we will refund amounts equivalent to Participation Fee less the administrative and third party (if any) costs incurred associated with your inability to take part in the Activity.

#### *Cancellation by You*

4.5 You may request to cancel your Acceptance Form and we may accept your request at our absolute sole discretion.

4.6 We cannot cancel any Acceptance Form two months from the date of Activity.

4.7 If we accept your cancellation request:  
(a) you must pay the costs we incur in cancelling your request including administrative costs and third party costs; and  
(b) we will refund amounts equivalent to Participation Fee less the costs incurred in paragraph 4.7(a).

#### *Cancellation by Us or the Venue*

4.8 Should the Activity be cancelled by Us, we will provide you with a full refund of the Participation Fees already paid.

4.9 Should the Activity be cancelled by the Venue and the Activity is not postponed, we will provide you with a full refund of the Participation Fees already paid.

4.10 All refunds for credit cards are made only to the credit card that was used to pay the Participation Fees. We will not be responsible for credit card fees however.

4.11 To the fullest extent permitted under the law, we do not accept or provide refunds except in accordance with this clause and clauses 5.1 and 5.2.

### 5. Unavoidable Circumstances and COVID-19

5.1 In the event the Activity is postponed through no fault of us or the Venue, including but not limited to restrictions on public gatherings, border closures, lockdowns, isolation directives or otherwise from Government authorities due to Covid-19, we will act in accordance with clauses 4.1 – 4.4, inclusive.

5.2 In the event the Activity is cancelled through no fault of us or the Venue, including but not limited to restrictions on public gatherings, border closures, lockdowns, isolation directives or otherwise from Government authorities due to Covid-19, we will act in accordance with clauses 4.8 – 4.11, inclusive.

5.3 For the purpose of this clause an Unforeseeable Event means any event or cause beyond the reasonable control of a Party and includes:  
(a) strikes and/or lockouts (whether of their own employees or those of others and whether or not the party against whom such action is taken could have avoided the same by acceding to the demands of the employees responsible for such action);  
(b) acts of God, war, fire, flood, embargo or litigation;  
(c) government directives or restrictions;  
(d) epidemics; pandemics (including but not limited to COVID-19); or  
(e) acts of government or any agency instrumentality or any political subdivision thereof.

5.4 No Party will be liable or deemed liable to the other party for any failure or delay in meeting any obligation due to an Unforeseeable Event.



## TERMS OF PARTICIPATION CONTINUED

5.5 Any Party Suffering an Unforeseeable Event will:

- (a) be allowed additional time to perform its obligations under this Agreement equal to the period or periods (as the case may be) for which the Unforeseeable Event has delayed that Party's performance of its obligations;
- (b) use its best endeavours to avoid or remove such causes of non-performance; and
- (c) continue to perform its obligations with the utmost despatch as soon as such causes have been removed.

5.6 Nothing in this clause will be construed as requiring the affected Party to settle any industrial dispute.

## 6. Related Services, Marketing Materials & Venue

### *Networking Functions*

6.1 No refunds on networking tickets will be provided should you cancel your participation in the Activity in less than 72 hours prior to the Activity.

### *Marketing Materials*

6.2 For the purpose of this clause, Marketing Materials, include but is not limited to; artwork, logos, advertisements, static displays, satchel inserts, printmedia, goods for bags.

6.3 We will provide you with the requirements for Marketing Materials should we accept your Acceptance Form.

6.4 You warrant to provide us with your Marketing Materials in the format and specifications nominated by us by the due date communicated to you.

6.5 Should you fail to abide by clause 6.3, the Marketing Materials use for the intended purpose cannot be guaranteed and you warrant to hold us harmless and not bring a claim in relation to same. You understand that in this event, the value of those entitlements will not be refunded to you.

6.6 You accept all risk should the Marketing Materials provided not be in accordance with the format and specifications required. You acknowledge that the Marketing Materials may not be clearly presented and you warrant to hold us harmless and not bring a claim for your failure to abide by clause 6.3.

### *Venue*

6.7 You understand floorplans and associated materials must be submitted to the Venue for their approval.

6.8 We will communicate the Venue's requirements and what is required from you in order for us to provide same to the Venue.

6.9 You agree and consent to adhering to the rules, guidelines and recommendations set by the Venue during your participation in the Activity.

## 7. Images & Videos from the Activity

7.1 By submitting the Acceptance Form you and your nominated delegate(s) understand you may feature in images and videos taken during the Activity (Content).

7.2 You consent, in perpetuity, to the Content being in the public arena, including but not limited to television, social media platforms, print media and electronic media and billboards (Mediums).

7.3 You and your nominated delegate(s) acknowledge that they will not be given the opportunity to receive, inspect or approve, the Content.

7.4 We own, in perpetuity, all rights and interests in any intellectual property (including copyright in any document, or ownership of any, invention, design, or trademark) that is created in the course of or in relation to the Content.

7.5 By entering into this Agreement, you and your nominated delegate(s) consent to and give permission to us and our third parties to utilise the Content which may depict, record or refer to you including commercial use by us and/or our contractors, in perpetuity.

7.2 You consent, in perpetuity, to the Content being in the public arena, including but not limited to television, social media platforms, print media and electronic media and billboards (Mediums).

7.3 You and your nominated delegate(s) acknowledge that they will not be given the opportunity to receive, inspect or approve, the Content.

7.4 We own, in perpetuity, all rights and interests in any intellectual property (including copyright in any document, or ownership of any, invention, design, or trademark) that is created in the course of or in relation to the Content.

7.5 By entering into this Agreement, you and your nominated delegate(s) consent to and give permission to us and our third parties to utilise the Content which may depict, record or refer to you including commercial use by us and/or our contractors, in perpetuity.

## 8. Privacy Policy

8.1 We securely store and handle your private information. Please visit our Website to view our Privacy Policy.

### *Delegate Lists*

8.2 We will distribute a delegate list the week prior to the Activity via email and to the partners and exhibitors before and after the Activity.

8.3 You may opt out of these lists should you wish not to have your details provided by way of delegate lists or other communications to the conference partners by contacting us.

## 9. Warranties and Guarantees

9.1 To the full extent permitted by law, we exclude all representations, warranties or terms (whether express or implied) not otherwise specified in these terms.

### *Implied Terms*

9.2 This Agreement includes, by implication, only those warranties, conditions and terms that:

- (a) law or legislation implies into this Agreement; and
- (b) law or legislation prohibits the parties from modifying, excluding or contracting away.

## 10. Limitation of Liability

10.1 To the fullest extent permitted by law, we are not liable in any way for indirect, special or consequential Liability.

10.2 To the fullest extent permitted by law, our Liability to you for your participation in the Activity is limited to the amount of the Participation Fee you have paid.



## TERMS OF PARTICIPATION CONTINUED

10.3 To the fullest extent permitted by law, our Liability for any breach of any condition, warranty or guarantee (including any condition, warranty or guarantee implied under sub-clause 9.2) is, at our discretion, limited to the lesser of:

- (a) re-supplying services;
- (b) the reasonable costs of re-supplying the services; or
- (c) refunding the portion of the Participation Fee that you have paid to us in respect of any services.

10.4 Nothing in this agreement will exclude or limit our ability in respect of any:

- (a) death or personal injury caused by our negligence;
- (b) fraud or fraudulent misrepresentation on the part of us;
- (c) matter which it would be illegal or unlawful for us to exclude or limit, or attempt to or purport to exclude or limit, its liability.

### 11. Insurance

11.1 You agree to effect and maintain public liability insurance and any other reasonably requested insurance for all of your obligations under this Agreement and your participation in the Activity.

### 12. Indemnity

12.1 You indemnify us against all losses, Claims, Liabilities and expenses arising out of or in connection with:

- (a) any change to the Activity or Related Services due to COVID-19 and/or any associated Government restriction/mandates/guidelines;
- (b) your participation in the Activity contrary to any of our instructions or directions; and
- (c) a breach of this Agreement by you or your employees, agents or subcontractors.

### 13. Survival of Certain Terms

13.1 The terms of this Agreement which are capable of having effect after this Agreement ends continue to have full effect, including clauses in relation to:

- (a) protection of intellectual property;
- (b) post-agreement restraints; and
- (c) guarantees, warranties, indemnities and limitation of liability.

### 14. Interpretation

14.1 In this Agreement, unless the contrary intention appears:

- (a) a reference to this Agreement or any instrument includes any variation or replacement of any of them;
- (b) a reference to a person includes a body corporate, joint venture, association, government body, firm and any other entity;
- (c) a reference to legislation includes any amendments to it, any legislation substituted for it, and any subordinate legislation made under it;
- (d) the singular includes the plural and vice versa;
- (e) words of one gender include any gender;
- (f) headings do not affect the interpretation of this Agreement;
- (g) reference to a Party includes that Party's personal representatives, successors and permitted assigns;
- (h) reference to a thing (including a right) includes a part of that thing;
  - (i) if a Party comprises two or more persons:
    - (i) reference to a Party means each of the persons individually and any two or more of them jointly;
    - (ii) a promise by that Party binds each of them individually and all of them jointly;
    - (iii) a right given to that Party is given to each of them individually; and
    - (iv) a representative, warranty or undertaking by that Party is made by each of them individually;

- (j) a provision must not be construed against a Party only because that Party prepared it;
- (k) a provision must be read down to the extent necessary to be valid and if it cannot be read down to that extent, it must be severed;
- (l) if a thing is to be done on a day which is not a Business Day, it must be done on the Business Day before that day;
- (m) another grammatical form of a defined expression has a corresponding meaning;
- (n) the word "include" is used without any limitation;
- (o) the rights, duties and remedies in this Agreement operate to the extent that they are not excluded by law; and
- (p) examples are descriptive only and not exhaustive.

### 15. Definitions

15.1 Unless the context otherwise requires:

- (a) Acceptance Form means the acceptance form (including but not limited to any electronic or paper Acceptance Form form) or email request you complete and lodge with us for the participation in the Activity.
- (b) Activity means the Australian Airports Association's (AAA) Airport Retail & Commercial Forum 2025.
- (c) Agreement means these Terms of Participation and any schedules and annexures to it, as amended and substituted from time to time.
- (d) Business Day means a day except a Saturday or Sunday or other public holiday.
- (e) Claim means any claim, suit, action, demand, or right.
- (f) Consequential Loss includes all forms of indirect loss including loss of revenue, loss of profits, failure to recognise profits or savings and any other commercial and economic loss, howsoever caused.
- (g) Liability means responsibility for any loss (either direct or indirect), damage, or expense and includes liability for Consequential Loss.
- (h) Party/ies means a person(s) or entity/ies who executes this Agreement.
- (i) Participation Fees means the amount specified on your Registration Form.
- (j) Related Services means any services performed in supplying the Activity.
- (k) Venue means the location of the Activity and/or the Related Services.
- (l) We (with capitals or not) means the Australian Airports Association Limited or any organisation involved in the registration of participants for the Activity and the words "us" and "our" have corresponding meanings.
- (m) Website means <https://airports.asn.au/events/airport-retail-and-commercial-forum-2025/>
- (n) You (with capitals or not) means the participant in the Activity who submits an Acceptance Form with us and the words "your" and "yours" have the corresponding meaning.



SYDNEY 21-23 JULY



**AIRPORT RETAIL**



**COMMERCIAL  
FORUM 2025**

Lessons from Within & Beyond the Airport Environment

## ABOUT THE AUSTRALIAN AIRPORTS ASSOCIATION

The Australian Airports Association (AAA) is a non-profit organisation that was founded in 1982 in recognition of the real need for one coherent, cohesive, consistent and vital voice for aerodromes and airports throughout Australia.

The AAA represents the interests of more than 330 airports and aerodromes Australia wide – from the local country community landing strip to major international gateway airports.

The AAA also represents more than 160 aviation stakeholders and organisations that provide goods and services to airports.



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## ABOUT THE MERCURIUS GROUP

The Mercurius Group provides consultancy services on the commercialisation of infrastructure. We help infrastructure businesses – defined as businesses where large volumes of people congregate in the one location – such as airports, railway stations, cruise ship terminals, universities, hospitals, stadiums, museums and casinos generate untapped commercial revenues from activities such as retailing, food & beverage, car parking and advertising.

And we take pride in doing this without disrupting the original infrastructure operation. You don't have to choose between efficient operational performance or generating commercial revenue. You can have both. All it takes is early planning, an understanding of what drives revenue generating opportunities and great design.

THE MERCURIUS  
GROUP

## ABOUT THE MOODIE DAVITT REPORT

The Moodie Davitt Report is published by independent company Moodie International, now one of the world's most successful multi-media business-to business publishers. It was founded in 2002 by then sole owner Martin Moodie.

The website ([www.MoodieDavittReport.com](http://www.MoodieDavittReport.com)) was launched as The Moodie Report in March 2003 and quickly became established as an indispensable source of reliable and real-time business intelligence on the global travel retail sector. It attracted a record 8.92 million page views in 2021, an extraordinary result in a niche business sector.

The Moodie Report effectively challenged – and reinvented – the whole trade press model, winning widespread industry recognition for its no-nonsense, easy-to-read format, style and content.

The html-linked eNewsletter and pioneering eZine are now sent to almost 20,000 readers (a list that is regularly updated) making them easily the best-read media in the travel retail marketplace, as well as the most respected and trusted.

 The  
Moodie Davitt  
Report